Motivational Formula

***Objective:*** *To understand the influence of value and expectation on intrinsic motivation.*

**The Formula**  
When we seem to have lost our spark, we often look for the “perfect formula” to reignite our fire and generate motivation. Often time, either consciously or unconsciously, that formula is this:

Value × Expectation = Motivation

**Value** is determined by the benefits you believe you’ll obtain from achieving your goal, such as seeking and obtaining a college degree. The greater benefits you assign to college outcomes and experiences, the greater your motivation will be. The greater your motivation, the higher the cost you’ll be willing to pay in terms of time, money, effort, frustration, and sacrifice. It may be helpful to rank the value on a scale of 0-10, where “0” represents no perceived value and “10” represents extremely high perceived value.

**Expectation** is determined by how likely you think it is that you can achieve a goal, such as earning a college degree, with a reasonable effort. To make that calculation, you need to weigh your abilities against the difficulty of achieving your goal. It may be helpful to rank your expectation on a scale of 0-10, where “0” represents no expectation of success and “10” represents extremely high expectation of success.

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| **Desired Outcomes & Expectations** | | **Value** | |
| *Ex: Make the Dean’s List this semester* | *Ex: 6* | *Ex: My GPA will boost my confidence & look great on my transcripts* | *Ex: 7* |
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| **Desired Experiences & Expectations** | | **Value** | |
| *Ex: Fun* | *Ex: 8* | *Ex: I choose to work hard, but I want to have some fun too!* | *Ex: 6* |
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