



Sources of Motivation Paper

Sometimes people have to ask themselves questions such as why do I want to do that, what is it that I need that is going to take to get me from point A to point B, and how do I keep doing what I need to do to accomplish the set task or goal? Many times people wonder what causes an individual to act in a certain way. The word motivation is used in everyday language and can be defined in various ways but, in general, it is referred to as the internal course of action that triggers, directs and maintains the individual's behaviors toward a particular goal or event (Ferguson, 2000).

Hence, this paper defines motivation, addresses a few sources of motivation, gives an idea about how human motivation and behavior are linked together, as well as look at how motivation is displayed in behavior. Sources of Motivation Motivation can originate from internal sources, described as biological and psychological variables, and from external sources, such as incentives and goals (Deckers, 2010, pg. 1). For example, a biological factor in the motivation to eat would be that the individual got something to eat because his or her stomach was growling or experiencing stomach pangs.

A psychological factor in the motivation to eat would be that an individual ate too much because he or she used food as a way to cope with his or her feelings of depression or loneliness. An environmental factor in the motivation to eat would be that the sight and smell of food triggered the hunger and eating such as the smell of a freshly baked loaf of banana nut bread. An external factor to becoming motivated to cook one's own freshly baked bread is having the goal to learn how to bake the bread and then market it in a way to bring in extra income.

In addition to biological, psychological and environmental variables to motivation, it is also said that motivation can be intrinsic or extrinsic. According to Ferguson, internal outcomes can provide internal incentives, and incentive motivation of this type is called intrinsic motivation. When external outcomes provide external incentives, the incentive motivation is called extrinsic motivation (2000, pg. 215). For example, a person who is intrinsically motivated might learn to play the piano because it gives the individual has a sense of pleasure while listening to the music.

A person who is extrinsically motivated might learn to play the piano because he or she is promised monetary gain or some other type of reward. The Relationship between Motivation and Behavior Psychologists, therapists, behaviorists as well as others who work in or interested in human services, many times want to know and participate in studies to help them learn more about what motivates individuals to behave or misbehave in a certain way.

According to Reeves, "motivation study concerns all conditions that exist within the person and within the environment and culture that explain "why we want what we want" and "why we

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Michael Hoelscher



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Table of Contents Sources Of Motivation Paper

1. Understanding the eBook Sources Of Motivation Paper
 - The Rise of Digital Reading Sources Of Motivation Paper
 - Advantages of eBooks Over Traditional Books
2. Identifying Sources Of Motivation Paper
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sources Of Motivation Paper
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sources Of Motivation Paper
 - Personalized Recommendations
 - Sources Of Motivation Paper User Reviews and Ratings
 - Sources Of Motivation Paper and Bestseller Lists
5. Accessing Sources Of Motivation Paper Free and Paid eBooks
 - Sources Of Motivation Paper Public Domain eBooks
 - Sources Of Motivation Paper eBook Subscription Services
 - Sources Of Motivation Paper Budget-Friendly Options
6. Navigating Sources Of Motivation Paper eBook Formats

- ePub, PDF, MOBI, and More
- Sources Of Motivation Paper Compatibility with Devices
- Sources Of Motivation Paper Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sources Of Motivation Paper
 - Highlighting and Note-Taking Sources Of Motivation Paper
 - Interactive Elements Sources Of Motivation Paper
- 8. Staying Engaged with Sources Of Motivation Paper
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sources Of Motivation Paper
- 9. Balancing eBooks and Physical Books Sources Of Motivation Paper
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sources Of Motivation Paper
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sources Of Motivation Paper
 - Setting Reading Goals Sources Of Motivation Paper
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sources Of Motivation Paper
 - Fact-Checking eBook Content of Sources Of Motivation Paper
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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