

MOTIVATION

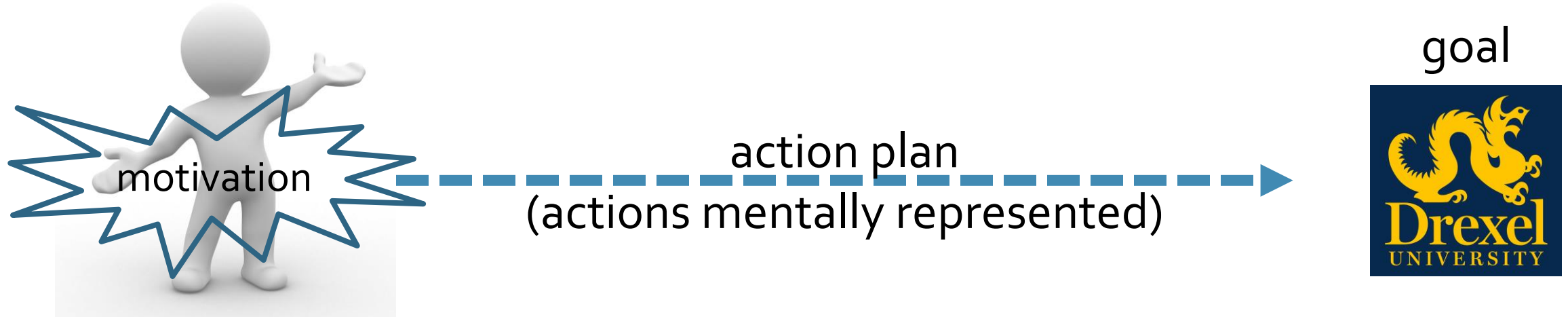
PSY 101 General Psychology

Instructor: Aimee Kim

Drexel University

What is motivation?

- A state or process
- Energizes and directs behaviors
- To satisfy needs and desires



Theories of motivation

- Instinct
- Drive-reduction
- Incentive
- Optimum arousal
- Hierarchy of needs

Instinct theory

- Biologically and genetically programmed
- All members in a species have same motivations
- Behaviors are not consciously made
- Motives: survival and successful reproduction

Drive-reduction theory

- Humans are predisposed to maintain homeostasis
- Homeostasis = state of physiological equilibrium
- Drive = internal state of tension (absence of homeostasis)
- We act to restore homeostasis (or reduce drives)

- Internal state “pushes” you to act in certain direction

Incentive theory

- External stimulus “pulls” you act in certain direction.
- External stimulus that can motivate behavior = incentive
- Incentives are not the same as goals or rewards.

To reframe drive-reduction and incentive theories:

If you are deprived, you are ‘pushed’ to act and if you are lured, you are pulled to act.

Optimum arousal theory

- Behaviors are motivated to increase arousal
- Sensation seekers
- Not any amount of arousal, the right amount (optimum)

Too much arousal brings stress, which in turn may bring about behaviors to reduce arousal.

Hierarchy of needs

