

Resources: 6 Sources of Influence

Source 1: Personal Motivation

- Make seemingly painful, difficult and undesirable behaviors painless, easy and desirable.
- Consciously connect vital behaviors to values through personal and vicarious experiences.

Source 2: Personal Ability

- Invest in deliberate practice.
- Clear Standard / Immediate feedback.

Source 3: Social Motivation

Harness the Power of Peer Pressure in enacting desired behaviors.

Source 4: Social Ability

• Use others to enable and empower positive and meaningful behavior change.



Source 5: Structural Motivation

- Effectively use incentives.
- Do not undermine desired behaviors by recognizing and incentivizing other behaviors.

Source 6: Structural Ability

• Use the power of changing the environment to make desired behaviors / change inevitable.