



What is MOTIVATION?

Define MOTIVATION:

Motivation is literally the desire to do things. It's the difference between waking up before dawn to pound the pavement and lazing around the house all day. It's the crucial element in setting and attaining goals—and research shows you can influence your own levels of motivation and self-control.

psychologytoday.com

What motivates you?

There is some *motive* for engaging in our behaviors. We may define a **motive** (or motivation) *as a need, want, interest, or desire that propels someone (or an organism) in a certain direction.*

Why are you taking this class?

Why did you get up and go to school today?

Why do you go to McDonald's for lunch?

Why do you update your status on Facebook?

Why did you post that photo to Instagram?

Categories of Motivation

BIOLOGICAL and SOCIAL

▶ BIOLOGICAL

: innate (inborn), physical needs such as hunger and thirst

▶ SOCIAL

: learned, psychological needs such as praise and success

▶ PERSONAL (sometimes mentioned as a third category)

: there are some other motives which could go with both of the above types of motives. These are highly personalized (ex: habits, goals, aspirations).

Categories of Motivation

INTRINSIC and EXTRINSIC

▶ INTRINSIC MOTIVATION

: refers to behavior that is driven by internal rewards.

In other words, the motivation to engage in a behavior arises from within the individual because it is intrinsically rewarding.

▶ EXTRINSIC MOTIVATION

: refers to behavior that is driven by external rewards such as money, fame, grades, and praise.

This type of motivation arises from outside the individual, as opposed to intrinsic motivation, which originates inside of the individual.

Types of Motivators

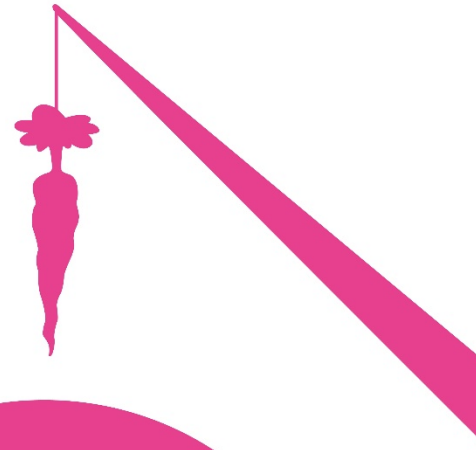
Intrinsic

- autonomy
- belonging
- curiosity
- love
- learning
- mastery
- meaning
- ...



Extrinsic

- badges
- competition
- fear of failure
- fear of punishment
- gold stars
- money
- points
- rewards
- ...



Continuum of Motivation

bit.ly/continuum-motivation

