

THEORIES OF MOTIVATION

WHAT IS MOTIVATION?

Motivation defined as: An internal state that arouses directs and maintains behavior

Theories of motivation are:

1- BEHAVIORAL APPROACH TO MOTIVATION:

Behaviorists explain motivation with concepts such as reward and incentive. A reward is an attractive object or event supplied as a consequence of a particular behavior. An incentive is an object or event that encourages or discourages behavior.

2- HUMANISTIC APPROACHES TO MOTIVATION:

Humanistic approaches of motivation emphasize such intrinsic sources of motivation as a person's needs for self-actualization. From the humanistic perspective to motivate students means to encourage their inner resources.

3- COGNITIVE APPROACHES TO MOTIVATION

Cognitive theories believe that behavior is determined by our thinking, not simply by whether we have been rewarded or punished for the behavior in the past.

4- SOCIAL LEARNING APPROACHES TO MOTIVATION

Theories of motivation are integrations of behavioral and cognitive approaches. They take into account both of the behaviorists and cognitivists. Social learning motivation can be characterized as expectancy value theory.

5- PSYCHOANALYTIC THEORY OF MOTIVATION

Psychoanalytic theory of human behavior is perhaps the most comprehensive one devised and its core is a complicated theory of motivation.

6- REINFORCEMENT THEORY OF MOTIVATION:

Reinforcement theory suggests that people's behavior is directly related to the consequence of their action. According to this law, people are likely to repeat behavior that results in enjoyable or positive consequences. But if the consequences are unpleasant, the person is likely to act differently the next time.

There are three forms of reinforcement.

1. Positive
2. Avoidance
3. Punishment.