



## Engaging Students with Poverty in Mind

### Engage for Motivation and Effort

#### #5 Get a Trial-Size Effort

Trial-size products enable consumers to try a product at low risk before making a commitment to buy.

Students, especially low-SES students, tend to be risk-averse in the classroom. Students who won't make a huge effort will often make a micro-effort. That small effort might jump start a bigger effort.

Starting with an easy, low-risk activity tweaks students' sluggish mind-body states toward states more conducive to learning and shifts their thinking from "I don't feel like it" to "This might be worth it."

#### "Short Term" Solutions you can use (p. 88):

1. Ease students in with "bite-size" moves.
2. Encourage voluntary hand raising.
3. Ask students to share opinions.
4. Divide content into micro-chunks
5. Engage and empower with physical responses.