CONCEPT OF MOTIVATION 1ST SEMESTER/PAPER CODE-104

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INTRODUCTION:

 Human behaviour is controlled, directed and modified through certain motives. When person is hungry and is searching for food, or constructing a house, or mating, or learning new skills, we will always be able to trace a motive to guides is activities and behaviour to success or failure.

MOTIVE:

Motive is a force that determine the activity of an individual.

It energizes and direct his behaviour along this or that channels. When a motive is at work, it creates tension and this arouses the individuals towards an activity that will relieve the tension.

DEFINITION OF MOTIVE:

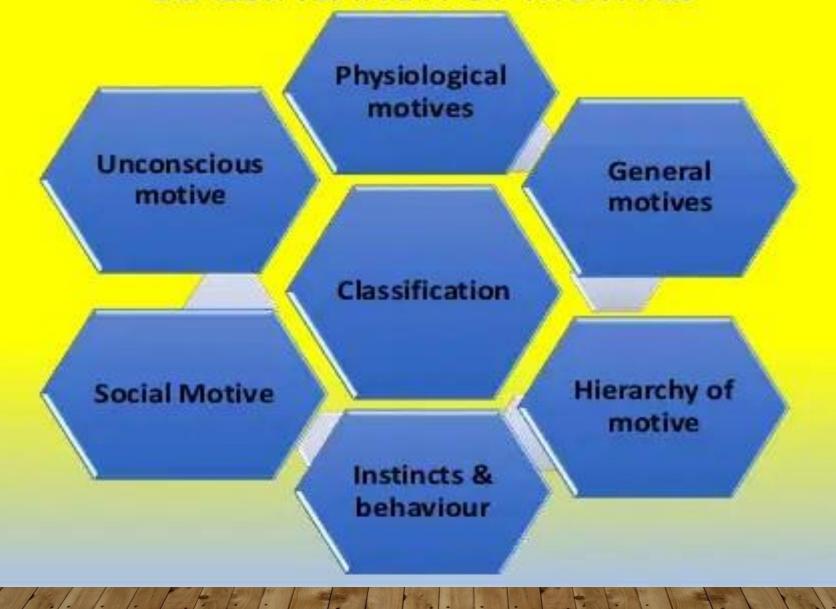
Caroll:

"A need gives rise to one or more motives. A motive is a rather specific process which has been learned. It is directed towards a gaol".

Fisher:

"A motive is an inclination or impulse to an action with some degree of orientation or direction."

CLASSIFICATION OF MOTIVES



PHYSIOLOGICAL MOTIVES:

- 1. Temperature
- 2. Pain
- 3. Sleep
- 4. Hunger
- 5. Thirst
- 6. Sex
- 7. Maternal Drive

GENERAL MOTIVES:

- Activity
- Exploratory drive
- Curiosity
- Manipulation
- Affection
- Fear

SOCIAL MOTIVES:

- Affiliation
- Social approval
- Status and power and prestige
- Security and achievement

MOTIVATION

MEANING:

Motivation is a need or desire that energizes and direct behaviour. It means inspiring other to do work for the accomplishment of the objectives of the organization.

DEFINITIONS OF MOTIVATION

 "Motivation is the process of arousing the action, sustaining the activity in process and regulating the pattern of activity".

-YOUNG

"Motivation refers to the states within a person or animal that drives behaviour toward some goals"

-MORGAN AND KING

NATURE OF MOTIVATION:

