The List Of Questions For The Motivation Triggers™ And The Appropriate Language
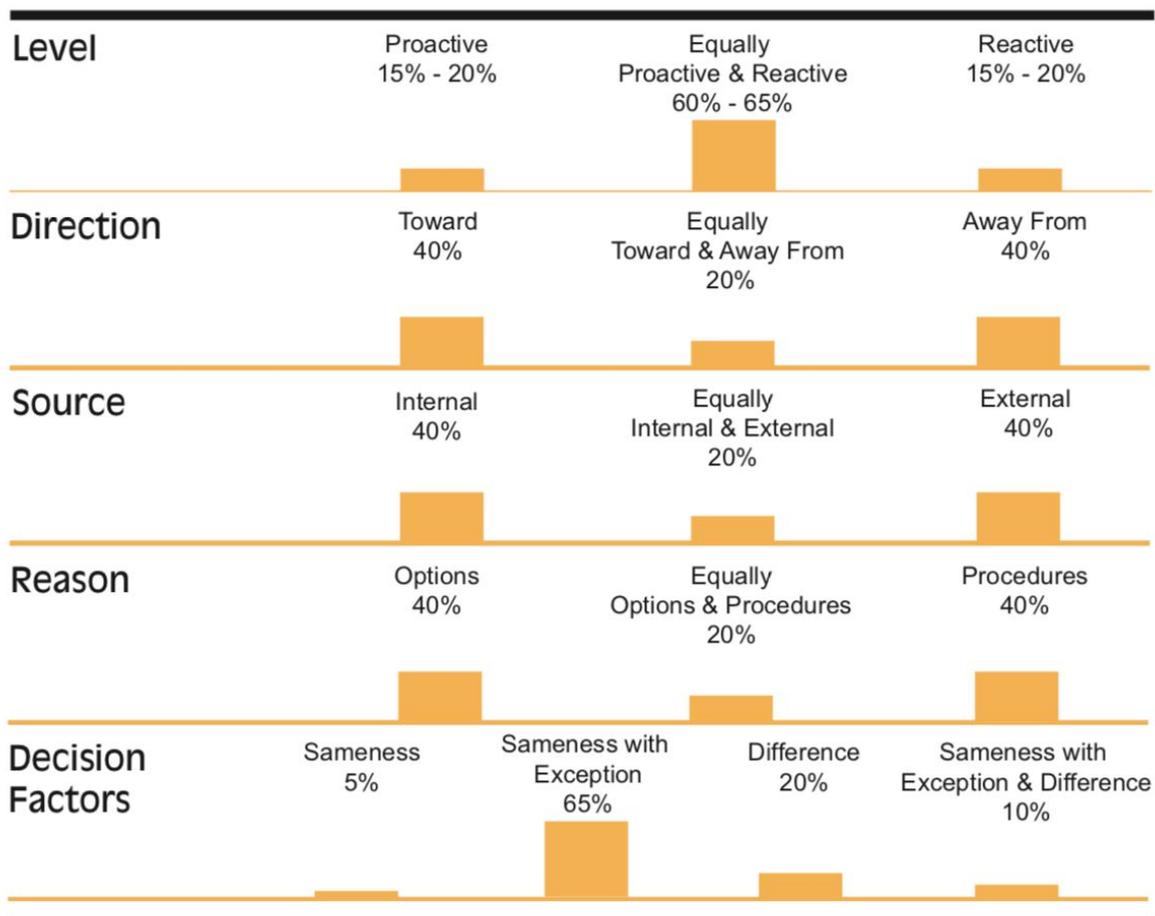## by Shelle Rose Charvet

Introduction

Because you attended the online training you now know about the Motivation Triggers™. So, this document gives you the specific questions you can ask during a normal conversation and shows you how to listen for the patterns.

Whenever you meet people from now on, you'll be able to decode what are their preferred patterns in a given context and then you'll be able to use the right words to speak their language. They will feel understood and be much more willing to cooperate with you.

Statistics

These statistics are from informal surveys conducted by Rodger Bailey in the Context of Work, and refer solely to this context. While they only reflect general findings, they are useful to help you know what to expect.

Level	Proactive 15% - 20%	Equally Proactive & Reactive 60% - 65%	Reactive 15% - 20%	
Direction	Toward 40%	Equally Toward & Away From 20%	Away From 40%	
Source	Internal 40%	Equally Internal & External 20%	External 40%	
Reason	Options 40%	Equally Options & Procedures 20%	Procedures 40%	
Decision Factors	Sameness 5%	Sameness with Exception 65%	Difference 20%	Sameness with Exception & Difference 10%

Proactive vs. Reactive

There is no question for these Proactive and Reactive Patterns. Just listen if the person uses short phrases and action verbs or they use long phrases and passive tone of voice.

Influencing language:
- **Proactive** - *do it, go for it, jump in, now, get it done, don't wait*
- **Reactive** - *understand, think about, analyze, consider, wait, might, could, would*

Criteria

What do you want in your (work*)?
What is important to you when (you want to buy a new car*)?

*ask context specific, not general

Toward vs. Away From

Why is that (Criteria) important? (ask up to 3 times)

Listen to the answer and notice if the person is talking about what they want to get/achieve or they are talking about what they want to avoid/get rid of.

Influencing language:
- **Toward** - *attain, obtain, have, get, include, achieve, benefit*
- **Away From** - *avoid, steer clear of, not have, get rid of, exclude, prevent*

Internal vs. External

How do you know you have done a good job (at work*)?

*ask context specific, not general

Listen to the answer and notice if the person's reference point is internal (eg. *I know inside*) or external (eg. *I get feedback from my clients*).

Influencing language:
- **Internal** - *only you can decide, you know it's up to you, what do you think, you might want to consider, a suggestion for you to think about, here is some information*
- **External** - *so and so thinks, the feedback you'll get, the approval you'll get, others will notice, results will show you, give references*

Options vs. Procedures

Why did you choose (your current work*)?

*ask context specific, not general

Listen to the answer and notice if the person is giving you criteria (eg. *because a, b, c, d, e...*) or is telling a story (*with steps*). A story is a procedure with a beginning, a middle and an end.

Influencing language:
- **Options**   *- break the rules just for them, opportunity, choice, expanding, options, alternatives, possibilities*
- **Procedures**   *- speak in procedures: first ... then ... after which; the right way, tried and true, tell them about the procedures they will get to use*

Sameness vs. Sameness with Exception vs. Difference

What is the relationship between (your work*) this year and last year?

*ask context specific, not general

Listen to the answer and notice if the person is perceiving as being the same, evolved or totally different. Not understanding the question is also an answer. This is Difference Pattern.

Influencing language:
- **Sameness**   *- same as, in common, as you always do, like before, unchanged, as you know, classic*
- **Sameness with Exception** *- more, better, less, same except, evolving, progress, gradual improvement*
- **Difference**   *- new, totally different, completely changed, switch, shift, unique, revolutionary, brand new*
- **Sameness with Exception and Difference** *- new and better, uniquely improved, progressively different*