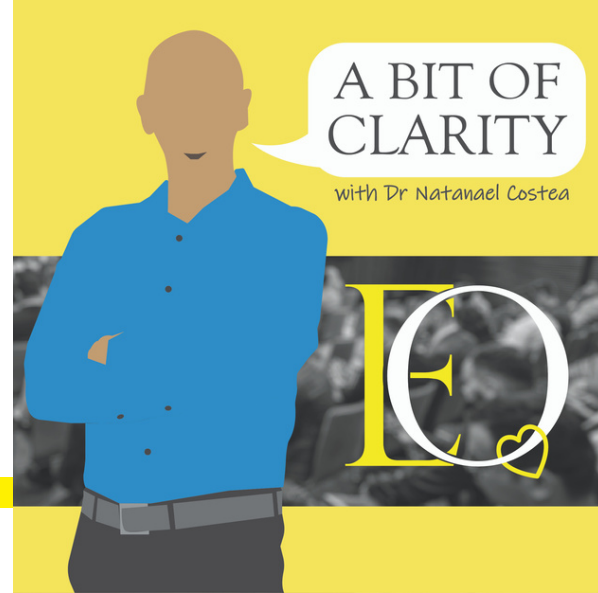


# EP 018

## MOTIVATION



### SHOW NOTES

#### OBJECTIVE

> Develop an understanding of motivation.

#### UNDERSTANDING MOTIVATION

> **Motivation** – simply put – **is wanting**. But what determines what we want? It is widely accepted that our wanting can be either a trait (reoccurring pattern of desire), or a state (a desire dependent on a particular situation). The latest research in the field of motivation has identified four different drivers which may influence what we desire, collectively or individually:

- > the **sensual**,
- > **material**,
- > **emotional**,
- > and **spiritual**.

#### INTRINSIC AND EXTRINSIC MOTIVATION

> **Intrinsic motivation** refers to doing of an activity for its inherent satisfactions rather than for some separable consequences. An individual is intrinsically motivated to do something when he/she likes what they are doing.

> **Extrinsic motivation** on the other hand is a construct that pertains whenever an activity is done in order to attain some separable outcome. The person is motivated by an external factor or separate desire.

#### MOTIVATION MATTERS

Motivational state affects performance. The '**will**' to attain mastery is more efficient for performance than an actual performance '**goal**'.

#### APPLICATION

> Identify an area in your life where you can shift from extrinsic motivation to intrinsic motivation and go for it.

#### RESOURCES

- > More from Dr Natanael Costea: [www.eq.org.au](http://www.eq.org.au)
- > Subscribe on [Apple Podcasts](#)
- > Subscribe on [Google Play](#)

#### CONNECT

- > Facebook: [www.facebook.com/eq.org.au](http://www.facebook.com/eq.org.au)
- > Instagram: [www.instagram.com/eq.org.au](http://www.instagram.com/eq.org.au)

