

2 Use the _____ Principle

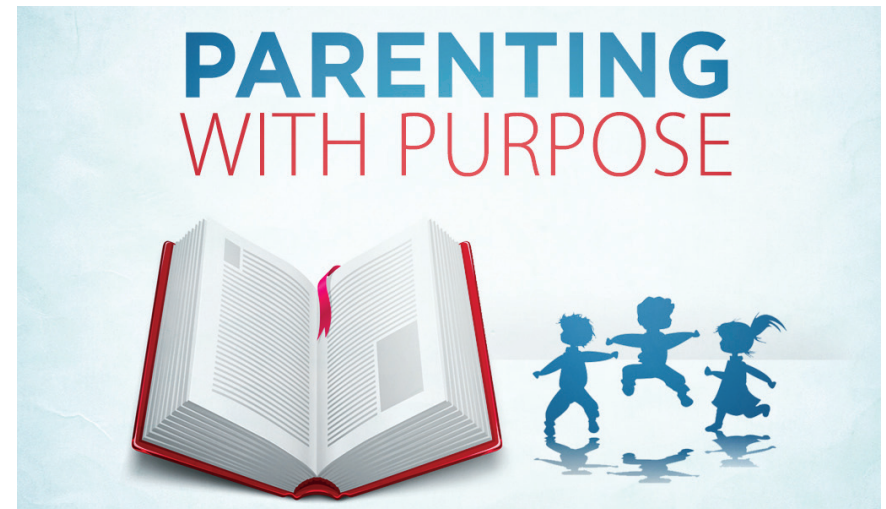
D **Definition:** The Salt Principle involves using a child's interests to teach specific things that a parent believes are important.

- A. Clearly identify what you wish to _____.
- B. Identify your listener's most important _____.
- C. Using their areas of high interest, share just enough of your idea to stimulate curiosity to hear more.
- D. Use _____ to increase curiosity.
- E. _____ your important information or idea only after you see you have your child's full interest and attention.

3 Use Emotional _____ Pictures

D **Definition:** An emotional word picture is associating our feelings with either a real or imaginary experience.

- A. Clearly _____ what we are feeling.
- B. Make up a _____ that illustrates these feelings.



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Lesson Eight: Three Powerful Ways to Motivate Your Children

PROVERBS 13:19

¹⁹ *The desire accomplished is sweet to the soul: but it is abomination to fools to depart from evil.*

1 Use a Child's _____

- A. The _____ - _____

GENERAL CHARACTERISTICS

- They believe they're usually right
- Often critical, pointing out the mistake of others
- Perfectionist tendency
- Believe there is a right and wrong way to act
- Prone to "foot-in-mouth" disease
- When doing a task, they want to do it right—or not at all
- Negative thinker
- Persistent
- Very loyal
- Good memory of others' actions toward them
- Can be warmly touched by sad stories

DO'S AND DON'TS IN MOTIVATION

- Spend time fully explaining things, because once they see that certain actions are right they usually comply.
- Be careful not to interpret their ability to be blunt with others as a sign that they can receive blunt, terse words in return. They are much more motivated by sincere grief, even tears, but they are experts in detecting insincere or manipulative motivation.
- They like to know where they are wrong if adequate time is taken, and they know if we are sincere and willing to wait until they really understand.
- Avoid prolonged arguments because the "strong-willed" often feel slightly hypocritical in discussing what they "know" is right—their own opinion.

B. The _____

GENERAL CHARACTERISTICS

- Conforms to others
- Pliable
- Dependent
- Supportive
- Tenderhearted
- Agreeable
- Avoids persistent arguments
- Somewhat introverted
- Careful in what they say or do so as not to cause conflict
- Not the flamboyant type

DO'S AND DON'TS IN MOTIVATION

- They need to know that we sincerely like them as a unique individual.
- They react to being stereotyped or placed in a box.
- They respond better to someone they consider a friend.
- Patiently discover their personal goals and motivate them by helping them meet those goals.
- If the “peacemaker” disagrees, encourage discussion on personal feelings and opinions rather than objective facts.
- Avoid harshness or demanding attitudes because they are very stubborn when offended.
- When disagreement occurs it is better to have a soft, tender conversation as you gently touch them: “You’re feeling hurt, aren’t you? I sure don’t want you to feel badly. Let’s resume this later when we are both calmer.”

C. The _____

GENERAL CHARACTERISTICS

- Manipulative
- Excitable
- Undisciplined
- Reactive
- Promotional
- Expressive
- Desires to be helpful
- Creative
- Approachable
- Warm
- Communicative
- Competitive
- Impulsive

DO'S AND DON'TS IN MOTIVATION

- Discover their opinions and ideas. Help them figure out how to reach their goals in a realistic way. Many times their goals are not realistic.
- “Cheerleaders” have opinions on almost everything. When motivating them, find out what they are most interested in and develop a friendship on this level of interest.
- They are most responsive to a good friend who likes their ideas.
- When faced with a problem, discuss possible solutions and let them come up with their own solutions, with your help as a parent.

- If you disagree, avoid prolonged arguments because “cheerleaders” have a strong need to win. Look for alternative solutions that you both can live with.
- “Cheerleaders” tend to do what you inspect, not what you expect.

D. The _____

GENERAL CHARACTERISTICS

- Objective
- Uncommunicative
- Cool
- Independent
- Competitive
- Initiates action
- Pushy
- Tough-minded
- Dominating
- Harsh
- Determined
- Decisive

DO'S AND DON'TS IN MOTIVATION

- * Help them see the results of their behavior. Be objective.
- They are interested in knowing what will happen, not so much why it will happen.
- When an argument starts, use facts and ideas, not feeling statements. “Pushers” are motivated by cold, objective facts.

E. The _____

GENERAL CHARACTERISTICS

- Somewhat like the “peacemaker” in temperament, but more concerned about assisting people in need rather than empathizing with them
- Tends to be exacting; their way is the only way to do it
- Undependable
- Impulsive
- Avoids long-range planning
- Conforming because they avoid conflict
- Would rather do a job right than delegate it
- Usually overcommitted

DO'S AND DON'TS IN MOTIVATION

- They run on genuine, sincere praise.
- If you expect them to do a certain job, they’ll probably avoid it and do something unexpected for someone else.
- They are stubborn if harsh demands are made.
- They usually try to accomplish more in one day than they can finish so they become frustrated. Help them organize their day, but don’t demand that they follow the plan.
- If you want their help with a particular project, it is best to start it in their presence and wait for them to help. They may prefer to finish it by themselves, without your help.