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Motivation: Incentive Approach • Incentives • thing that attract or lure people into action • Incentive approaches • behavior is a response to the external stimulus & rewards • Expectancy-value Theories • actions cannot be predicted or understood without understanding the beliefs, value, and importance

### **Motivation & Emotion - IVCC**

Chapter 9 • Motivation and Emotion 171 A drive is a state of tension or arousal produced by a need. It energises random activity. When one of the random activities leads to a goal, it reduces the drive, and the

### **Chapter 9 - Emotion and Motivation**

But, understanding how we think leads us to another issue • is motivation really what drives us? This article was an eye-opening read. In short, it says that for most of us, motivation isn't the problem. It's follow-through. The author, Peter Bregman, writes • Motivation is in the mind; follow-through is in the practice.

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"Motivation is about human striving, wants, desires, and aspirations - both your own, and the strivings and wants of those you care about, such as your future students, employees, and children. Johnmarshall Reeve's Understanding Motivation and Emotion, Fifth Edition addresses the hows and whys of motivation and helps readers develop the art of ...

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