Motivation: Hierarchy of Needs

What is motivation?

- An internal state that arouses, directs, and maintains behavior

Intrinsic and Extrinsic Motivation

- *Intrinsic*—relies on internal and personal empowerment.
- *Extrinsic*—relies on external, environmental factors such as rewards and punishment

(True behavior change occurs when you are intrinsically motivated)

The ASC views motivation through the lens of the **Humanistic Approach**!

...This means we want students to look *internally* to recognize what is important. We emphasize *personal freedom, self-determination, and a desire to grow*!

**Maslow’s Hierarchy of Needs** portrays human’s needs by order of importance. The most necessary desires are located at the foundation of the pyramid. Student development is displayed by progressing into higher domains.

- Where would you rate yourself on this?
- How does this rating influence your college experience?
- How could you move into the higher domains?

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