

MOTIVATION

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Psychology

Learning Outcomes

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- *Definition of Motivation*
- *Theories of Motivation*
 - ✓ *Instinct Theory*
 - ✓ *Drive-Reduction Theory*
 - ✓ *Arousal Theory*

Definition

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- ***“An inner state (either need or desire) that directs and energizes the behavior and keep us moving towards our goals is called as motivation”.***
- ***“Motivation refers to forces within an individual that account for the level, direction, and persistence of effort expended at work”.***
- ***“It can be defined as that aspect of behavior concerned with goal direction”.***

Instinct Theory: Born to be motivated

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- ***“This theory attributes behavior to instincts (specific inborn, inflexible, goal-directed behavior patterns characteristics of an entire species).”***

- ***Instincts***

“Inborn patterns of behavior that are biologically determined rather than learned.” e.g. aggression, fear, curiosity, shame, anger etc.

- ***Animals....migrating, nest building, mating, protecting their territory***
- ***Humans....reproduction, territorial protection...etc***

Cont...

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- William McDougall identified **18 instincts** including curiosity, acquisition etc. Similarly Sigmund Freud generated his arguments on certain specific instincts.
- **Criticism**
 - ✓ **Most human behavior is not inborn but is learned.**
 - ✓ **Human behavior is rarely rigid, inflexible, unchanging.**

Drive Reduction Theory: Satisfying our needs

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- *When people lack some biological requirement, a drive to obtain that requirement is produced.*
- *Motivated behavior is aimed at reducing drive (state of bodily tension) and returning the organism to homeostasis (balance)."*
- **An idea presented by Carl Hull**
- Homeostasis
 - A tendency to maintain a balanced or constant internal state.

● Drive

- ✓ *A motivation that pushes you to reach a goal.*
 - ✓ *Motivational tension that energizes behavior in order to fulfill some need.*
 - ✓ *Tension induced by need which are called as primary drivers: food, water, sleep etc.*
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- **Drive Reduction Theory** provide a good explanation of how primary drives motivate behavior.

● ***PRIMARY DRIVES***

Physiological based unlearned motive, such as hunger. Related to biological needs of body or species, associated with the survival of the organism and the species.

- ✓ Hunger
- ✓ Thirst
- ✓ Sleep
- ✓ Excretion
- ✓ Aggression

● ***SECONDARY DRIVES***

Such unlearned motives in which no obvious biological need is fulfilled. Needs are created by prior experience and learning.

- ✓ Achievement
- ✓ Affiliation
- ✓ Autonomy/power
- ✓ Money, Social approval

Cont...

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● Criticism

- ✓ *Drives are not always reduced, they are increased as well e.g. chocolate craving, horror movies, recreation, parachuting etc.*
- ✓ *Some behavior is triggered by external stimuli (incentive) rather than internal states.*
- ✓ *No focus on secondary drives.*

Arousal Theory: Beyond drive reduction

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“People are motivated to achieve and maintain an optimum level of bodily arousal”.

- *Studies show that too little arousal and we get bored: too much arousal and we withdraw, in an effort to lower our levels of arousal.*
- *The levels of arousal will improve performance, but only up until the optimum arousal level is reached.*
- *Arousal approaches seek to explain behavior in which the goal is to maintain or increase excitement.*

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- ***For example,***

Increased arousal can lead to better test performance by helping you stay alert, focused, and attentive, but too much arousal can lead to test anxiety and leave you nervous and unable to concentrate on the test

- *Playing with ipad while teacher is delivering a lecture in order to reduce boredom.*
- *Playing with ipad a night before exam to reduce stress and anxiety.*

***THANK YOU
HAPPY LEARNING STUDENTS!***