**Motivation & Human Behaviour**

Motivation is the study of why we do the things we do or the
causes of our behavior

**Minds on…**

1. What does this mean?

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1. What implications does it have for helping us to
understand what roles wants or needs play when it
comes to motivating human behaviour?

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1. What about feelings and emotions? How are they connected to wants and needs? Therefore, how do they affect human behavior?

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What about habits, impulses & intuition?

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**So…**

Are we driven by our biological needs or our social needs? Example?

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Do you think it is a bit of both? If so, why?

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| **Biological Motivation** | **Social Motivation** |
| inborn or innate needs such as hunger | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ needs  |
| these needs are \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | need for social approval such as praise & rewards encourages learned behaviours that are desired |
| they are derived by **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** or genetics possibly through genetic pre-programming or predisposition such as personality  | these behaviours are driven by **\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** or our social environment |

**Nature versus Nurture?**

**Nature Nurture**

Freud, we are driven by Watson, & Skinner, we are
our life and death \_\_\_\_\_\_\_\_\_\_\_\_\_ driven by a desire for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* sexual drive - praise from others
* aggression



**Both**

Maslow, we are driven by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_initially,
but once they are met we are also driven by
\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* food, water, shelter
* security
* love and acceptance
* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* self-actualization