

In one of my classes there is a lab component that often requires the students to role play. One will role play a patient while the other role plays the PT Assistant and practice the skills of that lab. This often pushes students out of their comfort zones, at least initially in the course. They tend to be much more comfortable with pen to paper exercises or small group discussions.

To avoid the WIIFM looks and to motivate them I usually:

- **Explain** the importance of role playing and practicing the skills to prepare for the performance-based evaluation (PBE) in the course
- **Provide** them with a copy of the evaluation form that will be used during their PBE so they can begin to reflect on their performance during the lab and better prepare for the PBE
- **Remind** them that they will soon begin fieldwork placements where they will be working with real patients and that this lab is a place where it is safe to make mistakes and to identify areas in need of improvement
- **Assure** them that practice in the lab will improve their self-confidence and performance on fieldwork placements
- **Affirm** that better performance on fieldwork placements can often secure references to use when applying for employment, and often can result in an employment offer from the fieldwork facility.



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