

Learning

Intrinsic vs. Extrinsic Motivational Models

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Learning

Refers to the *relatively permanent* change in a **person's behavior** to a given situation brought about by his or her repeated experiences.

How Do We Learn?

Learner Focus

- Western Culture: the best learners are those who use their minds to inquire into the world.
- Eastern Culture: learning to perfect yourself morally; strive to become a more virtuous person.

How Do We Learn?

Teacher Focus

- Western Culture: a good teacher is one who arouses students' interest, explains clearly, uses effective instructions, and organizes activities well.
- Eastern Culture: a good teacher is one who has deep knowledge, can readily answer questions, and is a good moral model.

How Do We Learn?

Three Learning Skills

- Learn
- Un-learn
- Re-learn

Theories of Motivation

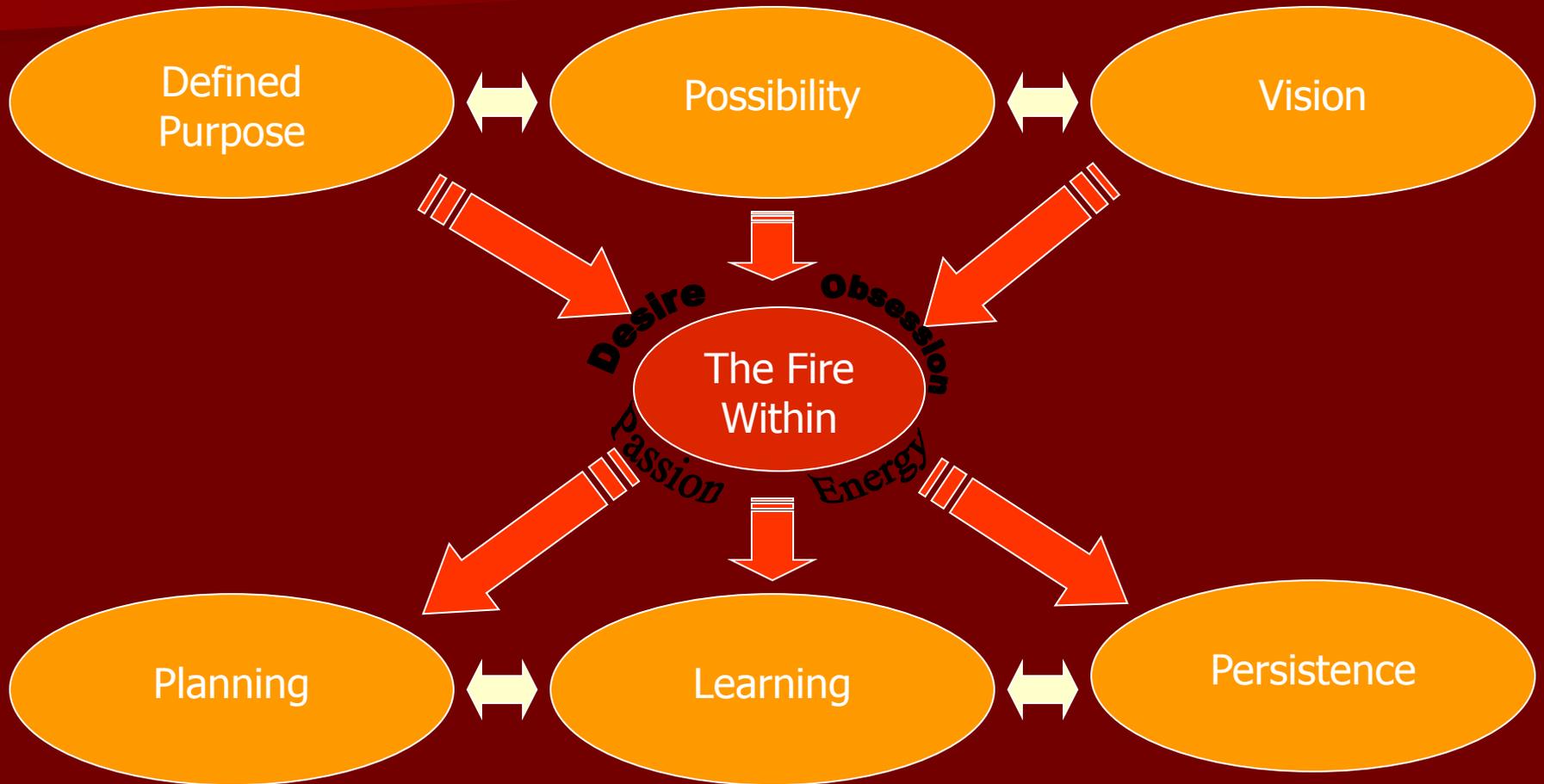
- Self-regulation
- Social Cognitive Theory
- Self-efficacy
- Self-management

Motivation

Three Types of Self-Influence

1. Self-satisfying/dissatisfying reactions to one's performance.
2. Perceived self-efficacy for goal attainment.
3. Readjustment of personal goals based on one's progress.

Motivation Model



Intrinsic vs. Extrinsic Motivation

- Cognitive Dissonance: Inconsistency between what you know and what you do as experienced by discomfort.
- Learning: Acquiring new knowledge, behaviors, skills, values, preferences or understanding.
- Motivation: The activation or energization of goal-oriented behavior.

Intrinsic vs. Extrinsic Motivation

- Intrinsic: comes from rewards inherent to a task or activity itself.
 1. Because you control the outcome
 2. Believe you can be effective in reaching the goal
 3. Interested in mastering a topic

Intrinsic vs. Extrinsic Motivation

- Extrinsic: comes from outside the performer.
 1. MONEY \$\$\$
 2. Coercion
 3. Threat of punishment

Motivation

- Is derived from **meaning**
- Is regulated by **expectation**

What are your expectations?

1. Consider what is probable or certain
2. Consider what is reasonable, due, or necessary
3. Consider what is obligated