



# Motivation

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We will cover these skills

- Concept of motivation
- Drive
- Need

# Motivation : Concept

# CONCEPT

- Motivation is the word derived from the word 'motive' which means needs, desires, wants or drives within the individuals. It is the process of stimulating people to actions to accomplish the goals
- **Motivation** is the process that initiates, guides, and maintains goal-oriented behaviors. It is what causes you to act, whether it is getting a glass of water to reduce thirst or reading a book to gain knowledge
- Motivation is an internal process. Whether we define it as a drive or a need, motivation is a condition inside us that desires a change, either in the self or the environment.

# Some more definitions

- Motives are conditions physiological, and psychological within the organism that dispose it to act in certain way.
  - *Mc Dougal*
- A motive may be defined as a readiness or disposition to respond in some ways and not others to a variety of situations
  - *Rosen, Fox and Gregory*

# Related Concepts

## Need

A need is something that is essential to our survival

Need — require (something) because it is essential or very important rather than just desirable.

## Drive

an urgent basic need pressing for satisfaction, usually rooted in some **physiological tension, deficiency, or imbalance** (e.g., hunger and thirst) and impelling the organism to action.

## Want

Wants, on the other hand, are things that we would like to have, but that are not essential to our survival.

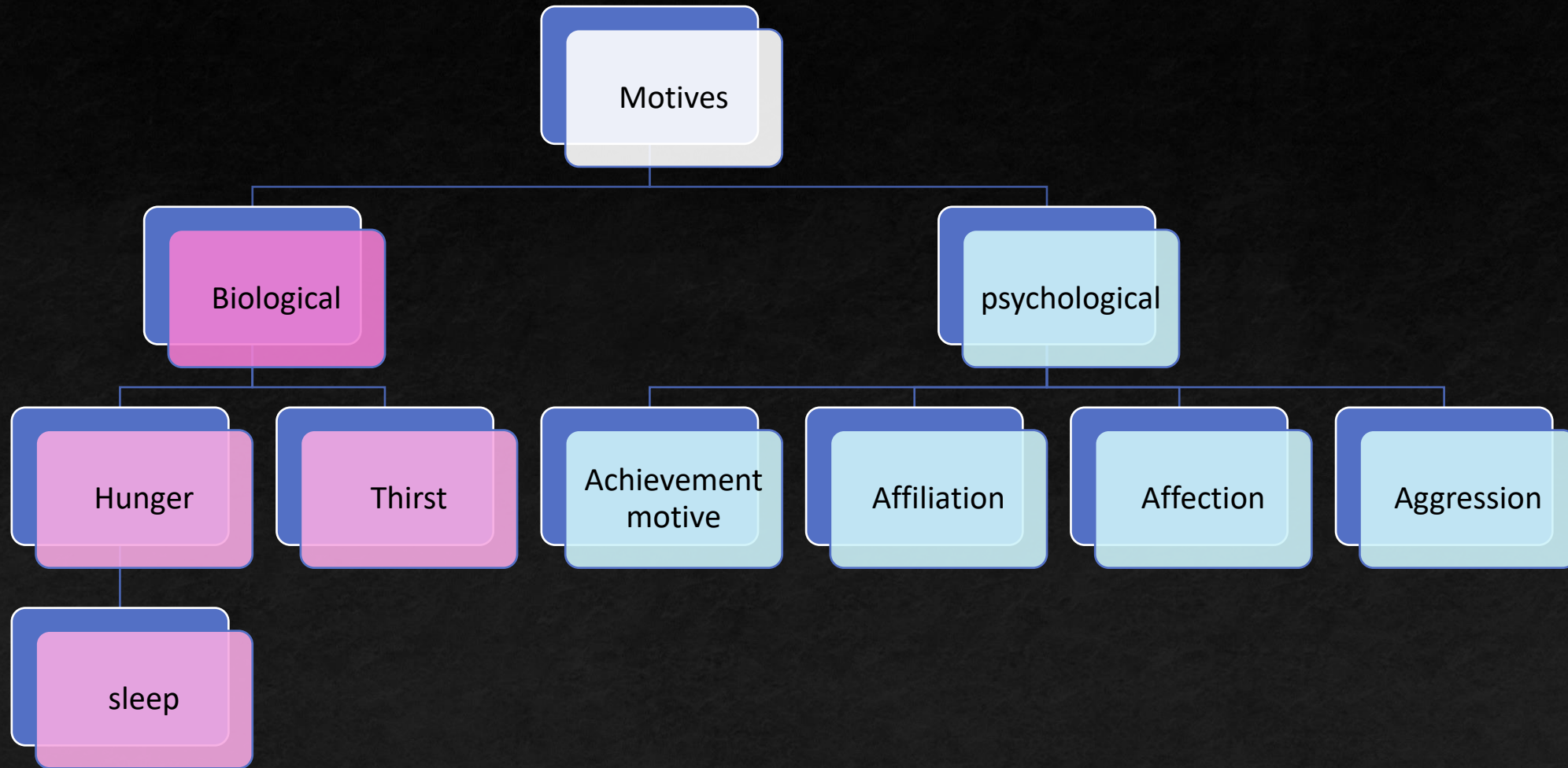
Want — have a desire to possess or do (something); wish for.



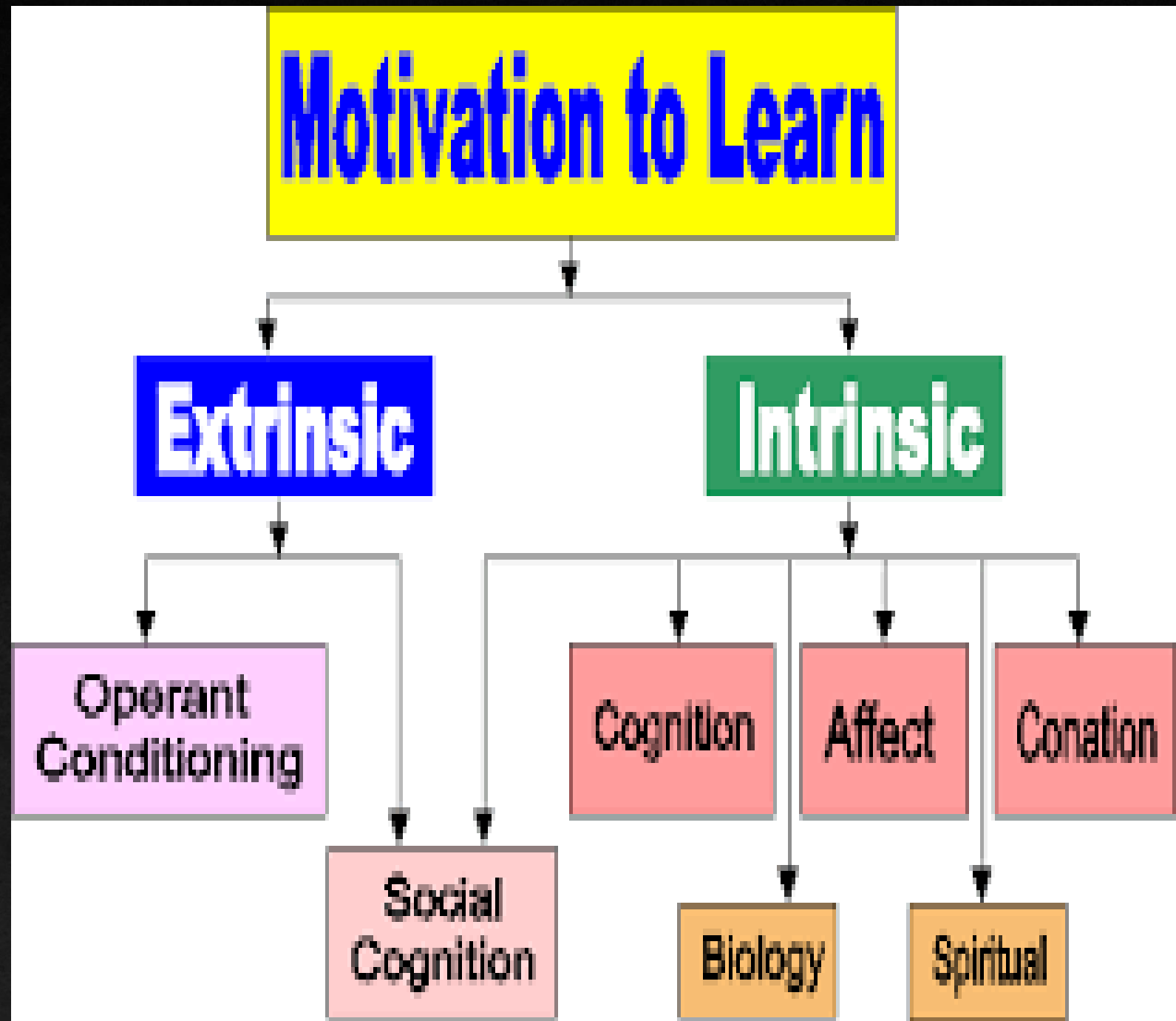
we can say  
motivation is ....

- It is an internal force
- It energises behavior
- It determines the direction of behavior
- Completion gives satisfaction

# Types of motivation



Another way  
to classify  
motives





# MASLOW'S HIERARCHY OF NEEDS

## Maslow Hierarchy



- ◀ The need for development, creativity, growth.
- ◀ The need for self-esteem, power, control, recognition.
- ◀ The need for love, belonging, inclusion.
- ◀ The need for safety, shelter, stability.
- ◀ The need for air, food, water, health.

THANK YOU



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