

The Fine Line Between Motivation and Manipulation

Manipulation:

the art of control for personal gain
the abuse of power
coercion
dark side of leadership
the poor leader's weapon

Motivation:

the art of influence for kingdom gain
the purpose of power
collaboration
heart side of leadership
the effective leader's skill

"Behold, I send you out as sheep in the midst of wolves. Therefore be wise as serpents and harmless as doves." **Matthew 10:16**

Definition of motivate: to stimulate to action; to provide with an incentive. Root word is "motive." To motivate people, you must look beyond your motives, to their fulfillment.

4 Keys to Compelling Motivation

1.) Motivation starts with _____

"For to this you were called, because Christ also suffered for us, leaving us an example, that you should follow His steps:" **I Peter 2:21**

"Setting the example is not the main means of influencing another, it is the only means." - **Albert Einstein**

"You young lieutenants have to realize that your platoon is like a piece of spaghetti. You can't push it. You've got to get out front and pull it." - **General Potter**

In 1861 President Abe Lincoln spent more time with his soldiers at the battle lines and out of the White House than he spent in the White House.

Lee Iacocca when taking over Chrysler Corporation years ago to turn it around from bankruptcy asked his management to take a large pay cut. To set the example he told them he was only taking \$1.00 for his salary for the first year.

"Don't let anyone look down on you because you are young, but set an example for the believers..." **I Timothy 4:12**

"In everything set them an example..." **Titus 2:7**

2.) Motivation comes by _____

"If you are willing and obedient, you shall eat the good of the land." **Isaiah 1:19**

"Behold I am coming soon! My reward is with me and I will give to everyone according to what he has done." **Revelation 22:12**

The Spirit of Fred Award. At Walt Disney World in Orlando, Florida, one of their 180 recognition programs is called The Spirit of Fred Ward, named for an employee named Fred. When Fred first went from an hourly to a salaried position, five people taught him the values necessary for success at Disney. This help inspired the award, in which the name Fred became an acronym for

Friendly, Resourceful, Enthusiastic and Dependable. First given as a lark, the award has come to be highly coveted in the organization. Fred makes each award - - a certificate mounted on a plaque, which he then varnishes - - as well as the Lifetime Fred Award - - a bronze statuette of Mickey Mouse given to recipients of multiple Spirit of Fred Awards.

3.) Motivation comes by _____

“Arise, walk in the land through its length and its width, for I will give it to you.” **Genesis 13:15**

“Where there is no vision the people perish” **Proverbs 29:18**

In the Korean War POWs had three times the death and disease rate in minimum security than those POWs in maximum security. Why? Those in maximum had to fight mentally for survival. They had vision. Those in the minimum security had no purpose because their needs were met.

4.) Motivation by _____

Then Peter took Him aside and began to rebuke Him, saying, “Far be it from You, Lord; this shall not happen to You!” But He turned and said to Peter, “Get behind Me, Satan! You are an offense to Me, for you are not mindful of the things of God, but the things of men.” **Matthew 16:22-23**

“I don’t know the secret to success, but I do know the secret to failure is trying to please everybody.” **-Bill Cosby**

“The rod of your anger will fail.” **Proverbs 22:8**

ANSWERS: 1. Example, 2. Reward, 3. Future Casting, 4. Correction.

These note pages are based on a CD audio lesson presented by Blaine Bartel, Thrive Ministries.