Mager Model

Performance or Results

Actual → ○ ← Desired

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Difference?

Yes ↙   No →
              No Action

Worth the trouble?

Yes ↙   No →
              No Action

Cause? → **Awareness?** ── No →
                            Feedback

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Can I do it? **Competence?** ── No →
                            Coaching
                            Training

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Do I have what I need? **Support?** ── No →
                            Remove Obstacles
                            Add Resources

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Do I want to? **Motivation?** ── No →
                            Review Goals
                            Incentives