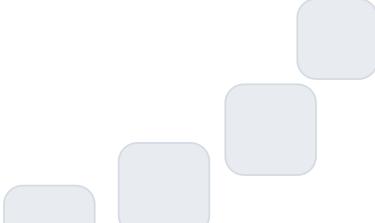

MOTIVATION

THE MANUAL

THE ORIGINAL WORKSHEETS

Complete Steppingstones Companion



79

STEPPINGSTONES

99 original worksheet pages

How to use this companion

Select a Steppingstone from the linked contents pages or PDF bookmarks.

All original exercises and writing spaces have been retained.

Print the pages you need, or write on a digital copy.

DR DAN BISHOP

Companion to the original edition of Motivation: The Manual

motivationmanual.com

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Steppingstone #1

Your DREAM Goal

I want to ...

.....

.....

.....

.....

.....

.....

.....

.....

.....

- ☐ **DEADLINED?**
- ☐ **REALISTIC?**
- ☐ **ENGAGING?**
- ☐ **AFFECTIVE?**
- ☐ **MEANINGFUL?**

... by the

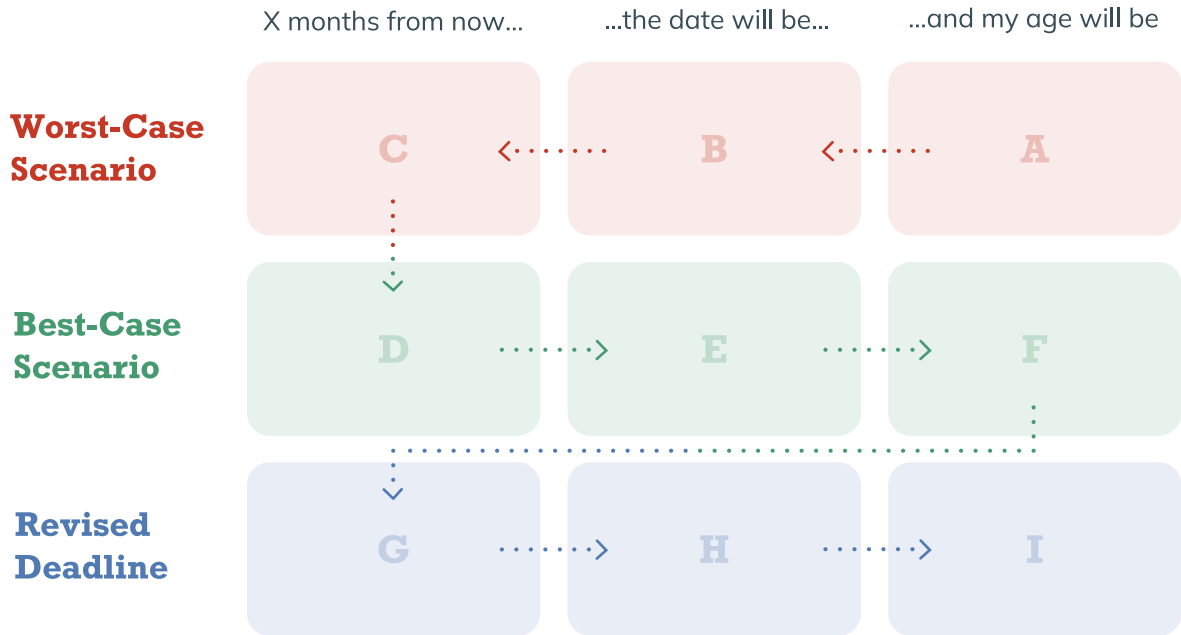
of

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Steppingstone #2

DREAM Goal Deadlines





Steppingstone #3

Why Do You Want to Achieve Your DREAM Goal?

I want to achieve this because ...





Steppingstone #4

Needs Fulfillment Questionnaire

Strongly disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly agree

ITEM

RATING

Self-Actualization

I have achieved most things I want to achieve in life

I feel that my life has purpose

I am fulfilling my potential right now

I have control over my life

I decide how and when I work

I feel free to express my ideas and opinions

Cognitive

I indulge my curiosity regularly

I regularly feel intellectually stimulated

I know where I am going in life

I understand the world around me

I am constantly learning new things

I have the knowledge and skills I need to deal with life events

Esteem

I feel good about myself

I have respect from people whose views matter to me

I generally feel capable

I am good at most things I attempt

I get recognition for my achievements

I regularly demonstrate my abilities to others



Steppingstone #4

Needs Fulfilment Questionnaire

Strongly disagree	0	1	2	3	4	5	6	7	8	9	10	Strongly agree
ITEM												RATING
Love and Belongingness												
I have others I can turn to for help												
I feel supported in my work/ in my studies												
I feel loved by significant others												
I can trust people in my life not to harm me												
I get the support I need from others												
I feel connected to the people I care about												
Safety												
I feel financially secure												
I have good job security												
My financial future is secure												
I feel safe from physical harm												
I feel safe from psychological harm												
My life is stable												
Physiological												
I eat a healthy diet												
I frequently get enough high-quality sleep												
I achieve a good balance of exercise and rest												
I have plenty of energy												
I generally maintain good mental health												
I generally maintain good physical health												



Steppingstone #4 Reflection Section



Steppingstone #5

Why Do You Need to Achieve Your Goal?

Worst-Case Scenario Deadline

Day / Month / Year

Doing this from now until the deadline above will help me satisfy my need to ...

D.R.E.A.M. Goal Pursuit

Strongly Disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly Agree

... fulfil my potential in life

☐☐☐☐

... have control over my life

☐☐☐☐

... challenge my intellect

☐☐☐☐

... learn new things

☐☐☐☐

... feel capable

☐☐☐☐

... feel good about myself

☐☐☐☐

... feel a sense of belonging

☐☐☐☐

... maintain/build relationships with others

☐☐☐☐

... feel safe from potential threats

☐☐☐☐

... have a sense of stability in my life

☐☐☐☐

... be in good physical health

☐☐☐☐

... be in good mental health

☐☐☐☐

TOTALS:



Steppingstone #5 Reflection Section



Steppingstone #6

Your Current Self

Right now,

is ...

I think this because ...

This makes me feel ...



Steppingstone #7

Your Roles

Rank

Role:



Role:



Role:



Role:



Role:



Role:



Role:



Role:



Role:



Role:





Reflection on Your Roles - Part A



Reflection on Your Roles - Part B

[illegible]



Reflection on Your Roles - Part C

This image shows a full page of white paper with horizontal blue dotted lines. The lines are evenly spaced and run across the width of the page, providing a guide for handwriting practice. There are no margins, text, or other markings on the page.



Steppingstone #9

Your Undesired Future Self

If I HAVEN'T achieved my DREAM Goal

months from now, then I will feel ...

This will be obvious to significant others because ...



Steppingstone #10

Your Desired Future Self

If I HAVE achieved my DREAM Goal

months from now, then I will feel ...

This will be obvious to significant others because ...

Steppingstone #11

Decisional Balance

Benefits

 Pursue it

#1

#2

#3

#4

Total Impact Rating:

 Don't pursue it

#1

#2

#3

#4

Total Impact Rating:

Costs

 Pursue it

#1

#2

#3

#4

Total Impact Rating:

 Don't pursue it

#1

#2

#3

#4

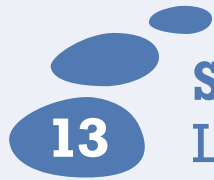
Total Impact Rating:



Steppingstone #12

Is your DREAM Goal the right one for you? Is this the right time to pursue it? Why?

This image shows a full page of white paper with horizontal blue dotted lines. The lines are evenly spaced and run across the width of the page, providing a guide for handwriting practice. There are no margins, text, or other markings on the page.



Steppingstone #13

Lay Down Milestones

TODAY



Date range:



Date range:



Date range:



Date range:



Date range:



Date range:





Steppingstone #14

Your DREAM Goal - Revised?

I will ...

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

- ☐ **DEADLINED?**
- ☐ **REALISTIC?**
- ☐ **ENGAGING?**
- ☐ **AFFECTIVE?**
- ☐ **MEANINGFUL?**

... by the

of

,

Steppingstone #15

Self-Compassion

Strongly disagree 0 1 2 3 4 5 6 7 8 9 10 Strongly agree

A. I like the way I am

B. I am kind to myself when things go wrong

C. I think I have done well in life

D. I avoid blaming myself as a rule

E. I like all aspects of my personality

F. I frequently encourage myself

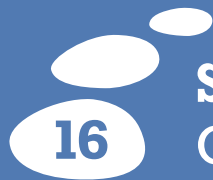
G. I show myself compassion when I am not at my best

H. I accept my shortcomings, whatever they may be

I. I think I am a good person

J. I accept my imperfections

Total



Steppingstone #16

Openness

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I have a vivid imagination

B. I like abstract ideas

C. I have a wide variety of interests

D. I have original thoughts and ideas

E. I am curious to learn new things

F. I like to try new things

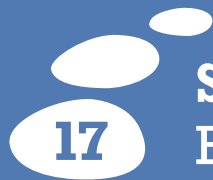
G. I am inventive

H. I appreciate a wide variety of art forms

I. I like new experiences

J. I am aware of how events/people make me feel

Total



Steppingstone #17

Extraversion

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I often like to be the centre of attention

B. People tend to warm to me quickly

C. I am a sociable person

D. I tend to be talkative when I am with others

E. My family and friends think I have a lot of energy

F. I bring enthusiasm to most social situations

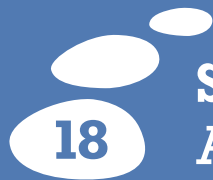
G. I seek out exciting things to do

H. I am an assertive person

I. I am an outgoing person

J. I like variety in my life

Total



Steppingstone #18

Agreeableness

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I am a forgiving person

B. I am happy to go along with what other people want to do

C. I am sympathetic towards others and their situations

D. I tend to get along with most people

E. I frequently help others

F. I am generally a trusting person

G. I often consider other people's feelings before my own

H. I am good at cooperating with others

I. I try to avoid conflict where possible

J. I am very accommodating of other people's needs

Total

Steppingstone #19

Neuroticism

Strongly disagree 0 1 2 3 4 5 6 7 8 9 10 Strongly agree

A. I often have mood swings

B. I frequently feel anxious

C. I become irritated easily

D. I often worry about the future

E. I can often feel low

F. I am self-conscious in social situations

G. I get upset easily

H. I get anxious in social situations

I. I become stressed easily

J. I sometimes act or speak without thinking because I am anxious

Total

Steppingstone #20

Optimism

Strongly disagree 0 1 2 3 4 5 6 7 8 9 10 Strongly agree

A. There is a solution for every problem

B. Whenever I start a task, I expect it to go well

C. I generally expect things to go well

D. I am optimistic about my future

E. Generally, I believe life will run smoothly

F. I will succeed in life

G. No matter what life throws at me, I will be okay

H. I anticipate good times ahead

I. When I try to do something new, I expect to succeed at it

J. Good things tend to happen to me

Total

Steppingstone #21

Chronotype

Strongly disagree 0 1 2 3 4 5 6 7 8 9 10 Strongly agree

A. I can work better in the morning

B. I think more clearly in the morning

C. I prefer to avoid working late at night

D. I feel alert very soon after waking

E. My mood is most positive in the morning

F. I like to get out of bed early

G. My motivation is highest in the morning

H. I can do dull tasks most easily in the morning

I. My energy levels are at their highest in the morning

J. I can tackle difficult tasks best in the morning

Total



My General Disposition - My Summary



Steppingstone #23

Conscientiousness

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I am disciplined in most things I do

B. I am generally efficient

C. I am an organised person

D. I complete tasks to the best of my ability

E. I see tasks through to completion as a rule

F. I am good at focusing on what I need to do

G. I do not let other people down as a rule

H. I pay attention to details when I complete most tasks

I. I take pride in my work

J. I want everything I do to be as good as it can be

Total



Steppingstone #24

General Self-Efficacy

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. If I put in enough effort, then I can achieve what I want to achieve

B. I can overcome challenges easily

C. If I put in the effort, then I can overcome most challenges

D. I am good at dealing with setbacks

E. I am creative when things are going against me

F. I find solutions to most problems

G. I can cope with most things in life

H. If I encounter difficulties, then I can usually find a solution

I. I cope well in difficult situations

J. When things go wrong, I usually put them straight

Total



Steppingstone #25

Locus of Control

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I am responsible for making my plans come to fruition

B. Hard work usually brings success

C. I am in control of how my life turns out

D. Other people have little influence over my happiness

E. I can control some aspects of my personality

F. I decide how my life pans out

G. I can change my habits if I want to

H. I can solve most problems myself

I. Whether I succeed at something is down to me

J. My future is in my hands

Total



Steppingstone #26

Self-Awareness

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I am typically aware of the effects of my actions on others

B. I tend to stop myself from over-indulging (e.g., eating, TV watching)

C. I frequently monitor my progress towards important goals

D. I generally learn from mistakes that I have made

E. I pay attention to how I feel from one moment to the next

F. I can usually see the links between my actions and the consequences of those actions

G. I am quick to notice when I have been engaging in unhealthy behaviors

H. I quickly realise when I have done something socially inappropriate

I. I usually notice when I have offended someone

J. I can easily recognise when my willpower is low (e.g., because I am tired)

Total



Steppingstone #27

Self-Control

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I generally honor my good intentions (e.g., New Year's resolutions)

B. I can resist temptation when I am tired

C. I do not get distracted by websites and social media when I am performing online tasks

D. I tend to avoid unhealthy lifestyle choices

E. I can resist temptation when my mood is low

F. I keep my consumption of non-prescribed drugs (e.g., alcohol, caffeine) at an acceptable level

G. I can resist temptation when I am stressed

H. I stick to rules that I set for myself

I. I can complete mundane tasks without getting distracted by tempting alternatives

J. I can resist temptation when I have had an argument with a loved one

Total



Steppingstone #28

Positive Perfectionism

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I work hard to ensure that everything I do is as close to perfect as possible

B. I try to avoid making mistakes at all times

C. When working on tasks, I typically pay close attention to minor details, so that the tasks go as planned

D. I aim to be successful in most areas of life

E. I want to do the best I can at everything

F. I dislike making errors

G. I have high expectations of myself

H. I try to work to the limits of my potential as often as I can

I. I set ambitious goals for myself

J. I set high standards in most things I do

Total



Steppingstone #29

Adaptive Coping

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

When things aren't going well, I tend to ...

A. ... use techniques like meditation, chanting or praying to remain calm

B. ... do something to improve the situation

C. ... look for the positive sides to the situation

D. ... accept the way things are sometimes

E. ... focus on what I can do to change the situation

F. ... seek emotional support from others

G. ... make light of the situation

H. ... seek out help or advice from others

I. ... come up with an action plan for changing things

J. ... acknowledge that many things in life are outside of my control

Total



My Motivational Tendencies – My Summary



Steppingstone #31

Inertia

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I am generally resistant to change

B. I do not like to try new things

C. I do not cope well with change

D. I like to stick to the comfort of my routines

E. I often continue to do things that are not helpful to me in the longer term

F. I tend to adopt the same approaches to most things in life

G. I often do not notice when I need to change the way I do something

H. I like to keep things as they are as a rule

I. I dislike having to change my plans at the last minute

J. I would describe myself as a 'creature of habit'

Total



Steppingstone #32

Distractibility

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I get bored easily

B. I often struggle to concentrate on tasks

C. I find it hard to ignore things going on around me

D. When I am doing a task, unrelated thoughts and ideas frequently pop into my head

E. Generally, I cannot focus on any one task for a whole hour

F. My mind wanders during conversations, even when the other person is talking directly to me

G. I am frequently distracted by noises or activity around me

H. I am easily drawn to popups and other advertising when browsing the Internet

I. I struggle to maintain my focus when doing dull or repetitive tasks

J. I frequently have random thoughts and ideas

Total



Steppingstone #33

Negative Perfectionism

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I tend to get frustrated when things do not go to plan

B. I feel uncomfortable whenever I make a mistake

C. I am frequently concerned that I cannot meet my own high standards

D. I am often concerned that I will make mistakes

E. I believe that I should be upset when I make mistakes on certain tasks

F. I cannot stand to get things wrong

G. I become irritated when I am not the best at something

H. I worry that my work will be less than perfect

I. I worry that I might seem incompetent to others

J. I become irritable when things are less than perfect

Total



Steppingstone #34

Impulsivity

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

A. I frequently do things on the spur of the moment

B. In social situations I often say things without thinking first

C. I tend to act on my gut feeling in the moment

D. When browsing the Internet, I frequently buy things that I had not previously thought I wanted or needed

E. I regularly change my mind at the last minute

F. I make decisions quickly, as a rule

G. I often stop tasks I am doing, to start other ones

H. I tend to say what is on my mind

I. My behavior is often determined by the mood I am in

J. My behavior can be volatile at times

Total



Steppingstone #35

Maladaptive Coping

Strongly
disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
agree

When things aren't going well, I tend to ...

A. Become angry, aggressive and/or antisocial

B. Think "this isn't happening to me"

C. Self-medicate with drugs such as alcohol, caffeine or painkillers

D. Blame other people

E. Blame myself

F. Hope the situation will resolve itself

G. Tell myself that life is unfair

H. Immerse myself in another activity, hoping that the problem will go away on its own

I. Admit defeat

J. Vent my frustration on others

Total



Steppingstone #36

36

My Derailment Potential – My Summary

[illegible]



Steppingstone #37

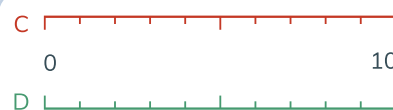
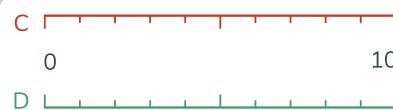
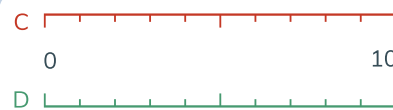
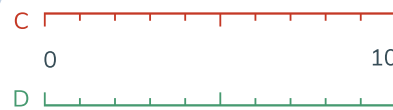
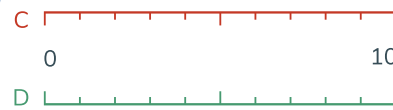
Your Skills – Current and Desired

Brainstorm

Capability/Attribute

Discrepancy

Rank





Steppingstone #38

Development Priorities: UPSkills



UPSkill #1:

How will developing this UPSkill get you closer to your DREAM Goal?

.....

.....

.....

.....

.....

.....

.....



UPSkill #2:

How will developing this UPSkill get you closer to your DREAM Goal?

.....

.....

.....

.....

.....

.....

.....



Steppingstone #39

Bridging the Skills Gap

UPSkill:



Desired Level

Activities that will help me to bridge the Skills Gap



Current Level



Steppingstone #40

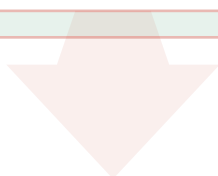
UPSkill Milestones

UPSkill:



I am currently able to ...

TODAY



Date range:



Date range:



Date range:



Date range:



Endpoint

Date range:



Steppingstone #41

How Do You Spend Your Time?

Weekly Activities

Hours per week

0 10 20 30 40 50 60 70 80

Sleeping

Eating

Exercising

FREE TIME:



Steppingstone #41

Reflection Section



Competing Activity	Relative Importance	Overspend
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	
	Much less important Equally important Much more important	



Steppingstone #43

Reclaim Time: Dealing with Time Drains



Time Drain #1:

I will create a Time Gain by

.....

.....

.....



Time Drain #2:

I will create a Time Gain by

.....

.....

.....



Time Drain #3:

I will create a Time Gain by

.....

.....

.....



Steppingstone #44

Finding Time to Bridge the Skills Gap

UPSkill:



UPSkill Activity #1:

How and when will you create time to do this?

.....

.....

.....

.....

.....



UPSkill Activity #2:

How and when will you create time to do this?

.....

.....

.....

.....

.....

45

Steppingstone #45

Your Helpful Habits and their Stage of Change

Instrumental Helpful Habits



I have not thought about doing this until now

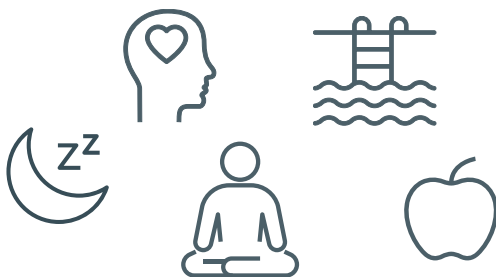
Lately I have been thinking about doing this

I have started to do this

I do this regularly

I have been doing this regularly for months/years

Supporting Helpful Habits



I have not thought about doing this until now

Lately I have been thinking about doing this

I have started to do this

I do this regularly

I have been doing this regularly for months/years



Steppingstone #46

A Nudge in the Right Direction



Instrumental Helpful Habit #1:

I can move this along the Stages of Change continuum by

.....

.....



Instrumental Helpful Habit #2:

I can move this along the Stages of Change continuum by

.....

.....



Supporting Helpful Habit #1:

I can move this along the Stages of Change continuum by

.....

.....



Supporting Helpful Habit #2:

I can move this along the Stages of Change continuum by

.....

.....



Steppingstone #47

Motivational Levers for Helpful Habits

Instrumental
Helpful Habit:

**Strongly
Disagree**

0

1

2

3

4

5

6

7

8

9

10

**Strongly
Agree**

I enjoy doing this

This is an important part of my identity

It is important to do this, to achieve my goal

I feel guilty if I do not do this

Other people support me to do this

I am good at this

This helps me to feel connected to others



How can you increase one or more of the scores above?



Steppingstone #47

Motivational Levers for Helpful Habits

Supporting
Helpful Habit:

Strongly
Disagree

0

1

2

3

4

5

6

7

8

9

10

Strongly
Agree

I enjoy doing this

This is an important part of my identity

It is important to do this, to achieve my goal

I feel guilty if I do not do this

Other people support me to do this

I am good at this

This helps me to feel connected to others



How can you increase one or more of the scores above?



What Are Your Hindering Habits?

Steppingstone #49

Strengthening Connections – Part 1



Helpful Habit #1:

Doing this habit consistently will be **helpful** because

.....

.....

.....

.....

.....

.....

.....



Hindering Habit #1:

Doing this habit consistently will be **hindering** because

.....

.....

.....

.....

.....

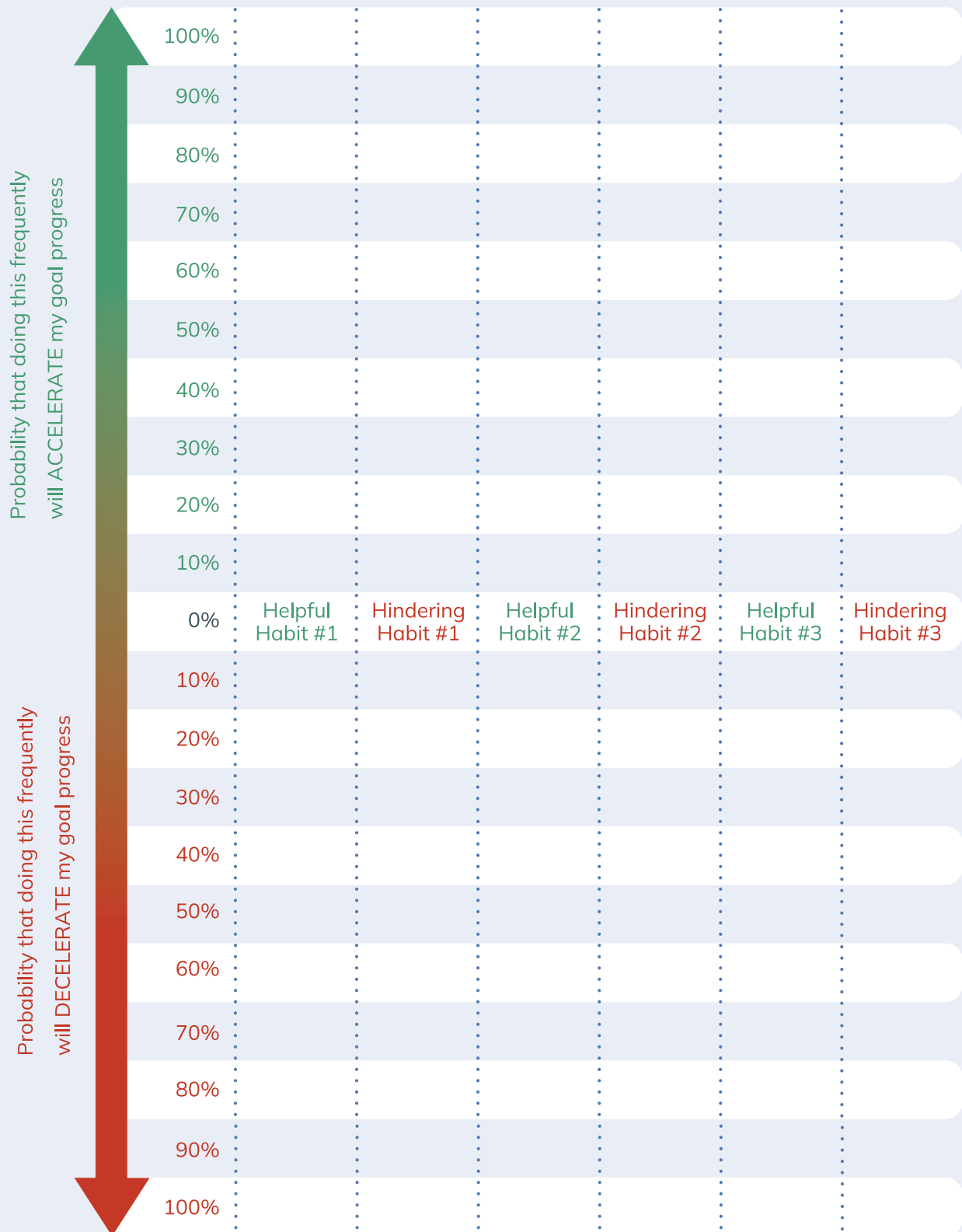
.....

.....

50

Steppingstone #50

Strengthening Connections – Part 2





Steppingstone #51

Feelgood Factor for Helpful and Hindering Habits

Awesome!

+5

+4

+3

+2

+1

0

-1

-2

-3

-4

-5

Awful

During

Immediately afterwards

1 hour later

4 hours later

24 hours later

1 week later

1 month later

	During	Immediately afterwards	1 hour later	4 hours later	24 hours later	1 week later	1 month later
+5							
+4							
+3							
+2							
+1							
0							
-1							
-2							
-3							
-4							
-5							



Feelgood Factor for Helpful and Hindering Habits

This image shows a full page of white paper with horizontal blue dotted lines. The lines are evenly spaced and run across the width of the page, providing a guide for handwriting practice. There are no margins, text, or other markings on the page.



Steppingstone #52

Automaticity Index - Helpful Habit

Helpful Habit:

1. I have been doing this for ...

Score

Days	Weeks	Months	Years	Decades	
0	2	6	8	10	

2. I do this...

Score

Rarely	Sometimes	Frequently	Very Frequently	All the Time	
0	5	10	15	20	

3. I find myself in situations that encourage or enable me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

4. I tend to do this more when my mood and/or energy levels are HIGH

Score

Strongly Disagree	Disagree	Unsure	Agree	Strongly Agree	
0	2	10	15	20	

5. This habit has a high Feelgood Factor

Score

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree	
0	2	10	15	20	

6. Other people support me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

7. Aspects of my physical environment make it easy for me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

Automaticity Index:

100



Steppingstone #52

Automaticity Index - Hindering Habit

Hindering Habit:

1. I have been doing this for ...

Score

Days	Weeks	Months	Years	Decades	
0	2	6	8	10	

2. I do this...

Score

Rarely	Sometimes	Frequently	Very Frequently	All the Time	
0	5	10	15	20	

3. I find myself in situations that encourage or enable me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

4. I tend to do this more when my mood and/or energy levels are LOW

Score

Strongly Disagree	Disagree	Unsure	Agree	Strongly Agree	
0	2	10	15	20	

5. This habit has a high Feelgood Factor

Score

Strongly Disagree	Disagree	Neutral	Agree	Strongly Agree	
0	2	10	15	20	

6. Other people support me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

7. Aspects of my physical environment make it easy for me to do this...

Score

Never	Sometimes	Frequently	Very Frequently	All the Time	
0	2	6	8	10	

Automaticity Index

100



Steppingstone #52

Automaticity Index - Reflections



I can **increase** the Automaticity Index of my Helpful Habit by ...

.....

.....

.....

.....

.....

.....

.....

.....



I can **decrease** the Automaticity Index of my Hindering Habit by ...

.....

.....

.....

.....

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.....

.....

.....



Steppingstone #53

Ego Depletion: When Your Self-Management is Compromised



Ego-Depleting Situation #1:

When I

.....

I tend to

.....



Ego-Depleting Situation #2:

When I

.....

I tend to

.....



Ego-Depleting Situation #3:

When I

.....

I tend to

.....



Steppingstone #54

Personality Influences on Your Self-Management



Ego-Depleting Situation:



My General Disposition could affect my self-management because

.....

.....

.....



My Motivational Tendencies could affect my self-management because

.....

.....

.....



My Derailment Potential could affect my self-management because

.....

.....

.....



In such situations, I will self-manage more effectively by

.....

.....

.....



Steppingstone #55

How Do Hindering Habits Compete for Your Time?

Hindering Habits	Minutes Per Day						
	0	15	30	45	60	75	90+
#1							
#2							
#3							

Strategy #1:

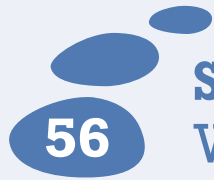
Time Saved (mins)

Strategy #2:

Time Saved (mins)

Strategy #3:

Time Saved (mins)



Steppingstone #56

What Are Your Social Norms?



Hindering Social Norms

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Helpful Social Norms

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.....

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Steppingstone #57

Your Helpful Habit/UPSkill Norm Conformity

Helpful Habit/ UPSkill	How much does this conform?
#1	This is not a norm Unsure This is THE Norm
#2	This is not a norm Unsure This is THE Norm
#3	This is not a norm Unsure This is THE Norm
#4	This is not a norm Unsure This is THE Norm



How can you align your Helpful Habits and/ or UPSkills with social norms?

.....

.....

.....

.....

.....

.....

.....



Steppingstone #58

Your Hindering Social Norm Conformity

Hindering Social Norm

How much do you conform?

#1

I do not
conform

Unsure

I conform
completely



#2

I do not
conform

Unsure

I conform
completely



#3

I do not
conform

Unsure

I conform
completely



How can you conform less?

.....

.....

.....

.....

.....

.....

.....

.....



Steppingstone #59

How Can You Promote Helpful Social Norms?



Helpful Social Norm #1:

I can influence this by

.....

.....

.....



Helpful Social Norm #2:

I can influence this by

.....

.....

.....



Helpful Social Norm #3:

I can influence this by

.....

.....

.....

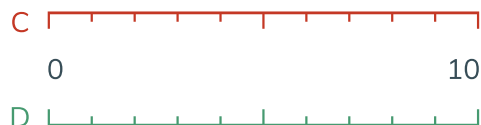


Steppingstone #60

Your Social Network: Enablers

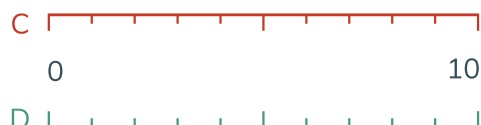
Enabler #1:

Socialization Information Doing Emotional



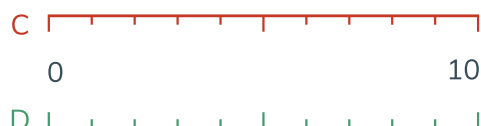
Enabler #2:

Socialization Information Doing Emotional



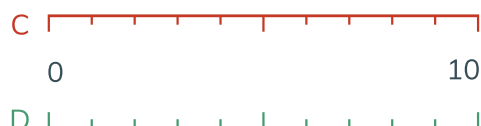
Enabler #3:

Socialization Information Doing Emotional



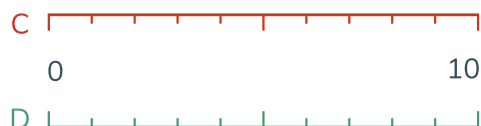
Enabler #4:

Socialization Information Doing Emotional



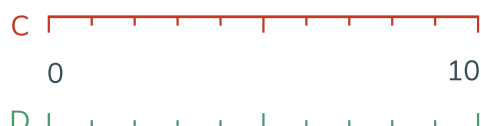
Enabler #5:

Socialization Information Doing Emotional



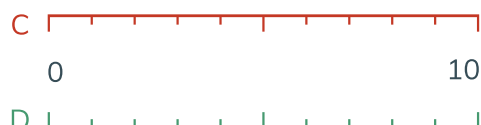
Enabler #6:

Socialization Information Doing Emotional



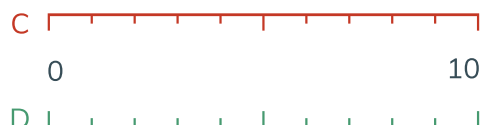
Enabler #7:

Socialization Information Doing Emotional



Enabler #8:

Socialization Information Doing Emotional



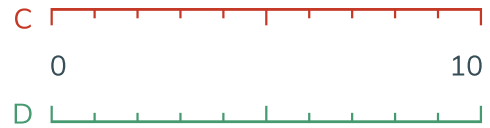


Steppingstone #61

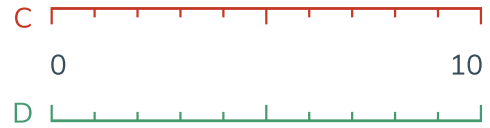
UPSkilling Enablers

UPSkill:

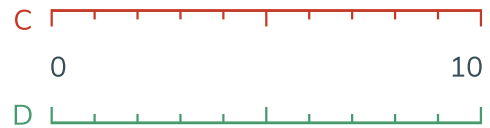
Enabler #1:



Enabler #2:



Enabler #3:



How can they enable UPSkilling?

.....

.....

.....

.....

.....

.....

.....

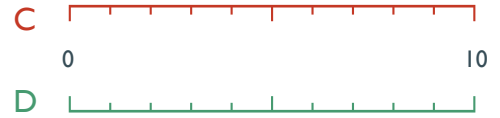
.....

Steppingstone #62

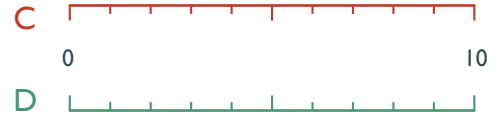
UPSkilling Disablers

UPSkill:

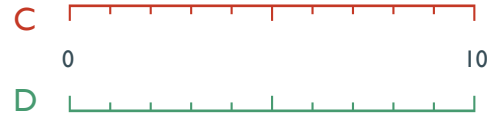
Disabler #1:



Disabler #2:



Disabler #3:



In what sense are they disabling?

.....

.....

.....



How can they become less disabling?

.....

.....

.....



Steppingstone #63

Helpful Habit Enablers

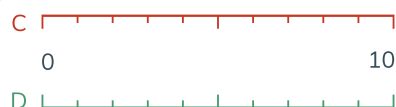
Helpful Habit:

Enabler #1:



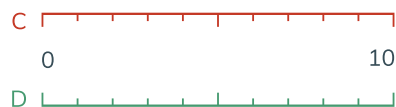
How can they enable this Helpful Habit?

Enabler #2:



How can they enable this Helpful Habit?

Enabler #3:



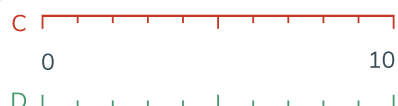
How can they enable this Helpful Habit?

Steppingstone #64

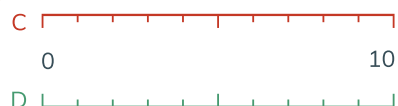
Helpful Habit Disablers

Helpful Habit:

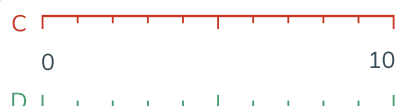
Disabler #1:



Disabler #2:



Disabler #3:



In what sense are they disabling?

.....

.....

.....

.....



How can they become less disabling?

.....

.....

.....

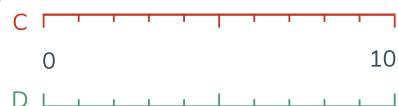
.....

Steppingstone #65

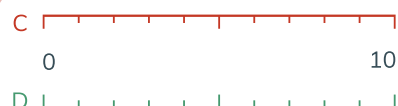
Hindering Habit Enablers

Hindering Habit:

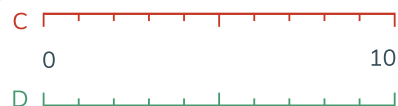
Enabler #1:



Enabler #2:



Enabler #3:



In what sense do they enable this Hindering Habit?

.....

.....

.....

.....



How can they become less enabling of this habit?

.....

.....

.....

.....



Steppingstone #66

Role Models

Role Model #1:

This is how we are similar:

This is how we are different:

They inspire me because...

To be more like them, I will...

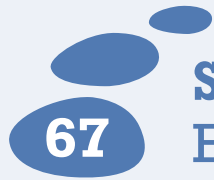
Role Model #2:

This is how we are similar:

This is how we are different:

They inspire me because...

To be more like them, I will...



Steppingstone #67

Environmental Cues



Environment #1:

.....

.....



Helpful cues and their effects:

.....

.....

.....

.....

.....

.....



Hindering cues and their effects:

.....

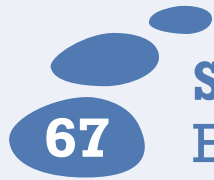
.....

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Steppingstone #67

Environmental Cues



Environment #2:

.....

.....



Helpful cues and their effects:

.....

.....

.....

.....

.....

.....



Hindering cues and their effects:

.....

.....

.....

.....

.....

.....



Steppingstone #68

Environmental Cues to Helpful Habits

Helpful Habit:

Very
Low

0

1

2

3

4

5

6

7

8

9

10

Very
High



Environmental Cue #1:

Salience

+

Prevalence

=

Prepotency Score



Environmental Cue #2:

Salience

+

Prevalence

=

Prepotency Score



Environmental Cue #3:

Salience

+

Prevalence

=

Prepotency Score



Steppingstone #68

Environmental Cues to Helpful Habits

Helpful Habit:

Very
Low

0

1

2

3

4

5

6

7

8

9

10

Very
High



Environmental Cue #1:

Salience

×

Prevalence

=

Prepotency Score



Environmental Cue #2:

Salience

×

Prevalence

=

Prepotency Score



Environmental Cue #3:

Salience

×

Prevalence

=

Prepotency Score



Increasing Helpful Habit Cue Prepotency



This image shows a full page of white paper with horizontal green dotted lines, typical of primary school writing paper. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



Steppingstone #70

Environmental Cues to Hindering Habits

Hindering Habit:

Very
Low

0

1

2

3

4

5

6

7

8

9

10

Very
High



Environmental Cue #1:

Salience

×

Prevalence

=

Prepotency Score



Environmental Cue #2:

Salience

×

Prevalence

=

Prepotency Score



Environmental Cue #3:

Salience

×

Prevalence

=

Prepotency Score



Steppingstone #71

Decreasing Hindering Habit Cue Prepotency



Hindering Habit #1:

I can decrease its cue prepotency scores by . . .

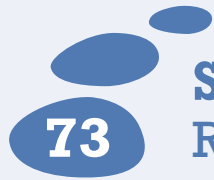
[illegible]



Steppingstone #72

Resources for UPSkills & Helpful Habits

UPSkill / Helpful Habit	Levels
Resource #1:	C  D 
Resource #2:	C  D 
Resource #3:	C  D 
Resource #4:	C  D 
Resource #5:	C  D 
Resource #6:	C  D 
Resource #7:	C  D 
Resource #8:	C  D 



Steppingstone #73

Resources: Opportunities and Barriers

Resource #1:



Opportunities to access this resource



Barriers to accessing the resource and how I can overcome them

Resource #2:



Opportunities to access this resource



Barriers to accessing the resource and how I can overcome them



Steppingstone #74

Your Past Achievements

Achievement #1

In the past I have ...

Circumstances were different because ...

However, there were also some similarities, because...

To make it happen, I did the following:



Steppingstone #74

Your Past Achievements

Achievement #2

In the past I have ...

Circumstances were different because ...

However, there were also some similarities, because...

To make it happen, I did the following:



Steppingstone #74

Your Past Achievements

Achievement #3

In the past I have ...

Circumstances were different because ...

However, there were also some similarities, because...

To make it happen, I did the following:



Steppingstone #75

Your Vicarious Mastery Experiences

Demonstration
of Mastery #1:

Person who has demonstrated it:

How did they do it?

How are you unlike them?

How are you like them?

How will you emulate their achievement?



Steppingstone #75

Your Vicarious Mastery Experiences

Demonstration
of Mastery #2:

Person who has demonstrated it:

How did they do it?

How are you unlike them?

How are you like them?

How will you emulate their achievement?



Steppingstone #76

“What If...?” Scenarios



Scenario #1:

If

.....

.....

.....

... then I will

.....

.....

.....



Scenario #2:

If

.....

.....

.....

... then I will

.....

.....

.....



Steppingstone #76

“What If...?” Scenarios



Scenario #3:

If

.....

.....

.....

... then I will

.....

.....

.....



Scenario #4:

If

.....

.....

.....

... then I will

.....

.....

.....



Steppingstone #77

Your Personal Manifesto: Part A

Candidate Name:

My DREAM Goal:

Deadline:

My DREAM Goal is Realistic, Engaging and Meaningful because ...

I want and need to achieve my DREAM Goal because ...



Steppingstone #77

Your Personal Manifesto: Part B

Candidate Name:

My Intended Journey: Milestones

Milestone #1

Date range:



Milestone #2

Date range:



Milestone #3

Date range:



Milestone #4

Date range:



Milestone #5

Date range:



My DREAM Goal



Steppingstone #77

77

Your Personal Manifesto: Part C

Candidate Name:

Claim

--

Evidence

(incl. Steppingstone numbers
where relevant)

--



Steppingstone #78

Candidate Manifesto Assessment: Part A

Assessment Criteria		Score
#1	How well has the candidate explained why their DREAM Goal is Realistic, Engaging, Affective and Meaningful?	10
#2	How persuasive are the candidate's arguments for why they want to achieve, and why they need to achieve it?	20
#3	How achievable do the candidate's Milestones appear to be, including the dates identified for hitting them?	30
#4	How high is the quality of the evidence provided in PART C of the candidate's manifesto?	40
Assessor Signature:		MARK
Date:		

Marking Scheme

The chances of the candidate achieving their DREAM Goal:

90-100:	Outstanding
80-89:	Excellent
70-79:	Very good
60-69:	Good
50-59:	Reasonable
40-49:	Slim
≤39:	CANDIDATE SHOULD RECONSIDER THEIR AMBITIONS



Candidate Manifesto Assessment: Part B

[illegible]



Candidate Manifesto Assessment: Part B

Please explain the marks you awarded. Please provide as much detail and clarity for the candidate as possible. Thank you.



Steppingstone #79

Candidate Reflection