

Open Your Class with This Tomorrow

Drive: The Surprising Truth About What Motivates Us

Daniel Pink on the surprising science of motivation

Directions: View Daniel Pinks TED talk via the following link and answer the questions below.
http://www.ted.com/talks/lang/eng/dan_pink_on_motivation.html

1. Which two incorrect candle problem solutions do many people try first?
2. How does the concept of functional fixedness apply to the candle problem?
3. When two separate groups were given the candle problem in which one group was offered money as an incentive and the other group was not given money as an incentive, which group solved the problem faster? How much faster?
4. How do incentives affect creativity in the candle problem?
5. For what type of tasks do extrinsic motivators (rewards) work well?
6. How was this shown in the “candle problem for dummies” condition?
7. Why do rewards work in this situation?
8. Explain the experiment involving motivation and rewards with MIT students. What were the results?
9. How did researchers create experiments to test this theory and demonstrate that it was not something that applies to only Americans?
10. What conclusion did the researchers at the London School of Economics reach when reviewing company’s policies regarding incentives for employees?

11. Define intrinsic motivation.
12. List one career you are considering. _____
13. List three activities that you find intrinsically motivating which could help you be more successful and satisfied with the career you are pursuing.
14. What are the three factors needed for the new business model of motivation that Daniel Pink is suggesting?
15. What will you get from employees by using traditional methods of management?
16. How did the company Atlassian (the Australian software company) use self-direction to foster autonomy?

What was the result?

17. What does 20% time mean at Google? What has it resulted in?

18. What is a ROWE?

What have been the results for ROWE?

Would you like to work at a company like this? Why or why not?

19. What is the difference between Encarta and the competitor encyclopedia?

Which of these two encyclopedias still exist today?

What is the mismatch?