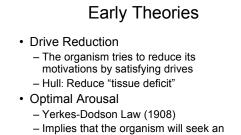
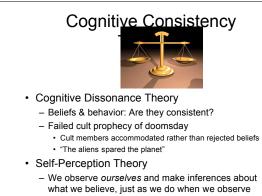


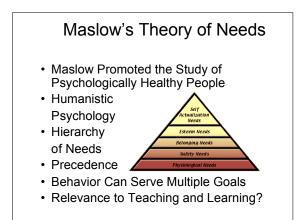
#### Need Theories of Motivation Fall Quarter 2007



optimal state of activity, rather than a minimal one



other people



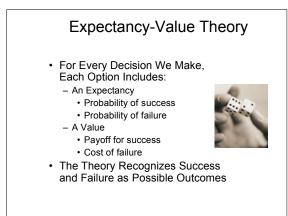
## Carl Rogers' Client-Centered Thera

- Applied Humanistic Psychology to Psychotherapy
- Assumed: Actualizing Tendency
   Self-Healing
  - Client, not patient
- Unconditional Positive Regard
- Active Listening
- Lasting Effects on Our Culture?

#### Achievement Motivation

- A Personality Trait
- Achievement Motivation
  - Also: Need for Achievement (nAch)
  - Individual differences
  - Cultural Differences
  - Renaissance Florence
- Thematic Apperception Test
  - Ambiguous pictures
  - Make up a story
  - Themes of achievement or avoidance?





## Self-Worth Theory

- Desire to Be Viewed as Able
   Covington's Self-Worth Theory
- Avoid Being Seen as Unable
  - Set very low goals
  - Set unrealistically high goals
  - Claim low effort
  - Claim low practice/preparation
  - Dismiss importance of the task
- Is Protecting Self-Worth Adaptive?

# Implicit Theories:

How do we think about our abilities?

- Entity Theory
  - "I'm not good at math."
  - Assumes fixed ability



- Incremental Theory
  - "I'll get these problems if I
  - keep working at them."
  - Assumes potential for growth





### **Performance Orientation**

Goal emphasis is on:

- · Performing well in the eyes of others
- · Appearing to be intelligent
- · Avoiding failure or looking ignorant
- · Performing better than others
- Attaining external rewards



### Mastery Orientation

Goal emphasis is on:

- Learning
- Mastery
- Intrinsic interest
- The Value of Skills/Concepts Being Learned



#### Performance Orientation

- · Ego Goals
- Ability-focused Goals
  Task-focused Goals
- Entity Theory
- Ego Involved
- Extrinsic Motivation
- Mastery Orientation
- Mastery Goals
- Incremental Theory
- Task Involved
- Intrinsic Motivation

## Factors that Encourage...

- **Performance Orientation** Competitive Classrooms
- · Standardized Testing
- Large Class Sizes
- Curricular breadth without depth
- · Societal Pressure Grades, college admission, accountability



### Factors that Encourage...



**Mastery Orientation** 

- Collaborative Classrooms
- Multiple/Differentiated Assignments and Assessments
- Intrinsically Motivating Tasks

