

Motivation is the internal or external drive that compels a person to take action toward a goal. It is the reason behind a person's behavior, choices, and level of effort in pursuing something. Motivation can be **intrinsic** (driven by personal satisfaction, passion, or curiosity) or **extrinsic** (influenced by external rewards like money, recognition, or pressure).

Motivation can be broadly categorized into two main types:

## 1. Intrinsic Motivation

This comes from within a person and is driven by personal satisfaction, curiosity, or a sense of purpose. It is not influenced by external rewards.

*Examples:*

- Engaging in a hobby because you enjoy it
- Learning a new skill out of curiosity
- Solving a complex problem for the challenge

## 2. Extrinsic Motivation

This is driven by external factors such as rewards, recognition, or avoiding punishment.

*Examples:*

- Working hard for a bonus or promotion
- Studying to pass an exam
- Following rules to avoid penalties

## Other Types of Motivation

Beyond intrinsic and extrinsic motivation, there are more specific types:

### 3. Achievement Motivation

- The drive to accomplish goals and excel
- Common in competitive settings (sports, academics, business)

### 4. Power Motivation

- The desire to influence, lead, or control situations or people
- Seen in leadership roles and politics

### 5. Affiliation Motivation

- The need to build relationships and be part of a group
- Drives teamwork, social interactions, and networking

### 6. Fear-Based Motivation

- Driven by the fear of failure, punishment, or negative consequences
- Example: Working hard to avoid being fired

### 7. Incentive Motivation

- The pursuit of rewards such as money, recognition, or prizes
- Common in sales jobs, competitions, and workplaces

### 8. Competence Motivation

- The desire to improve skills and master a subject
- Example: Athletes training to perfect their technique

### 9. Attitude Motivation

- Driven by a positive outlook and the desire to influence others positively
- Example: Motivational speakers and social activists

### 10. Expectancy Motivation

- Based on the belief that effort leads to results
- Example: Employees working harder because they expect a promotion