Building Character
Part 1
Motivational Levels
Session Goals

• Understand the 4 levels of motivation
• Understand the special needs of children at each stage of growth
• Understand why children choose to obey and disobey
• Identify your children’s motivational levels
Mark 4:26-28

26 He also said to them, “This is what the kingdom of God is like. A man scatters seed on the ground. 27 Night and day, whether he sleeps or gets up,
Discuss Growth

- growing stages to maturity
- "sanctification"
- sow
- grow
- know
Growth is a part of God's natural order in the world. In Mark 4:26-28 Jesus used the analogy of plant life to illustrate how growth occurs in the kingdom of God. In this parable the "seed" (of faith) produces "first the stalk, then the head, then the full kernel in the head." Jesus' illustration reminds us that the physical, emotional, and spiritual growth of both ourselves and our children is characterized by a progression from immaturity to full maturity.
growing stages to maturity
Motivational Levels

- don’t cause others to regress
- lower levels not lower worth not less love
- need more love, structure, encouragement to progress
Motivational Levels

change:
respond to God more than carnal nature

grow faith:
God will meet needs; can’t meet them myself
Motivational Levels

4 – OTHERS-ORIENTED

3 – PERSONAL RELATIONSHIP

2 – APPROVAL

1 – ME
Motivation Matures

Independence

Internal Control

External Control

Protection

Limit Demands

Security
Motivational Levels

1 – ME

(1Cor. 3:1-4)

Baby: self-gratification

punishment/reward
1 Corinthians 3:1-4

1 Brothers, I could not address you as spiritual but as worldly—mere infants in Christ. 2 I gave you milk, not solid food, for you were not yet ready for it. Indeed, you are still not ready. 3 You are still worldly.
Motivational Levels

1 – ME
(1Cor. 3:1-4)

Baby: self-gratification
punishment/reward
Motivational Levels

2 – APPROVAL

(1 John 2:12)

Little Child: seek the approval of self-esteem
sense of right and wrong
1 John 2:12
I write to you, dear children, because your sins have been forgiven on account of his name.
Motivational Levels

2 – APPROVAL

(1 John 2:12)

Little Child: seek the approval
self-esteem
sense of right and wrong
Motivational Levels

3 – PERSONAL RELATIONSHIP

(1 John 2:13)

Young Man: Affiliation

respect

assert their independence

competent, mutual acceptance & trust
1 John 2:13

... I write to you, young men, because you have overcome the evil one.
Motivational Levels

3 – PERSONAL RELATIONSHIP

(1 John 2:13)

Young Man: Affiliation

respect

assert their independence

competent, mutual acceptance & trust
Motivational Levels

4 – OTHERS-ORIENTED

(1 John 2:13)

Father: transpersonal

God-centeredness

self-sacrifice, unconditional love, God & others, unqualified commitment
1 John 2:13

I write to you, fathers, because you have known him who is from the beginning...
Motivational Levels

4 – OTHERS-ORIENTED

(1 John 2:13)

Father: transpersonal

God-centeredness

self-sacrifice, unconditional love, God & others, unqualified commitment
Motivation Matures

- Independence
- Internal Control
- External Control
- Protection
- Limit Demands
- Security
1 Corinthians 13:11

When I was a child, I talked like a child, I thought like a child, I reasoned like a child.
Motivational Levels

1 – ME / Baby

(1Cor. 13:11)

external discipline

internal discipline

self-gratification
Level 1 Characteristics

Self-gratification, achieve pleasure, avoid pain

Self-centered

Upset when frustrated

Short attention span

Clear expectations

Difficulty understanding the point of view of others

"Black and white"

Use other’s possessions without permission

Tangible benefits far outweigh the possible losses to attempt new activities

Difficulty trusting others unless secure in parental approval
1 John 2:12
The tongue that brings healing is a tree of life.
Motivational Levels

2 – APPROVAL / Little Child

(1 John 2:12)

internalize forgiveness restoration

"2 to 1" Rule
Motivation Matures

Independence

Internal Control

Limit Demands

Security

External Control

Protection

External Control
Level 2 Characteristics

- Approval, recognition, prestige
- Openness to being taught
- As long as the adult is trusted and loved
- Learn from mistakes if given guidance
- Attention = approval
- Frequently and sometimes inappropriately
- Verbal approval and recognition from parents, adults, other authority figures, and peers
- Gets strong response
- Enjoy games and competitive activities in which they can excel
- Direct conversation toward themselves
- Imitate thought and behavior patterns of parents to gain approval
- Motivated to accomplish tasks by tangible rewards and praise
Eph. 4:14-15

14 Then we will no longer be infants, tossed back and forth by the waves, and blown here and there by every wind of teaching and by the cunning and
craftiness of men in their deceitful scheming.
Motivation Matures

Independence

Internal Control

External Control

Protection

Limit Demands

Security
Motivational Levels

3 – PERSONAL RELATIONSHIP

(1 John 2:13)

Young Man: Affiliation

respect

assert their independence

competent, mutual acceptance & trust
Level 3 Characteristics

- too hard on themselves
- strive to be competent in tasks
- developing adult pride
- very sensitive to criticism
- sharply defined justice
- aggressively defended
- enthusiastically praise, criticize
- rethink position on issue when given new information
- respect, equality, trust others
- motivated to accomplish tasks by tangible rewards and praise
- Imitate thought and behavior patterns of parents to gain approval
- Imitate thought and behavior patterns of parents to gain approval
- Imitate thought and behavior patterns of parents to gain approval
Level 4 Characteristics

sensitive to hurts and concerns of others
grasp abstract knowledge, different points of view
stand for right, despite criticism or unpopularity
seek best in self and others, even those who disagree

Praise others, even in their absence
possess inner optimism, not shaken by negative circumstances
sensitive to the presence of beauty
sense of self-approval, guided by conscience, not opinions of others

service, self-sacrifice, truth
Motivational Levels

1. Me
2. Approval
3. Personal Relationship
4. Others-Oriented

Levels: 1 (Me), 2 (Approval), 3 (Personal Relationship), 4 (Others-Oriented)
Motivational Levels

Motivational Development Inventory

(32-item checklist)

Rating an Adolescent or Adult

1. He/she wants his own way

<table>
<thead>
<tr>
<th>Statement</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>He/she wants his own way</td>
<td>5 4 3 2 1</td>
</tr>
</tbody>
</table>

Mostly Rarely
How To Motivate Level 1

clear rules and consequences
monitor often
specific
attainable
individual discipline structure
monitor on track
reward goals met
term
long-term
privileges
confidences
self-esteem
prayer
How To Motivate Level 2

- Teach right and wrong
- Self-discipline
- Internalize values
- Praise
- Stickers, stars
- Progress charts
- Oral approval
- Give attention
- Self-image
- Approve discipline
- Approval
- 2 to 1 rule
- Discipline
- Approve
- Restore
- Forgive
How To Motivate Level 3

- foster responsibility
- discuss decisions
- initiate outcomes
- invite opinions
- respect growth
- retain family authority
- self-image value them and opinions
How To Motivate Level 4

model  live it  Christ in us

involve

faith  hope  charity

church  community service  giving
Small Groups

- read
- discuss
- Prepare to share:

Two ways to Make it Work

Personal Relationship

Approval

Others -Oriented

Me
Large Group

- Personal
- Approval
- Others

• share:

one way to
Make it Work

Click in boxes to type ideas from small groups