



## Unit – II

### Lesson

# MOTIVATION AND LEARNING

## Unit – III Motivation

### Meaning and Definition of Motivation

#### Introduction

- ◉ Motivation plays a vital role in every sphere of life and various phases of activities.
- ◉ Our success and achievement in life depend on motivation.
- ◉ Motivation is a process by which the learner's internal energies are directed toward various goal objects in his or her environment.

#### Meaning of Motivation

- ◉ Motivation comes from the Latin word "**movere**", which means "**to move**". Motivation is the set of forces within a person that affect the direction, intensity and continuous existence of voluntary behaviour.
- ◉ உந்துதல் என்பது லத்தீன் வார்த்தையான "மூவர்" என்பதிலிருந்து வந்தது, இதன் பொருள் "நகர்த்துதல்". உந்துதல் என்பது ஒரு நபருக்குள் இருக்கும் சக்திகளின் தொகுப்பாகும், இது தன்னார்வ நடத்தையின் திசை, தீவிரம் மற்றும் தொடர்ச்சியான இருப்பைப் பாதிக்கிறது.



## Unit – III Motivation

### Meaning and Definition of Motivation



### Definitions of Motivation

- According to **George R. Terry**, "It is the desire within an individual that stimulates him or her to action."

“ஜார்ஜ் ஆர். டெர்ரியின் கூற்றுப்படி, "ஒரு தனிநபருக்குள் இருக்கும் ஆசைதான் அவரைச் செயல்படத் தூண்டுகிறது."

- According to **B.F. Skinner**, "Motivation in school learning involves arousing, persisting, sustaining and directing desirable behavior."

பி.எஃப். ஸ்கின்னரின் கூற்றுப்படி, "பள்ளிக் கற்றலில் உந்துதல் என்பது விரும்பத்தக்க நடத்தையைத் தூண்டுதல், நிலைநிறுத்துதல், நிலைநிறுத்துதல் மற்றும் வழிநடத்துதல் ஆகியவற்றை உள்ளடக்கியது."

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### Meaning and Definition of Motivation



### Definitions of Intrinsic motivation

Intrinsic motivation is defined as the motivation to be involved in a learning activity for its own sake (**Pintrich & Schunk**).

உள்ளார்ந்த உந்துதல் என்பது ஒரு கற்றல் செயல்பாட்டில் அதன் சொந்த நலனுக்காக ஈடுபடுவதற்கான உந்துதல் என வரையறுக்கப்படுகிறது (பிண்ட்ரிச் & ஸ்குங்க்).

Extrinsic motivation is defined as the motivation to be involved in a learning activity as a means to an end.

வெளிப்புற உந்துதல் என்பது ஒரு கற்றல் செயல்பாட்டில் ஒரு இலக்கை அடைவதற்கான வழிமுறையாக ஈடுபடுவதற்கான உந்துதல் என வரையறுக்கப்படுகிறது.



## Motivational Cycle

The individual tries to satisfy his/her wishes or desires by using the motivational cycle, which includes elements like: need, drive, incentive and reward.

### Stages of Motivation Cycle

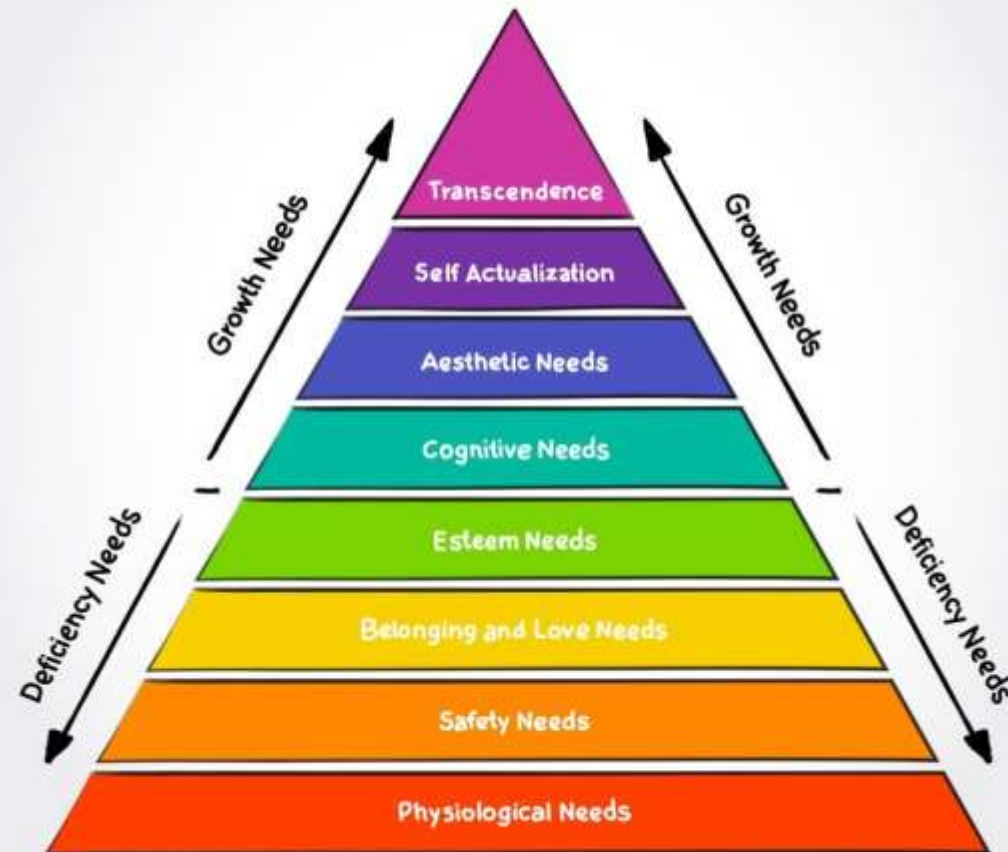


## Unit – III Motivation

### Maslow's theory of Motivation and educational implications



#### MASLOW'S MOTIVATION MODEL



## Unit – III Motivation

### Maslow's theory of Motivation and educational implications



Abraham Maslow's Hierarchy of Needs(Need Gratification Theory)

**Proposed by:** Abraham Maslow (1908–1970), a pioneer of humanistic psychology.

**Key Concept:** Humans have a hierarchy of needs ranging from basic to higher-order needs.

**Key Principle:** Humans must satisfy basic needs before moving to higher-level, more sophisticated needs.

**Categories of Needs :**

#### 1. Deficiency Needs

**Physiological Needs:** Food, water, sleep, shelter.

**Psychological Needs:** Love, belongingness, and self-esteem.

#### 2. Growth Needs:

- ❖ Knowing and Understanding: Intellectual curiosity.
- ❖ Self-Actualization: Realizing one's full potential.

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### Maslow's theory of Motivation and educational implications



#### 1. Physiological needs

Food, drink, oxygen, temperature regulation, elimination, rest, activity, sex.

**Educational Implication:** a hungry child who comes to school will not be able to perform effectively till his needs are satisfied. Ensure adequate lighting and ventilation.

#### 2. Safety needs

Protection from potentially dangerous objects or situations (e.g., the elements, physical illness). The threat is both physical and psychological (e.g., “fear of the unknown”). Importance of routine and familiarity.

**Educational Implication:** When a test is announced, it should be given on schedule. Follow rules and routines consistently.

#### 3. Love and belongingness

Receiving and giving love, affection, trust, and acceptance. Affiliating, being part of a group (family, friends, work).

**Educational Implication:** Teachers should form a group for mutual attraction and support within the group.

#### 4. Esteem needs

The esteem and respect of others and self-esteem and self-respect. A sense of competence.

**Educational Implication:** Teachers should recognize pupils as worthy individuals in the group.

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#### 5. Cognitive needs

Knowledge and understanding, curiosity, exploration, need for meaning and predictability.

**Educational Implications:** Providing Opportunities for Exploration, Promoting Problem-Solving Skills

#### 6. Aesthetic needs

Beauty—in art and nature— symmetry, balance, order, form.

**Educational Implication:** Creating an Inspiring Environment, Promoting Appreciation of Beauty

#### 7. Self-actualization

Realizing your full potential, “becoming everything one is capable of becoming.”

#### Educational Implications

Encourage and support students to explore topics in-depth to satisfy their hunger for knowledge.

Give opportunities to students who are very good in a subject to help their classmates with their work. Sports institutes could also allow for peer coaching.