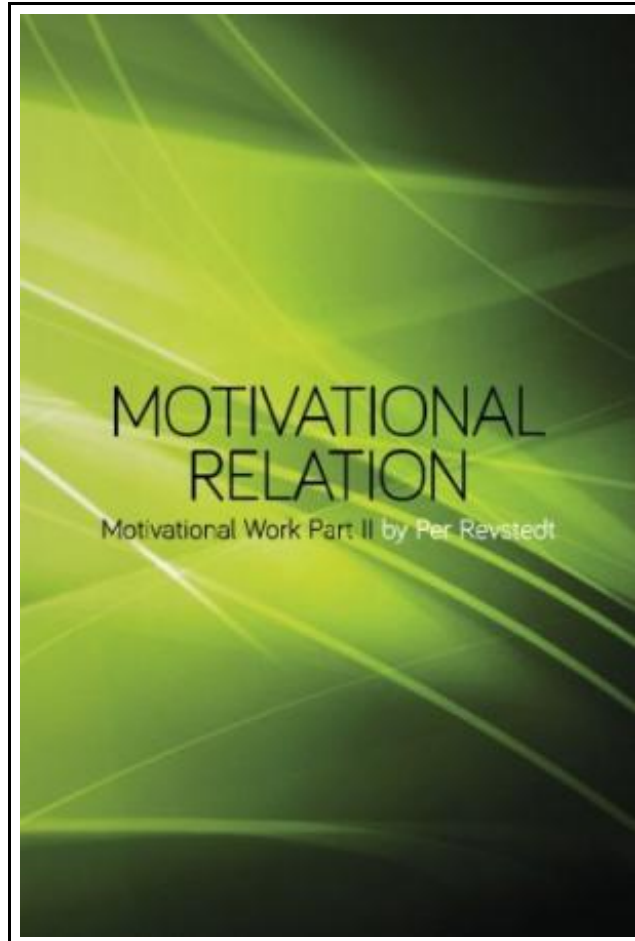


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Createspace, United States, 2014. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.The book fills a vacuum in theory and method. Motivational work is an approach designed to help people who are considered to be unmotivated and hopeless. Most personnel contacts are based on the client/patient being motivated to some degree, i.e. that he or she wants to cooperate constructively and accept help. When you expect constructive cooperation from clients/patients, you only reach the group that is relatively functional. This leads to the motivation paradox: the clients/patients who have the greatest need of support receive the least. Motivational work tries to resolve this paradox, so that those who are most in need actually receive help. Part two of Motivational Work is about the motivational relation. It includes a description of what this relation should include. It is emotional energy that the latently motivated person wants as a response to his contact rebuses. As well as the motivational relation, there is also a demotivational relation. The motivational worker has an increasingly negative or indifferent attitude to the client. It is important that the motivational worker is aware of its existence and has the instruments to handle it, so that it does not become stronger than the motivational relation. The book describes different forms of motivational work. Particularly important among these is motivational work with the organisation. Since the latently motivated client does not seek help himself, the motivational worker will generally be working in a bureaucratic organisation such as the social services, healthcare or the correctional services. For this reason he must also deal with the organisation s contact rebus. The risk of being burned out is often greater from this rather than the client s contact rebus. Motivational Work is...



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