Newtons three laws of motivation

I. Every individual in a state of apathy tends to remain in that state of apathy unless an external force is applied to it.

II. The relationship between the effort (f-ort) F an individual puts into their work, its motivation m and its aspirations a is F = ma*.

* F and a are not vectors

III. For every action there is an equal and opposite distraction.

Feb 1-2:55 PM

MOTIVATION

Motivation - a need or desire that energizes and directs behavior toward a goal.

There are three perspectives on motivation: the instinct theory, the drive-reduction theory and the arousal theory.

1. Instinct Theory- an instinct is defined as a complex behavior that is seen throughout a species and is unlearned. Most psychologists believe that this explains animal behavior more than human motives. It does however support the idea that genes predispose species-specific behavior.
Ex. salmon returning to birthplace to spawn

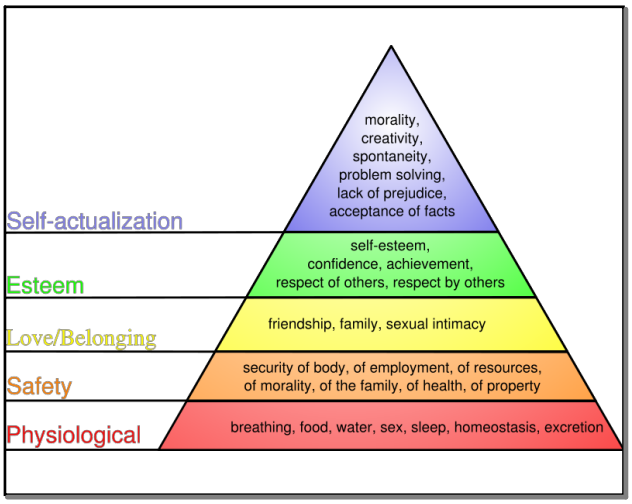
2. Drive-Reduction Theory- a physiological need creates a state of tension state (a drive) that motivates an organism to satisfy this need and reduce this tension.
The purpose of this drive-reduction is homeostasis, the maintenance of a balanced or constant internal state. Incentives motivate behavior. When there is a need *and* an incentive motivation is high.
Ex. When our body needs energy; we feel hungry and are motivated to find food.

3. Arousal Theory- we are driven to experience some level of stimulation. Without stimulation most people are unhappy and become anxious but with too much stimulation we become overwhelmed and stressed and seek to reduce arousal.

Jan 28-11:27 AM

Abraham Maslow (1970) developed a hierarchy of needs in order to describe which needs in our lives take priority over others.

Jan 28-11:33 AM



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