

## Keywords

| Word                 | Definition                                     |
|----------------------|------------------------------------------------|
| Motivation           | A drive to succeed.                            |
| Intrinsic motivation | Motivation from within.                        |
| Extrinsic motivation | Motivation from an outside source.             |
| Tangible rewards     | Rewards that can be touched or held, physical. |
| Intangible rewards   | Non-physical reward.                           |



## Key skills

- Understand the types of motivation that can be used to increase performer effort and task persistence.
- Evaluate the effectiveness of intrinsic and extrinsic motivation for a beginner and an elite performer.

## Motivation

Keeping individual sports performers and members of teams motivated is a high priority for sports coaches.

**Motivation** keeps the players on track and means that they are persistent and consistent in giving their best in every game.

Motivation is the drive to succeed. It is the external stimuli and internal mechanisms that drive and direct behaviour.

### Intrinsic and Extrinsic Motivation

**Intrinsic motivation** would show itself with a feeling of pride and satisfaction at having completed a task, such as when a climber completes a difficult route or when a runner completes a marathon.

**Extrinsic motivation** comes from an outside source such as the coach or other players; it could even come from spectators cheering you on such as the crowds that support and encourage the runners in the London Marathon.

Extrinsic can be presented in two forms:

**Tangible rewards** – these are physical and can be touched e.g certificates, trophies, medals.

**Intangible rewards** – these are non-physical such as the praise or encouragement from a coach or the applause from the crowd.



## Intrinsic and Extrinsic motivation

Coaches and players must be careful not to place too much emphasis on extrinsic rewards, since over-use may lead to a loss in value and incentive. Extrinsic rewards may also place pressure on players to get the reward which could lead to cheating and it undermines the intrinsic reasons for competing.

Intrinsic motivation is better because it is stronger and longer lasting.

*A climber completing a route gains a sense of satisfaction and pride.*



A coach should maintain intrinsic and extrinsic motivation by using some of the following strategies.

- Offering rewards and incentives early on, such as 'player of the week'
- Making the activity fun and enjoyable, perhaps by including mini-games and easier tasks to allow success.
- Pointing out the health benefits of doing the task.
- Breaking the skill down into parts, to allow success on each part.
- Point out role models to whom the performer can aspire.
- Making the performer feel responsible for any success achieved by giving praise.
- Attributing success internally, in other words telling the performer that a good result was down to them, they played well.
- Setting goals or targets that are achievable by the performer.
- Using feedback to inspire and correct errors.



*The crowd cheering you on during an athletic event gives extrinsic motivation.*

## Pathway

**Previous knowledge:** Personality, attitude, achievement motivation, confidence and self-efficacy, attribution, social facilitation and inhibition, arousal, anxiety, stress management, aggression, leadership, group dynamics and cohesion, goal setting.

**Future links:** from teaching sequence

**Careers:** from curriculum narratives

## Cross curricular links