



## Motivation: Definition, Types of motives: A Review

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### Abstract

The goal here may be fulfilment of a want or a need. Whenever a need arises the organism is driven to fulfil that want or need. If there is no need in the organism, there will be no behaviour. For example, Horse and water. Horse does not drink water unless it has thirst or if it is not motivated. Unlike the external stimuli, the motives are limited. The behaviour to fulfil such needs is mechanical and alike in all the organisms.

Hunger is a motive which stimulates the organism to have food. We develop hunger when the food that was taken earlier is exhausted. The need for food drives us to go in search of food and to have it. Here the hunger motive not only initiated the action, but also continued until the goal (having food) is reached. The motives are powerful forces. They do not allow us to stop our action or behaviour until the need is satisfied. Hence, they are called the ‘dynamos’ of behaviour.

**Key words:** Motivation, behaviour, organism, mechanical etc.

### Introduction

Biological motives are directly related to individual’s physiological needs, and eating are necessary for individual’s biological survival. Sex is essential for survival of the species. These are also called primary drives, which are deeply rooted, in our all make-up. Satisfaction of these drives is necessary because our needs certain substances for its growth as well as its day-to-day maintenance with a view to keeping the balance of various physiological as within the body. Some of our most powerful motives, e.g., hunger, thirst, sex, sleep, avoidance of pain, are rooted in our physiological make-up actually regulatory in their nature. In other words, we can say that many biological needs are triggered departures from balanced physiological conditions of the body. Our body to maintain a balance, called homeostasis, in many of its internal physiological processes. This balance is very important for life. For example, temperature must not get too high or too low; there must be enough water the body tissues The homeostatic mechanisms are mainly responsible maintaining the acidities, water level, sugar level, temperature, blood pr< and numerous other highly complicated bodily processes. The working of these physiological processes and homeostatic equilibrium of the body are possible by our efforts to supply the requirements of the body. On the whole, the tendency of motivated behaviour to maintain a balanced condition within the organism is called homeostasis.

### Definition

**According to a renowned physiologist,** “*The living being is an agency of such sort that each disturbing influence induces by itself the calling forth of compensatory activities to neutralize or repair the disturbance*”.

### Biological Motivation and Homeostasis:

Biological motives are called as physiological motives. These motives are essential for the survival of the organism. Such motives are triggered when there is imbalance in the body.

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The body always tends to maintain a state of equilibrium called “Homeostasis”- in many of its internal physiological processes. This balance is very essential for the normal life. Homeostasis helps to maintain internal physiological processes at optimal levels. The nutritional level, fluid level, temperature level, etc., are maintained at certain optimal level or homeostasis levels. When there is some variation in these levels the individual is motivated for restoring the state of equilibrium.

## **I) Physiological Motives:**

### **a. Hunger motive:**

We eat to live. The food we take is digested and nutritional substances are absorbed. The biochemical processes get their energy from the food in order to sustain life. When these substances are exhausted, some imbalance exists. We develop hunger motive in order to maintain homeostasis. This is indicated by contraction of stomach muscles causing some pain or discomfort called hunger pangs. Psychologists have demonstrated this phenomenon by experiments.

### **b. Thirst motive:**

In our daily life regularly we take fluids in the form of water and other beverages. These fluids are essential for our body tissues for normal functioning. When the water level in the body decreases we develop motive to drink water. Usually thirst motive is indicated by dryness of mouth. Experiments by psychologists have shown that just dried mouth getting wetted is not enough. We need to drink sufficient quantity of water to satiate our thirst.

### **c. Need for oxygen:**

Our body needs oxygen continuously. We get it through continuous respiration. Oxygen is necessary for the purification of blood. We cannot survive without regular supply of oxygen. Lack of oxygen supply may lead to serious consequences like damage to brain or death.

### **d. Motive for regulation of body temperature:**

Maintenance of normal body temperature (98.6°F or 37.0°C) is necessary. Rise or fall in the body temperature causes many problems. There are some automatic mechanisms to regulate body temperature, like sweating when the temperature rises above normal or, shivering when it falls below normal.

## **II) Social Motives:**

Physiological motives discussed above pertain to both animals as well as human beings, but the social motives are specific only to human beings. These are called social motives, because they are learnt in social groups as a result of interaction with the family and society. That is why their strength differs from one individual to another. Many social motives are recognised by psychologists. Some of the common social motives are:

### **a. Achievement motive:**

Achievement motivation refers to a desire to achieve some goal. This motive is developed in the individual who has seen some people in the society attaining high success, reaching high positions and standards. He/she develops a concern to do better, to improve performance. David C Mc Clelland who conducted a longitudinal study on characteristics of high and low achievers found that the high achievers choose and perform better at challenging tasks, prefers personal



responsibility, seeks and utilizes feedback about the performance standard, having innovative ideas to improve performance.

**b. Aggressive motive:**

It is a motive to react aggressively when faced frustrations. Frustration may occur when a person is obstructed from reaching a goal or when he is insulted by others. Even in a fearful and dangerous do or die situation the individual may resort to aggressive behaviour. Individual expresses such behaviour to overcome opposition forcefully, which may be physical or verbal aggression.

**c. Power motive:**

People with power motive will be concerned with having an impact on others. They try to influence people by their reputation. They expect people to bow their heads and obey their instructions. Usually people with high power motive choose jobs, where they can exert their powers. They want people as followers. They expect high prestige and recognition from others. For example, a person may aspire to go for jobs like Police Officer, Politician, Deputy Commissioner, etc.

**d. Acquisitive motive:**

This motive directs the individual for the acquisition of material property. It may be money or other property. This motive arises as we come across different people who have earned a lot of money and leading a good life. It is a human tendency to acquire all those things which appear attractive to him.

**III) Personal Motives:**

In addition to the above said physiological and social motives, there are some other motives which are allied with both of the above said motives. These are highly personalized and very much individualized motives. The most important among them are:

**a. Force of habits:**

We see different people having formed different habits like chewing tobacco, smoking, alcohol consumption, etc. There may be good habits also like regular exercising, reading newspapers, prayers, meditations, etc. Once these habits are formed, they act as drivers and compel the person to perform the act. The specialty of habits is that, they motivate the individual to indulge in that action automatically.

**b. Goals of life:**

Every normal individual will have some goals in the life. They may be related to education, occupation, income, sports, acquisition of property, public service, social service, etc. Once a goal is set, he will be motivated to fulfil that goal. The goals people set, depend upon various factors like knowledge, information, guidance, support, personality, facilities available, aspirations, family and social background, etc.

**c. Levels of aspirations:**

Aspiration is aspiring to achieve or to get something or a goal. But such achievement depends upon the level of motivation the individual has. Every individual will have a goal in his life and strive to reach that goal. But the effort to attain that goal varies from one individual to another. The amount of satisfaction he gains depends upon his level of aspiration.

**d. Attitudes and interests:**



Our attitudes and interests determine our motivation. These are specific to individual. For example, a person within the family, may have positive attitude towards family planning and all others having negative attitudes. So also, interests differ from one individual to another. Example, interest in sports, T.V, etc. Whenever we have a positive attitude, we will have motivation to attain. In negative attitude, we will be motivated to avoid. If a person is interested in music, he will be motivated to learn it. In this way, our personal motives determine our behaviour.

### **Conclusion**

There are many automatic mechanisms, which maintain the balanced condition of homeostasis. Consider the automatic physiological control of body temperature at a point of 98.6°F. Our body temperature usually stays around this point because of automatic mechanisms that allow the body to be cool itself. If the temperature of our body rises too high, perspiration the temperature. When the temperature falls, we shiver, causing our body to burn fuel faster to generate extra heat. Physiologists have discovered that the automatic physiological mechanisms, which maintain homeostasis, are supplemented by regulatory or motivated behaviour. For example, falling temperature creates a drive state to which we respond by regulatory behaviour- putting on a sweater or the doors and so on. So the biological motive states are aroused by departures from homeostasis.

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