

### *Content Title: Motivation*

#### **Key points**

- Intrinsic and extrinsic motivation
- Factors that affect motivation

### *Practical Application/Explanation*

- It concerns our inner drives to achieve a goal and external pressures and rewards.
- It affects the intensity and direction of our behaviour.
- **Intrinsic motivation** – derived from feelings inside us e.g. fun, enjoyment in participating, excitement, personal accomplishment, pride and satisfaction.
- **Extrinsic motivation** – results from external factors e.g. rewards. These can be **tangible** (you can physically touch them) e.g. medals, badges, prizes, money. Or they can be **intangible** e.g. praise and status.
- Generally people who participate in sport are more intrinsically motivated. Although extrinsic motivators have been used to boost intrinsic motivation. This is called the 'additive principle'. This is most successful when the rewards are linked to improvements in performance or special achievements. These are called contingent rewards e.g. grading system in Karate, swimming badges. In some cases the use of extrinsic rewards can reduce intrinsic motivation, as they can be seen as controlling. Should the extrinsic rewards disappear, some individuals may stop participating in the activity.
- Research has shown that there are **4 main motives** as to why people participate in sport and exercise. These are:
  - Physical well-being
  - Psychological well-being
  - Improvement of performance
  - Assertive achievement i.e. accomplishing personal challenges and gaining status.
- Age and gender affect motivation – older people are more motivated by psychological well-being than younger people. Males are more motivated by assertive achievement than females.
- Optimum motivation – needed to perform at your best. Some factors affecting this are success, coach behaviour, arousal levels (Drive and Inverted U Theory), appropriate goals/targets, challenge.

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### Top Tips:

Think about what motivates you to participate in sport/exercise.

Do they fit into the four main motives above?

Think about effect of motivation on your performance both as a performer and as a coach/leader. Reflect on your personal experiences when answering questions relating to motivation.

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### *Exam Style Questions*

1. (a) (i) Explain how extrinsic rewards can influence sporting behaviour/performance. [3]  
(ii) Apart from using extrinsic rewards, explain another strategy you could use to support the learning process in a specific sporting activity. [3]
2. (a) What strategies could be used to develop intrinsic motivation in a young athlete? [3]  
(b) Describe how a performer's low self esteem can affect the learning of new skills and explain how a teacher/coach can help promote self esteem. [4]

Answers 