Description: Providing first class computer training requires not only excellent teaching skills, but also knowledge about how to compose good training courses. In this book you will learn about factors that positively influence the trainees' motivation and hence willingness to learn. We introduce the terms motivational performance promoting and performance preventing factors in relation to computer training. In this book we argue that the concepts computer playfulness and personal innovativeness in IT, that have their origin in the Theory of Intrinsic Motivation, are performance promoting. On the other hand we have computer anxiety and computer self-efficacy, concepts that originate that in the Social Cognitive Theory, as performance preventing factors. The study was conducted in Malawi on first-time computers users. We take that, as well as possible cultural differences between the West and a southern African country, into consideration in our analysis. The analysis should especially helpful for professionals in computer training and for anyone who requires more knowledge about computer training, such as students and academics.

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