

Conditions For Motivating Men

A summary of 15 ways to stimulate people to greater response in any culture

Our 'valuance theory" of human action analyzes it into 5 chief classes of factors, namely:

5 FACTORS ▶	STRIVING f (D^d)	for GOALS V^v	by PEOPLE P^p	in TIME T^t	and SPACE L^l) = Ve	PREDICTS THEIR FUTURE BEHAVIOR r B
3 POWERS ▼	These 5 factors, when expanded to their 3 powers, define 15 motivating conditions, each with its hypothesis, namely: IF OTHER CONDITIONS ARE CONSTANT, MEN STRIVE AS THEY SEE THEIR GOALS AS - (INSERT #1-15 HERE IN TURN):					
ZERO POWERS → <small>eg frequencies etc.</small> ΣX⁰	1. "Freely Pursuable" i.e. having many alternative forms of striving [D⁰]	4. "Inclusive" i.e. having many subgoals [V⁰]	7. "Ego-involving" i.e. affecting many interests in oneself [P⁰]	10. "Probable" i.e. occurring often in time [T⁰]	13. "Frequent in space" i.e. occurring in many places [L⁰]	I. To DERIVE the conditions: Raise each factor to each power and specify it's index, units, and ranges as by the 4 corner scripts expressing: range - s s – powers X units – s s - indices Then interpret this operationally-defined technical index by naming it in familiar words as in quotes here.
FIRST POWERS → <small>eg means, etc.</small> ΣX¹	2. "Desirable" i.e. intensely felt or wanted [D¹]	5. "Large" i.e. large sized desideratum [V¹]	8. "Popular" i.e. desired by many people [P¹]	11. "Soon" i.e. coming in the near future [T¹]	14. "Nearby" i.e. with little intervening distance [L¹]	
SECOND POWERS → <small>eg variances Correlations, etc.</small> ΣX³	3. "Equitable" "attainable by equal effort: 0 variance [D²]	6. "Congenial" i.e. correlated to other goals: a correlation [V²]	9. "Approved" i.e. desired by people: for and from each other: part of the mores: an interrelation [P²]	12. "Steady" i.e. consistent in time: a 0 variance striving [T²]	16. "Widespread" i.e. covering much area: a product of 2 lengths [L²]	

II. To OBSERVE the conditions:
Poll appropriate populations, measuring each condition and behavior, B, in degrees, reliably and validly.

III. To TEST the conditions:
Correlate them, singly and in sets, added or multiplied together, with the criterion behavior, B, that is to be predicted.

VII. To USE the conditions:
Apply each confirmed and relevant condition as a Rule:
"To motivate behavior, B, make its goals seem as(desirable, large, congenial, approved, etc., etc.)."