

MOTIVATION, THE DRIVING FORCE BEHIND ACTION



Motivation is an inner drive that enables you to take action to achieve your goals. The key to successfully making a change and deriving the maximum benefit is to **give it meaning** by identifying the sources of motivation and related benefits.

THERE ARE TWO TYPES OF MOTIVATION



INTRINSIC MOTIVATION

It's an inner impulse that drives a person to take an action out of enjoyment, with no expectation of an external reward.

Example:

I play a sport because I enjoy it and feel good when I'm exercising.

SOURCES OF INTRINSIC MOTIVATION

- Having fun, laughing and enjoying yourself
- Experiencing a sense of accomplishment, satisfaction or pride
- Feeling a sense of well-being
- Discovering a new activity
- Meeting a challenge
- Socializing and building friendships
- Relaxing
- Sharing good times with family and friends
- Improving your health
- Achieving a better quality of life



EXTRINSIC MOTIVATION

It arises from external factors that drive action to achieve a result, obtain a reward or avoid negative consequences. Instead of bringing pleasure, it's more like an obligation.

Example:

I play a sport because my doctor said I need to lose weight.

SOURCES OF EXTRINSIC MOTIVATION

- Changing your appearance to please someone else
- Being influenced by peers or because a sport is popular
- Obtaining a reward
- Avoiding negative consequences or the loss of a privilege

SUCCESS IS MORE LIKELY WHEN MOTIVATION IS **INTRINSIC**, THAT IS, WHEN IT **COMES FROM WITHIN** AND IS BASED ON ENJOYMENT, WELL-BEING AND SATISFACTION.