MOTIVATION
• **DEFINING MOTIVES:** A motive is an internal state or set of the individual. Which disposes him towards certain modes of behavior for seeking certain goal.
Motivation

- Drive-Reduction Theory
  - the idea that a physiological need creates an aroused tension state (a drive) that motivates an organism to satisfy the need

- Need (e.g., for food, water)
- Drive (hunger, thirst)
- Drive-reducing behaviors (eating, drinking)
Motivation

- **Homeostasis**
  - tendency to maintain a balanced or constant internal state
  - regulation of any aspect of body chemistry around a particular level

- **Incentive**
  - a positive or negative environmental stimulus that motivates behavior
Maslow’s Hierarchy of Needs

- **Physiological needs**
  - Need to satisfy hunger and thirst

- **Safety needs**
  - Need to feel that the world is organized and predictable; need to feel safe, secure, and stable

- **Belongingness and love needs**
  - Need to love and be loved, to belong and be accepted; need to avoid loneliness and alienation

- **Esteem needs**
  - Need for self-esteem, achievement, competence, and independence; need for recognition and respect from others

- **Self-actualization needs**
  - Need to live up to one’s fullest and unique potential

- **begins at the base with physiological needs that must first be satisfied**
- **then higher-level safety needs become active**
- **then psychological needs become active**
• CLASSIFICATION OF MOTIVES: Motives may be:
  – Conscious or unconscious.
  – Innate or learned.
• **INNATE MOTIVES**: To describe a motive as innate, several criteria ought to be present:
  
  - **Universality**: The motive is common to all individuals of a certain species.
  
  - **Permanency**: persists regardless the mode of its satisfaction.
  
  - **Presence since birth**: although the sex motives appears only at adolescence which is considered is a rebirth crises).
• There are two main classes of innate motive those serving the internal needs of the organism and those dealing with the environment. We can differentiate the following innate motives:
1-Motives serving Internal Needs
A-Organic Needs

• Each need is primarily a metabolism or physical condition of the organism e.g. hungers thirst, respiration, excretion, sex and rest motives.
• Each of these motives carries out its job unnoticed but under certain condition appears e.g. the respiration motive in suffocation leads to dyspnea.
B-Psychological And Social Needs

• Such as Maternal and paternal motives also the herd motive as the human being wants to feel he is a member of a group
2-Motives For Dealing with the Environment
A-Objective Needs

1. **Exploration**: it is a basic activity of a man to explore. It includes forms of sensory and motor activities.

2. **Manipulation**: man doesn’t explore only places, but also objects and this can be done through manipulation.

3. **Likes and Dislikes**: the human being is inclined to certain innate likes and dislikes sweets are liked, bitters disliked just for them-selves.
B-Emergency Need

They are determined by threatening, challenge or tempting life situations the following motives can be described

1. **Escape Motive:** When an overwhelming danger appears. The escape motive is arousal; a peculiar organic state develops and an emotion of fear is experienced. This motive comes to an end with the disappearance of danger and appearance of a feeling of security.
2. **Combat Motive**: When a child is prevented from what he wishes. He is likely to burst into some pattern of activity e.g. struggling against those interfering with his liberty. An emotion of anger and special organic state develops. Both of them will subside with the regaining of freedom.
3. **Mastery Motive:** When a human being encounters an obstacle. He tries to overcome it by resuming free movements towards the goal. The emotion associated with this motive is determination. The individual engages in trial and error behaviour seeking for that aim and putting more effort.
4. **Chase (pursuit) Motive**: Whenever we find a momentary chance. We strive to get it. If it escapes we persist in pursuing it and we are not satisfied until we reach our goal. The motive is associated with a stirred up emotional state of eagerness.
A. **Innate motives**: They are modified by learning through:

- Acquiring new responses e.g. the child engaging in suckling and fork both of them are directed by hunger motives.
- Responding to new stimuli (usually through generalization and combination of motives)
B. **Learned motives**: The learned motives may be:

1. **Attitudes**: An attitude is a set or disposition to act toward an object, an idea or situation according to its characteristics as far as we are acquainted with them.
• It is retained in an inactive state (disposition) and aroused to activity set by suitable stimuli.

• The activity may be expressed verbally or may be confined to a silent thought or a feeling.

• When the feeling becomes consolidated around an object an idea or a situation, it becomes a sentiment, e.g. love, patriotism, ambition, etc.
2. **Interests:** An interest is a particular inclination towards certain profession or hobby...etc. e.g. an interest in music. An interest is a positive attitude.

3. **Purposes:** A purpose is a goal set with foresight of the prejudices.
Types of Motives: Biological, Social and Personal Motives

1- Biological Motivation and Homeostasis:
Biological motives are called as physiological motives. These motives are essential for the survival of the organism. Such motives are triggered when there is imbalancement in the body. The body always tends to maintain a state of equilibrium called “Homeostasis”- in many of its internal physiological processes.
1- Physiological Motives:

a. Hunger motive
b. Thirst motive
c. Need for oxygen
d. Motive for regulation of body temperature
e. Need for sleep
f. Need for avoidance of pain
g. Drive for elimination of waste
h. Sex motive
i. Maternal drive
Social Motives:

The social motives are specific only to human beings. These are called social motives, because they are learnt in social groups as a result of interaction with the family and society. That is why their strength differs from one individual to another. Many social motives are recognised by psychologists. Some of the common social motives are:

a. Achievement motive:

b. Aggressive motive:

c. Power motive:

d. Acquisitive motive:

e. Curiosity motive:

f. Gregariousness
3- Personal Motives:

In addition to the above said physiological and social motives, there are some other motives which are allied with both of the above said motives. These are highly personalized and very much individualized motives. The most important among them are:

a. Force of habits
b. Goals of life
c. Levels of aspirations
d. Attitudes and interests
Unconscious motivation:

Sigmund Freud, the famous psychologist has explained elaborately about unconscious motivation. According to him, there are certain motives of which we are unaware, because they operate from our unconscious.

These motives or desires which are repressed by our conscious remain in our unconscious and will be influencing our behaviour.

Our irrational behaviour, the slip of tongue, slip of pen, amnesia, multiple personality, somnambulism, etc., are some examples of such behaviours for which we do not have answers apparently.

These motives can be delineated only by psychoanalysis. Many times psychosomatic disorders like paralysis, headaches, gastric ulcers, etc., also may be due to unconscious motivation.
PROVOCATION OF MOTIVES

Results, e.g. shooting at a mark is a purposive act, could be achieved by:
1. Defining a clear goal.
2. Delineating intermediate goals.
3. Mutual confidence between the leader and the executor.
4. Adequate facilities.
5. Elimination of opposite negative motives.
6. Fair competition.