

# Motivation and sport

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# Motivation

- The term 'motivation' is derived from the word 'motive'. Motive may be defined as needs, wants, drives or impulses within the individual.
- motivation is a complex set of internal and external forces that induces one to behave in a certain way
- Nothing is more important than motivation, not even talent.
- Why is motivation so important?  
It is the fuel used to ignite behavior

*Behavior most typically associated with motivation are:*

- **Choice** (e.g. choosing to join a sports team, choosing to go to practice)
- **Effort** (e.g. intensity with which people direct their energies toward a goal)
- **Persistence** (most important achievement behavior, commitment to whatever you choose to do despite numerous obstacles)
- The processes that account for an individual's intensity, direction, and persistence of effort toward attaining a goal.

# Needs and Motivation

- Human behavior is never random, we all seek rewards and satisfaction for what we do
- E.g. humans are motivated by hunger and seek to reduce their need by eating
- People are motivated to fulfill their needs
- Three prominent NEEDS athletes seek to fulfill by participating in sport:
  1. experience stimulation and challenge
  2. be accepted and belong to a group
  3. gain and demonstrate competence to feel worthy

## 1. **Need to experience stimulation and challenge**

- All humans possess need this need
- Sport is a terrific environment to meet this need because all athletes begin and continue sport participation because it is fun
- Motivation is developed and enhanced when athlete's needs for optimal stimulation and challenge are met

## 2. **What are some strategies to enhance motivation through acceptance and belonging?**

- Team building activities (increase cohesion)
- Social gatherings/activities
- Coaches should show interest in each individual athlete to make them feel accepted

### 3. **Need to demonstrate competence to feel worthy**

- human beings are born with an innate need to be competent
- People strive to be competent at something that makes them feel worth as human beings

#### *Positive Cycle of Motivation*

- if we enjoy something, we do it more
- If we do it more, we get better at it
- When we get better at it, we enjoy it more

# Types of Motivation

## **Positive motivation:**

- if a coach says the player will get a bonus \$500 if he wins. **Athletes** who utilize **positive motivation** are more likely to take risks, be creative and perform under pressure.
- **Negative motivation,**
- punishment for poor performance. (no performance or misbehavior, out from the team)




## **Extrinsic Motivation:**

- in which includes external factors.
- something tangible reward (such as trophies, money or praise from a coach).

## **Intrinsic Motivation:**


- engaging in an activity purely for pleasure and satisfaction derived from doing the activity.
  - Accomplishment
  - Stimulation
  - To know




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- A research showed the motivations that lead the participants to enjoy during sports.
    1. Physical Well-being.
    2. Psychological Well-being.
    3. Improvement of performance.
    4. Assertive achievement.
  - A scale used to measure the level of motivation of an individual is Participant Motivation Inventory (PMI).
  - A technique used to boost up the intrinsic motivation of an individual by adding some extrinsic motivation is known as “The additive principle”.

# Hierarchy of Needs Theory

- Maslow's theory of needs: Maslow's theory maintains that a person does not feel a higher until the needs of current level have been satisfied. A motivational theory in psychology comprising a five-tier model of human needs
1. **Physiological.** Includes hunger, thirst, shelter, sex, and other bodily needs.
  2. **Safety.** Security and protection from physical and emotional harm. (Having a safe environment.)
  3. **Social.** Affection, belongingness, acceptance, and friendship. (Have relationships with others)

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4. **Esteem.** Internal factors such as self-respect, autonomy, and achievement, and external factors such as status, recognition, and attention. (To become competent and to be recognized)
  
  5. **Self-actualization.** Drive to become what we are capable of becoming; includes growth, achieving our potential, and self-fulfillment.
- Physiological and safety needs, where the theory says people start, were lower-order needs and social, esteem, and self-actualization were higher-order needs .
  
  - Higher-order needs are satisfied internally (within the person), whereas lower-order needs are predominantly satisfied externally (by things such as pay, union contracts, and tenure).

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- **Attributions** are inferences that people make about the causes of events and behavior. People make attributions in order to understand their experiences. Attributions strongly influence the way people interact with others.

## **Types of Attributions**

- **Weiner's model of attribution:** Weiner (1992) proposed a model of self-attribution based on two factors, whether we make an internal or external attribution and whether this attribution is stable over the time or varies from situation to another.

## Types of attributions;

1. Internal attribution: People assume that an event or a person's behavior is due to personal factors such as traits, abilities, or feelings.
2. External attribution: People assume that a person's behavior is due to situational factors.


Self-serving bias is the common habit of a person taking credit for positive events or outcomes, but blaming outside factors for negative events.

**Example:** sana car breaks down on the freeway. If she believes the breakdown happened because of her ignorance about cars, she is making an internal attribution. If she believes that the breakdown happened because her car is old, she is making an external attribution


- **Stable vs. Unstable**
- When people make a **Stable Attribution**, they infer that an event or behavior is due to stable, unchanging factors. When making an **Unstable Attribution**, they infer that an event or behavior is due to unstable, temporary factors.
- **Example:** Ali gets a D grade on his sociology term paper. If he attributes the grade to the fact that he always has bad luck, he is making a stable attribution. If he attributes the grade to the fact that he didn't have much time to study that week, he is making an unstable attribution.

# Expectancy Theory

- It says that individuals have different sets of goals and can be motivated if they have certain expectations
- Vroom's Expectancy Theory was proposed by Victor. H. Vroom (1964). who believed that people are motivated to perform activities to achieve some goal to the extent they expect that certain actions on their part would help them to achieve the goal
- Expectancy theory argues that the strength of our tendency to act a certain way depends on the strength of our expectation of a given outcome and its attractiveness

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- This theory emphasizes the needs for organizations to relate rewards directly to performance and to ensure that the rewards provided are deserved and wanted by the recipients
  - Vroom introduces three variables within the expectancy theory which are
    - Expectancy (E)
    - Instrumentality (I)
    - Valence (V)



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- 1) **Expectancy** – the level of effort an employee/sportsman is willing to exert in hopes that the increased effort will result in better performance.
  - 2) **Instrumentality** – the belief that if you perform well, then a valued outcome will be received. This reward may come in the form of a trophy, pay increase, recognition or sense of accomplishment
  - 3) **Valence** – the importance that the individual places upon the expected outcome

# McClelland theory of needs

- David McClelland introduced this theory during 1960's.
- It is based on Maslow's hierarchy of need.
- According to him individual posses three needs which are not innate they are learned through culture, age and experiences.
- According to David McClelland, there are 3 main needs

## Need Of Achievement

- The individuals who possess this need have following characteristics :
  - They are Challenging
  - They like working Alone or with other Achievers
  - They are self motivated
  - They like feedback to assess their progress
  - These individuals will perform better if money is linked with their achievements. “It is the desire to do better solve problems or master complex problems

## **Need for Affiliation**

- Individual having this need have following characteristics.
  - They are concerned in “being liked” and “being accepted”
  - They Form Informal Relationships
  - They are very cooperative
  - These people perform better in Team. “Desire for friendly and warm relationship with others”



## **Need of Power**

- People with this need have following characteristics.
  - They Like to control others
  - They are argumentative
  - They have ability to influence people
  - These people are suitable for leadership roles. “It is the desire to control other and influence their behavior”