

Motivation

Psychology

Drive, arousal and self-determination — three levels of explanation.

Major theoretical accounts.

Theory	Claims
Drive reduction	Behaviour reduces physiological need
Arousal	We seek an optimal level of stimulation
Yerkes-Dodson	Inverted-U between arousal and performance
Incentive	Behaviour pulled by external rewards
Self-determination	Autonomy, competence, relatedness
Expectancy-value	Motivation = expectancy × value

Yerkes-Dodson's optimum is lower for difficult tasks: complex work is disrupted by arousal that would help a simple one.