

1. Define intrinsic motivation. Explain the 2 possible origination points of intrinsic motivation.
 - Intrinsic motivation-engaging in an activity for its inherent satisfaction
 - Within the individual
 - IM'ed activities that provide satisfaction of innate psychological needs
 - Explores what basic needs are satisfied by IM'ed behaviors
 - From the activity
 - IM'ed activities where the rewards are in the activity itself
 - Investigates what task characteristics make an activity interesting
2. What are 2 psychological needs are important for intrinsic motivation? Be sure to define each need and explain what is required of these needs in order for a high level of intrinsic motivation to be maintained and enhanced.
 - Competence: to feel capable/effective in your actions rather than being incapable/ineffective
 - enhance IM
 - Optimal challenges, effectance promoting feedback, freedom from demanding evaluations
 - Autonomy-to feel your free will is cause of your own actions rather than to feel that external forces cause your actions
 - Autonomy=internal PLoC (your perceptions of what/whom caused your behavior), Internal PLoC=autonomist (you are cause of your behavior)
 - A high level of IM has to be maintained/enhanced, people must experience satisfaction of needs for competence & autonomy
3. Explain how intrinsic motivation and extrinsic motivation differ. Be sure to include definitions of intrinsic and extrinsic motivation
 - Intrinsic- engaging in an activity for its inherent satisfaction rather than for some separable consequence
 - Extrinsic-engaging in an activity because of some separable outcome rather than for its inherent satisfaction (doing it because you get something for it)
 - EM behaviors occurs b/c of an external consequence while IM behavior occurs b/c of enjoyment of engaging in the activity
 - EX: 1: I have to work hard or my parents will kill me, student 2: I want to work hard because it will benefit my future
4. According to the taxonomy of human motivation, extrinsic motivation occurs on a continuum of perceived locus of causality (PLOC). Choose 2 of the 4 types of extrinsic motivation and explain why the PLoC is labeled the way it is. (Please explain/define the types of extrinsic motivation you chose and explain/define the PLoC for those types)
 - Integration-process of assimilating EM'tors into one's own values (not only is it important, but it is my value)
 - PLoC is labeled internal b/c a person's behavior is self-determined once extrinsic motivators are integrated into self
 - Identification-behavior that is extrinsic but freely chosen
 - PLoC is labeled somewhat internal b/c person voluntarily accepts the merits & utility of a belief or behavior because it is viewed as personally important or useful
 - Study because it is important
5. Imagine that the reason a high school student studies is to get good grades. Later the student meets a person whom he starts a romantic relationship. His significant other values studying because it is truly enjoyable. What 3 psychological needs must be present for the high school student to integrate the value of studying into his own values?
 - Autonomy

- Competence
- Relatedness
 - Sense of belongingness and connectedness to others
 - Facilitates internalization of significant other's goals

contexts that are rich in achievement-related incentives

6. Define the following 3 types of needs: psychological, quasi, and social.

- Psychological
 - Motivational construct in which there is a discrepancy between a desired level of a psychological entity and its current level
- Social
 - Motivational construct in which the activation of emotional responses to ones environment comes from acquired individual differences
- Quasi
 - A situational induced transitory need that, once satisfied, disappears (not a condition necessary for life or well-being), solely dependent on situational pressures

7. How do need-congruent incentives affect the emotions and behavior of a person? How does a person affect the opportunity for gaining access to need-congruent incentives?

- Need-satisfying incentives=positive emotions; approach behavior
- Need-incongruent incentives= negative emotions; avoidance behavior
- EX: 1. writing a term paper (high in need in achievement), 2. leading a student club (same person but low in need for power)
 - 1 approach paper with determination-positive emotions/approach
 - 2 avoid task- negative emotions/avoid
- **a person seeks out incentives that will fulfill their unique combination of needs
 - If you're high in need for achievement, you'll seek out

MULTIPLE CHOICE

Intrinsic and Extrinsic Motivation

- Intrinsic Motivation
 - Definition:
 - engaging in an activity for its inherent satisfaction rather than for some separable consequence
 - IM in childhood and adulthood
 - Beginning at birth humans are IM'ed to explore, play, actively, engage
 - In adulthood IM affects performance, persistence, well-being
 - Where does IM originate
 - Individual
 - Provide satisfaction of innate psychological needs (explores what basic needs are satisfied by IM'ed behaviors)
 - Task
 - Rewards are in activity itself (investigates what task characteristics make activity interesting)
 - How to study IM
 - Free choice-offered several tasks, if no extrinsic reason to do any tasks, more time p's spend with a task, more IM'ed they are for the task
 - Self-report-report interest/enjoyment of domain specific activities
 - Competence
 - Feel capable/effective in actions (will enhance IM)
 - Autonomy
 - Feel your free will is the cause of your own actions rather than to feel that external forces causes your actions (autonomy=internal PLoC-perceptions of what causes your behavior)
 - How extrinsic consequences affect IM
 - Made contingent upon performance undermine IM (could push you to not do what you love to

- do--your IM is pressured by an extrinsic consequence)
 - People perceive these as controllers of their behavior, shifts from an internal to external PLoC
 - How to motivate other who aren't IM'ed
- Extrinsic Motivation
 - Definition
 - Engaging in an activity of some separable outcome rather than for its inherent satisfaction (doing it because you get something for it)
 - Contrasted with IM
 - EM'ed behavior occurs b/c of an external consequence, while IM'ed behavior occurs because of the enjoyment of engaging in the activity
 - Internalization & integration
 - Process of assimilating a value into one's value system and affirming it as one's own
 - EX: brushing teeth-->no longer because my parents are making me. Now you understand value of taking care of teeth.
 - Once it is, behavior becomes self determined
 - EM as a continuum
 - External-->somewhat external-->somewhat internal-->internal
 - Increasing internalization (and associated personal commitment) lead to better quality engagement
 - Reflects a person's degree of autonomy
 - Taxonomy of human motivation
 - PLoC
 - Perceived source of initiation and regulation of behavior
 - Why a person behaves the way they do, what or who is the cause of person's behavior
 - Difference between PLoC and locus of control
 - Internal-person believes certain behaviors lead to desired outcomes
 - External-a person believes that outcomes are delivered by fate, luck or some unpredictable decisions by outside agents
- Amotivation
 - State of lacking an intention to act
 - Results from not valuing an activity (no IM) and not believing it will yield a desired outcome
 - PLoC) impersonal b/c behavior is perceived to be initiated/regulated by impersonal forces rather than personal intentions
- External regulation
 - PLoC is external b/c behaviors performed to obtain a reward satisfy external demand
 - "Do this to get that" where "this" is a behavior (Study) and "that" is an extrinsic consequence (get an A)
- Introjection
 - Behavior that is extrinsic but freely chosen
 - PLoC is somewhat internal b/c person is motivated by introjected voice not the self-->because mom/dad told you to
 - Rewards self for behaving according to others prescriptions (should do)
 - Punishes self for behaving according to others proscriptions (should not do)-->feel shame--couldn't perform to expectations
- Identification
 - Behavior that is extrinsic but freely chosen
 - PLoC is somewhat internal b/c person voluntarily accepts merits/ utility of a belief or behavior b/c it is