

The five different approaches to motivation

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



The first being instincts which are the patterns of behavior that are biologically determined rather than learned. Fact: people and animals are born preprogrammed with sets of behavior's essential to survive. The second being the drive-reduction approach. It suggests that a lack of some basic biological requirement such as water produces the drive to obtain the water. The third being the arousal approach in which each person tries to maintain a certain level of stimulation and activity.

The fourth would be the incentive approach which it suggests that motivation stems from the desire to obtain valued external goals, or incentive. The fifth would be the cognitive approach and it suggests that motivation is a product of a person's thoughts, expectations, and goals-their cognitions. The one approach I chose would be the incentive approach. I feel that I am more motivated when there is some incentive involved because I know at the end of the day I am going to be rewarded for my assistance.

For example: My boss wants me to do some work for him that might take two hours. The two hours would be over-time at twenty for dollars an hour. Fortunately he says for the work, off the clock he would give me two sixty-five dollar tickets to the season opener for The Pistons at The Palace of Auburn Hills. The offer of the tickets gave me incentive to do the work and it only took me an hour and fifteen minutes to finish it.