

Motivation concepts

[Psychology](#), [Motivation](#)



When it comes to getting results, it takes motivation to do so. Motivation makes things happen. Motivation is the force that initiates, guides and maintains goal-oriented behaviors. It is what causes us to take action whether to grab a snack to reduce hunger or enroll in college to earn a degree. The forces that lie beneath motivation can be biological, social, emotional or cognitive in nature. When there is a will, there is a way. The will comes from within, the urge to start or complete a task. Willpower makes us think, plan and form intentions that precede an action.

Motivation arises as a result of biological needs, therefore, us humans have a need to complete or start something, we need the willpower to complete the task determined. When I stand at work, will makes us, employees, achieve our goals as sales representative. We constantly need to achieve goals established month to month as our job description. It is indeed part of our job description, but one needs to have the will to make it happen or else the possibility of failing these will take over. It is a constant need to achieve the goal established from the beginning of the month till the very end.

One needs to be focused and with the will of making it happen. As has happened, sometimes co-workers fail to achieve this due to multiple reasons work and non-work related and this could end in a disciplinary action. It is part of our job to keep ourselves motivated constantly so we never forget why we started it. Motivation is a key element in any work, but in a fast-paced environment like mine, it must never be a missing link. If you lack of motivation, your will to complete a goal will be eliminated and therefore you will fail. As we fail to complete something that we put our minds to, he

motivation fades away and with this also the will to complete, continue or even start over.

I have a long term plan in which I need to complete my studies in a year. I have the will to complete, therefore I go to work everyday with my mind set to achieve and overexceed if possible every goal set, so at the end of this journey I can look back and see what I have overcome. This is my motivation and I wake up everyday with the will to complete each and every task. If a person lacks motivation, it will be less possible to meet their daily demands.

Not impossible, I believe we can find motivation within ourselves at any given time, we just have to stop, think why we started instead of thinking how long will it take us and set our minds to it. The word impossible should not be in our vocabulary, instead we should always work trying harder even if we fail since failing, almost everytime, gives us experience to continue and achieving what was once started. Willpower is one type of motivation that we have to do anything we put our minds into. At work, even though we have the willpower to complete our daily tasks, we also need the motivation from our managers.

In my area, sales, motivation is required daily. We as sales representatives have a salary that we work for, but at the same time, management demands certain types of quotes to be achieved monthly, this too requires motivation from their part. Because the employee follows their job descriptions, this too comes along with other targets that they set and since it is an additional task required, they offer additional compensation for this to be achieved, this additional compensation would be the motivation given. The employee needs their will to learn the task and surpass it if possible.