

Motivation

M. refers to the driving or pushing forces which results in persistent behaviours directed towards particular goals.

Motives are inferences from observations of behaviours. They are powerful tools for explanation of behaviours & they allow us to make predictions about future behaviour.

Extrinsic motivation → where the person engages in some activity in order to achieve some goal & or satisfy some needs, obtaining a reward or avoiding something unpleasant.

Intrinsic motivation → is defined as the person's desire to engage in some specific activity without any promise or prospect of reward.

- The desire to do something just for pleasure of doing it — is key to intrinsic motivation.
- Intrinsic motivation is usually construed as an internal, personal determinant of behaviour, it can be undermined by situational factors.
- Motivation & reward are not too imp. for learning by but they are obviously important for behaviour.

But ~~intrinsic~~ extrinsic motives are not sole determinants of behaviour.

Intrinsic motives are also imp. & but ext. motives do not always undermine intrinsic motives.

The effects of reward on intrinsic motives depend on what the reward is for, how reward is perceived, and whether the person cares about the reward.

A Motive may be defined as an internal state that causes the organism to initiate, choose or persist in behaviour that is directed toward or away from some goal.

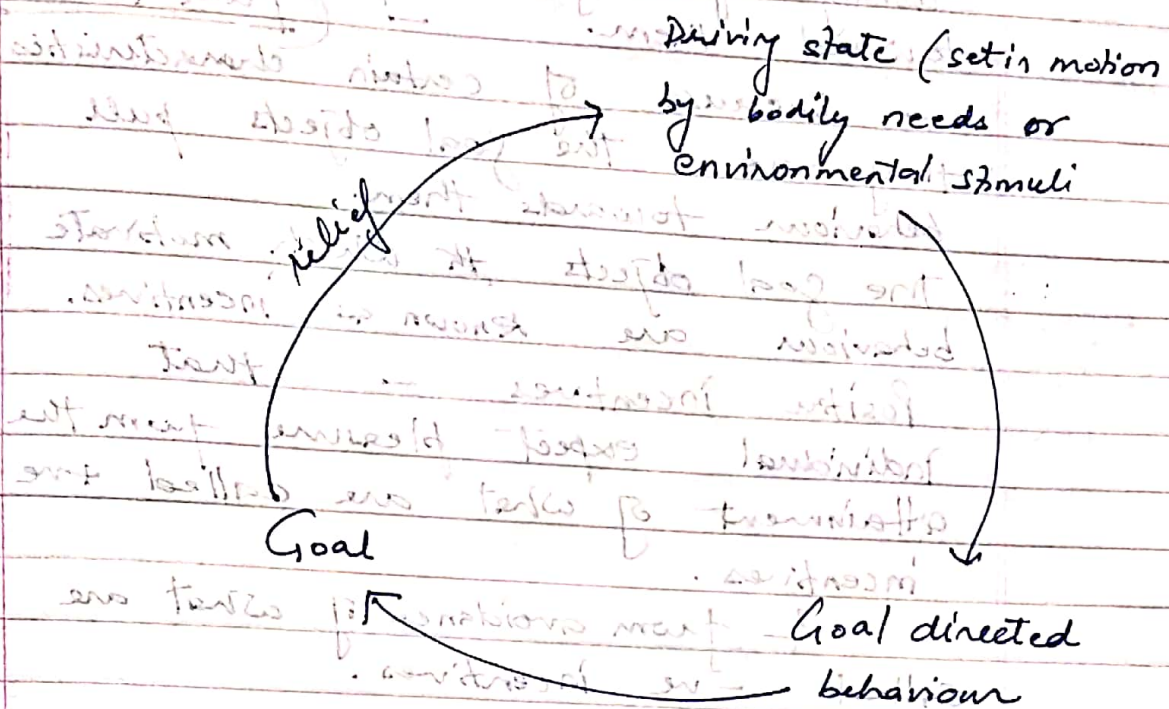
— Think of motivational state in terms of drives, needs, wants, goals & desires.

— Motivation has its physical basis in two different brain systems -

BAS — Behavioural Activation system - facilitates behaviours & produce +ve affect.

BIS — Behavioural inhibition system - inhibits behaviour & produce -ve effect.

Motivational cycle



Theories of motivation

- 1) drive theories
- 2) Incentive theories
- 3) opponent-process theories
- 4) optimal level theories

Drive theories — say that behaviour is pushed towards goals by internal states within the person or animal.

(i.e. Push theories of motivation)

— Apply best (biological motives — hunger, thirst etc.)

Thus motivation is said consist of —

- 1) a driving state
- 2) the goal directed behaviour initiated by the driving state
- 3) the attainment of an appropriate goal
- 4) the reduction of driving state & subjective satisfaction & relief when goal is reached

Incentive theories - Stress the ability of goal to pull behaviour toward them. (Pull theories)

— Because of certain characteristics they have the goal objects pull behaviour towards them.

The goal objects which motivate behaviour are known as incentives.

Positive incentives — that individual expect pleasure from the attainment of what are called +ve incentives.

& from avoidance of what are called -ve incentives.

The Opponent - process theories - is

hedonistic theory - as such it says that we are motivated to seek goals which give us good emotional feelings & avoid goals resulting in displeasure.

Furthermore this theory says that many emotional-motivating states are followed by opposing or opposite states.

ex: A woman at work discovers a lump

As a man discovers a lump - throat - immediately terrified - tense - anxiety & go to doctor - after examination - no possibility of cancer - nothing to worry about - few minutes

later leaves doctor's office - smiling & greeting strangers & walking with an unusually buoyant stride. - working normal - emotional expression normal.

4) Optimal - level theories - are hedonistic theories. which says that behaviour is directed towards seeking an optimal level of arousal or a balanced, homeostatic state in internal physiological processes.

ie (Just-right theories)

- if arousal is too low, a person will seek situations or stimuli to increase arousal, & if arousal is too high behaviour is directed towards decreasing it.

learn 16 - basic desires - like.

ACE family, honour 2.I, ~~also~~ order 2PR
Saving social cfs, Tranquility Vengeance