

## Super Motivated Students Meeting Students' Real Needs

Need building is the responsibility of the \_\_\_\_\_

Need meeting is the teacher's

|                                                                                                                                                                                                                                                           |                         |                            |                        |                                  |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------------------------|------------------------|----------------------------------|
| <p>_____</p> <p>_____</p> <p>_____</p> <p>.</p> <p>Need building is the teacher's main method to _____</p> <p>_____</p> <p>_____ students.</p> <p>Need motivates to the extent it is _____ by the students.</p> <p>Needs building always precedes new</p> | <p><i>Regularly</i></p> | <p><i>Before class</i></p> | <p><i>In class</i></p> | <p><i>In class and after</i></p> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|----------------------------|------------------------|----------------------------------|

|                                                                                                                                                                                                                                                                                                                    |               |                  |           |              |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|------------------|-----------|--------------|
| units<br>of<br>_____<br>_____<br>—<br>Need<br>should<br>be<br>built<br>accord<br>ing to<br>the<br>audien<br>ce's<br>_____<br>_____<br>_____<br>_____<br>.<br>Need<br>buildi<br>ng<br>may<br>be<br>_____<br>_____<br>_____<br>by<br>factor<br>s<br>beyon<br>d the<br>teache<br>r's<br>contro<br>l.<br><i>Yearly</i> |               |                  |           |              |
| Identify                                                                                                                                                                                                                                                                                                           | Isolate       | Imagine          | Inspire   | Instruct     |
| Find<br>need                                                                                                                                                                                                                                                                                                       | Focus<br>need | Forecast<br>need | Feel need | Fulfill need |

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|                    |                   |                        |                      |                         |  |
|--------------------|-------------------|------------------------|----------------------|-------------------------|--|
| Seize<br>attention | Stir<br>curiosity | Stimulate<br>felt need | Surface<br>real need | Satisfy real<br>need    |  |
| Capture            | Curiosity         | Consider               | Climax               | Content                 |  |
| What's<br>this?    | Tell me<br>more!  | I want this!           | I need this!         | I got what I<br>wanted. |  |