Academic Institution

Motivation and Human Behavior

Purpose Statement

By

Name

Location

Date

Motivation and Human Behavior

 Motivation is an essential factor behind every human action. It is the basic driving force that urges a person to take action, against any given circumstances. Different people are driven by different motivating factors; some are motivated by physiological needs like basic necessities, for example, food shelter, water, and clothing, etc., whereas others are driven by other psychological needs which include self-esteem, self-actualization, and achievement.

 I took the Achievement Motivation survey and found out that the factors that drive me the most are psychological in nature. I am not much motivated by money or materialistic rewards but it is the achievement and the appreciation that drives me. I enjoy working when there is a chance of success; I like getting the feeling of achieving something or reaching a milestone.

 My dominant motivator, the need for achievement and self-actualization, has a deep link with, my emotional state. It is actually fueled by my feelings and emotions. My emotional state bucks me up to achieve something and the thought of that feeling that I will get after achieving that particular goal, keeps me charged up.

 Through a thorough study of literature, I came to know that there a theory for this kind of motivational drive in psychology. It is known as Maslow’s Need Hierarchy[[1]](#footnote-1) that defines various motivational factors for different kinds of individuals (Feldman 2006).

**Bibliography**

Feldman, Robert S. "Maslow's Hierarchy: Ordering Motivational Needs." In *Understanding Psychology*, by Robert S. Feldman, 316. McGraw-Hill Education, 2006.

1. Feldman, Robert S. "Maslow's Hierarchy: Ordering Motivational Needs." In *Understanding Psychology*, by Robert S. Feldman, 316. McGraw-Hill Education, 2006. [↑](#footnote-ref-1)