

Three Types of Motivation

Edward Deci and Richard Ryan's self determination theory (SDT) proposed three types of motivation that influence/regulate our behavior (and potential for behavioral change): intrinsic, extrinsic, and amotivation (Pelletier, Tuson, & Haddad, 1997).

Intrinsically motivated behaviors come from within (internal) a person that gives pleasure and/or satisfaction from performing those behaviors--accomplishment (Pelletier et al., 1997). It is theorized that intrinsic motivation comes from the need of the individual to feel competent and self-determined. Behaviors that promote and enforce competency, self-determination, pleasure/satisfaction give a sense of reward and are much more likely to be repeated (Pelletier et al., 1997). Examples of intrinsic motivation are pursuit of health (want to be more healthy, quality of healthier life, more positive), leisure, and desire to learn/gain more skills (da Silva Salin, Franck Virtuoso, Noronha Nepomuceno, Greice Weiers, & Zarpellon Mazo, 2014).

Extrinsically motivated behaviors are performed to either gain a reward or avoid some form of perceived punishment--more of a cause and effect relation of behavior and reward/punishment (Pelletier et al., 1997). Once that external "reward" or "punishment" is taken away, then there is much less reason to continue the conditioned behavior. Additionally, four types of extrinsic motivation have been proposed: external regulation, introjection, identification, and integration (Pelletier et al., 1997). Extrinsic factors for motivation might be influence of others (family, friends), socialization, medical consequence (especially dire medical consequence), and low-cost incentives (exercise might alleviate a condition thus removing the need for medication which saves money to buy luxury items) (da Silva Salin et al, 2014).

Amotivation is the individual's lack of perceived relationship between their actions and outcomes of their actions (lacking the sense of consequence of actions) (Pelletier et al., 1997). The amotivated individual may experience incompetence or lack of control, purposeless, and without a sense of direction towards a goal or greater understanding of their actions (Pelletier et al., 1997).

References

da Silva Salin, M., Franck Virtuoso, J., Noronha Nepomuceno, A. S., Greice Weiers, G., & Zarpellon Mazo, G. (2014). Golden age gym: Reasons for entry, permanence and satisfaction among participating older adults. *Brazilian Journal Of Kineanthropometry & Human Performance*, 16(2), 152-160.

Pelletier, L. G., Tuson, K. M., & Haddad, N. K. (1997). Client motivation for therapy scale: A measure of intrinsic motivation, extrinsic motivation, and amotivation for therapy. *Journal Of Personality Assessment*, 68(2), 414.