

Theories of Motivation



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Motivation

- Motivation is the need or desire that energizes behavior and directs it toward a goal

Aaron Ralston – motivation

- When watching this, think about what motivated him to do what he did? Drive? Hunger?

Perspectives on Motivation

There are four perspectives on motivation:

I. Instinct theory

Motivation that suggests human behaviors are motivated by underlying biological instincts.

Example: People pay attention to food odors when hunger instincts are involved.
"Ooh that smells good" instead of just ignoring it.



2. Drive Reduction Theory

DRIVE REDUCTION THEORY:

- Homeostasis: The tendency to maintain a relatively stable internal state; regulation of body states. I.E. maintaining glucose count.

- Need:

- Drive:

- Drive reduction: Reducing the behavior

Physiological need that occurs and then creates a state of tension which in turn motivates you to reduce the tension.

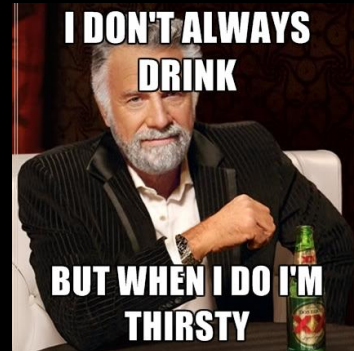
You need water.



Your drive is that you're thirsty.



You then reduce the drive for water by drinking the water.



3. Arousal Theory

Arousal levels drop below our individually mandated optimal levels, we seek out stimulation to elevate them.

- some motivated behaviors actually increase arousal.
- we feel driven to experience stimulation.
- although too much stimulation comes stress

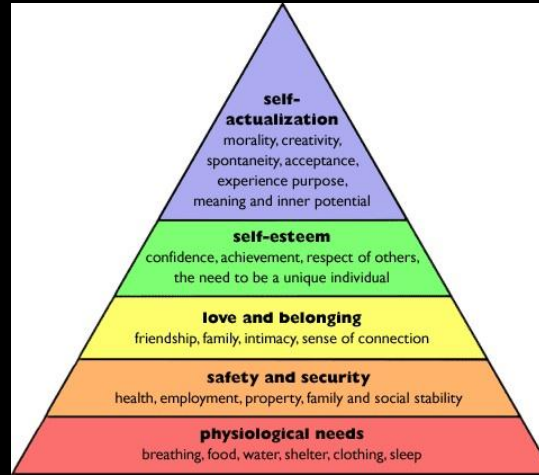
Example: If you are feeling low because you were just dumped, you may seek going out to dinner and a movie for a night with friends.



4. Hierarchy of needs

Maslow's pyramid of human needs, beginning at the base with physiological needs, safety, belongingness and love, esteem, self-actualization.

Example: Picture: (Psychological needs- food, sex, sleep. Safety needs- security of body, health, employment. Belongingness and love- friendship, family, and again sex. Esteem- confidence achievement, respect. Self-actualization- morality, creativity.



<http://www.youtube.com/watch?v=lucf76E-R2s>

"This lively RSA Animate, adapted from Dan Pink's talk at the RSA, illustrates the hidden truths behind what really motivates us at home."

RSA - 10 minutes

Instincts and Evolutionary Psychology

Instinct is a complex behavior that is rigidly patterned throughout a species and is unlearned. An instinct isn't acquired.

Human Instinct in babies! - 2:33

Instincts and Evolutionary Psychology cont..

1. We classify behaviors as instincts
2. Criticized behaviors can result in self abasement instinct which is voluntary self punishment or humiliation in order to atone for some real or imagined wrong doing.
3. If behaviors are boasted it can result in self assertion instinct which implies you feel superior to others.
4. Human behavior exhibits certain innate tendencies.

A horse shortly after birth will try to stand before it's mother is even up. There is no clue that this is a natural state for the horse, so its trying to become upright would be innate behavior.

5. The underlying assumption that genes predispose species - typical remains strong.

Sexual Attraction for Human
Instinct

Stone Age Minds

1. What are the four perspectives of motivation?
2. What is motivation?
3. What is the instinct theory?
4. What was Aaron Ralstons motivation?

Assessment