

# MOTIVATION & EMOTION

## Extrinsic motivation & goal-setting



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Image source  
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### Overview



1. Extrinsic motivation (Ch 5)
2. Goal setting & goal striving (Ch 8)



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### Extrinsic motivation

**Reading:**  
**Reeve (2015),**  
**Ch 5**  
(pp. 116-151)



Image source:  
[https://commons.wikimedia.org/wiki/File:Carrot\\_and\\_stick\\_motivation.svg](https://commons.wikimedia.org/wiki/File:Carrot_and_stick_motivation.svg)

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## Outline – Extrinsic motivation

- Quasi-needs
- Extrinsic motivation
- Incentives, consequences, and rewards
  - Incentives
  - Reinforcers
  - Consequences
- Hidden costs of reward
  - Intrinsic motivation
- IM vs. EM
- Expected and tangible rewards
- Implications
- Benefits of incentives, consequences, and rewards
- Cognitive evaluation theory
  - Controlling and informational events
- Types of EM
- Motivating others to do uninteresting tasks

Based on Reeve (2015, pp. 116-117)

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## Quasi-needs

- Situationally-induced wants that create tense energy to engage in behaviour to reduce built-up tension.
- Deficiency-oriented.
- What we lack, yet want, from the environment in a rather urgent way.

### Examples:

- an umbrella in the rain
- a bandaid for a cut
- a secure job

Based on Reeve (2015, pp. 119)

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## Extrinsic motivation

Environmentally-created reason (e.g., incentives or consequences) to engage in an action or activity.

“**Do** this in order to get **that**” type of motivation

requested behaviour

extrinsic incentive or consequence

“What’s in it for me?”  
motivation

Based on Reeve (2015, pp. 120)

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## Rewards

How do rewards work?  
Do they facilitate desirable behaviour?

An extrinsic reward  
enlivens positive  
emotion and facilitates  
behaviour because they  
signal opportunity for a  
personal gain.

When events take an  
unexpected turn for the  
better, then **dopamine** is  
released and **Behavioural  
Activation System (BAS)**  
neural activation occurs, as  
the brain inherently latches  
onto the environmental  
signal of the unexpected  
gain.

Based on Reeve (2015, pp. 124-125)

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## Any external event (Rewards)

### Controlling function

"If you do X,  
then you get Y."

- Decreases intrinsic motivation
- Interferes with quality of learning
- External regulation increases
- Self-regulation undermined

### Informational function

"Because you  
were able to do X,  
that means  
you are effective,  
competent."

- Increases intrinsic motivation
- Enhances high-quality learning
- Enhances self-regulation

Based on Reeve (2015, pp. 124-125)

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## Do punishers work?

Do they suppress undesirable behaviour?

Research shows that **punishment** is an **ineffective**  
motivational strategy (popular but ineffective)

### "Side effects"

#### Negative emotionality

e.g.,

- crying,
- screaming,
- feeling afraid

#### Impaired relationship

between punisher  
and punishee.

#### Negative modeling

of how to cope with  
undesirable  
behaviour in others.

Based on Reeve (2015, pp. 128-130)

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## Immediate & long-term consequences of corporal punishment (Spanking)

- Short-term:
  - Immediate compliance
- Long-term:
  - Aggression
  - Anti-social behaviour
  - Poor mental health
  - Poor quality of relationship with parent
  - Victim of physical abuse
  - More likely to abuse own child
  - More likely to get a criminal record

Based on Reeve (2009, Figure 5.3, p 129)

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## Hidden cost of rewards

Extrinsic rewards can have unexpected, unintended, and adverse effects on intrinsic motivation, learning, and self-regulation.

### Using a reward to engage someone in an activity

#### Intended primary effect

- Promotes compliance (behavioural engagement in the activity)

#### Unintended primary effect

- Undermines intrinsic motivation
- Interferes with the quality and process of learning
- Interferes with the capacity for autonomous self-regulation

Based on Reeve (2015), pp. 130-131)

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## Intrinsic motivation

The inherent desire to engage one's interests and to exercise and develop one's capacities.

"I am **doing this** because **it is ...**" type of motivation

engaged activity

interesting, fun, enjoyable, satisfying psychological needs (i.e., autonomy, competence, relatedness)

Based on Reeve (2015, pp. 130-131)

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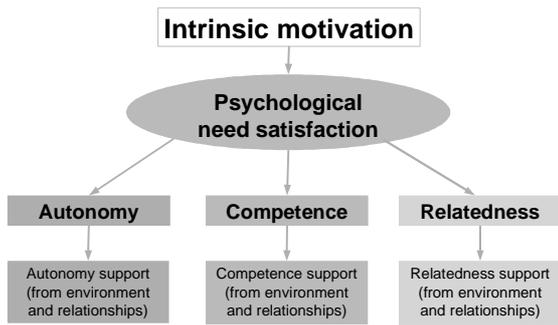
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## Origins of intrinsic motivation



Based on Reeve (2015, Figure 5.4, p. 131)

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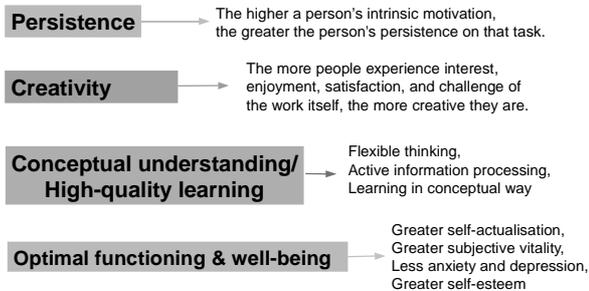
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## Benefits of intrinsic motivation



Based on Reeve (2015, pp. 131-133)

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## Benefits of incentives, consequences, and rewards

When there is **no** intrinsic motivation to be undermined, rewards can make an otherwise uninteresting task seem suddenly worth pursuing e.g.,



Based on Reeve (2015, pp. 137-139)

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## Reasons not to use extrinsic motivation (even for uninteresting endeavors)

**Extrinsic motivators** undermine the quality of performance and interfere with the process of learning.

**Using rewards** distracts attention away from asking the hard question of why a person is being asked to do an uninteresting task in the first place.

**There are better ways** to encourage participation than extrinsic bribery.

**Extrinsic motivators** still undermine the individual's long-term capacity for autonomous self-regulation.

Based on Reeve (2015, p. 138)

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## Cognitive evaluation theory

Predicts the effects of an extrinsic event on a person's I-E motivation based on the event's effect on the psychological needs for competence and autonomy.

All external events have **two functions**:

**Control behaviour**  
**Inform competence**

Which function is more salient determines how the external event will affect intrinsic and extrinsic motivation.

Based on Reeve (2015, pp. 139-140)

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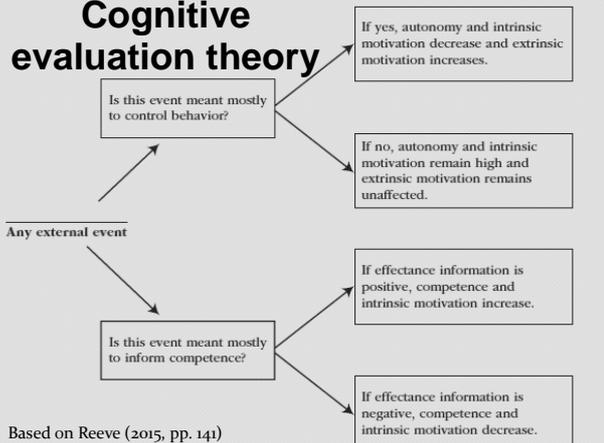
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## Cognitive evaluation theory



Based on Reeve (2015, pp. 141)

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## What makes us feel good about our work? Dan Ariely

### TED Talk (20 mins) Start at 9:54

[http://www.youtube.com/watch?feature=player\\_detailpage&v=5aH2Ppjpcho#t=594](http://www.youtube.com/watch?feature=player_detailpage&v=5aH2Ppjpcho#t=594)



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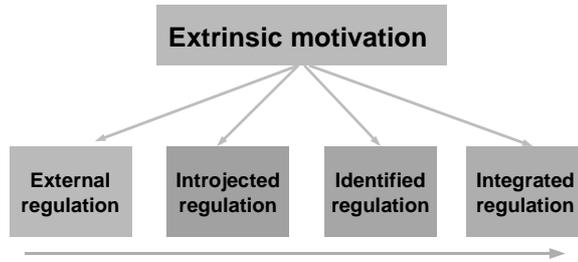
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## Types of extrinsic motivation

Self-Determination Theory (SDT) posits that different types of motivation can be organised along a continuum of self-determination or perceived locus of causality.



Based on Reeve (2015, p. 142-147)

Increasing autonomy

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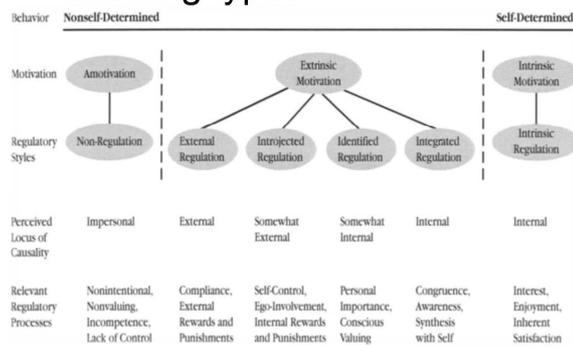
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## Self-determination continuum showing types of motivation



Based on Reeve (2015, Figure 5.6, p. 143)

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## Building interest in a particular domain

### Characteristics of the environment

Object and activities that are novel, surprising, need-satisfying, and relevant to one's goals.

Builds situational interest

### Characteristics of the person

Person develops an enduring disposition to prefer activity in a particular domain.

Builds individual interest

Actualised experience of interest

Increased:  
• Attention  
• Learning  
• Knowledge  
• Achievement

Based on Reeve (2015), pp. 147-149) **28**

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## Extrinsic motivation summary

- Extrinsic motivation arises from environmental rewards and punishments (operant conditioning) Incentives  
Consequences  
Rewards
- Hidden cost → undermining of intrinsic motivation
- Cognitive evaluation theory controlling or informational?  
Autonomy  
Competence
- Types of extrinsic motivation External Regulation  
Introjected Regulation  
Identified Regulation  
Integrated Regulation
- Motivating others to do uninteresting activities

Based on Reeve (2015, pp. 149-150)

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## Goal setting & goal striving



Reading:  
Reeve (2015)  
Ch 8  
(pp. 213-238)

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## Outline – Goal setting & goal striving

- Plans
  - Corrective motivation
  - Discrepancy
  - Affect and feelings
  - Two types of discrepancy
- Goal setting
  - Goal-performance discrepancy
  - Difficult, specific goals enhance performance
  - Feedback
  - Criticisms
  - Long-term goal setting
- Goal striving
  - Mental simulations
  - Implementation intentions
- Goal disengagement

Based on Reeve (2015, p. 213) 31

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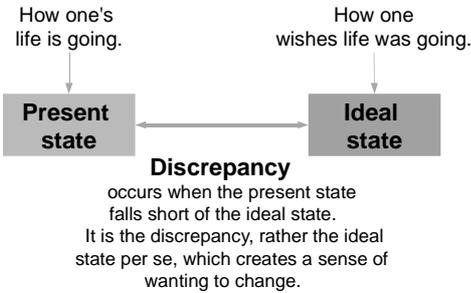
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## Discrepancy between present and ideal states



Based on Reeve (2015, pp. 218-219)

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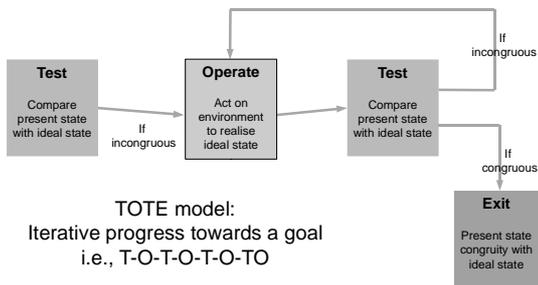
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## The TOTE unit

The cognitive mechanism by which plans energise and direct behaviour towards an "ideal state".



Based on Reeve (2015, Figure 8.1, p. 216)

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## Two types of discrepancy

### Discrepancy reduction

Based on the discrepancy-detecting feedback that underlies plans and corrective motivation.

### Discrepancy reduction

corresponds to plan-based corrective motivation.

Discrepancy reduction is reactive, deficiency overcoming, and revolves around a feedback system.

### Discrepancy creation

Based on a "feed-forward" system in which the person looks forward and proactively sets a future, higher goal.

### Discrepancy creation

corresponds to goal-setting motivation.

Discrepancy creating is proactive, growth pursuing, and revolves around a "feed-forward" system.

Based on Reeve (2015, pp. 219-220)

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## Affect and feelings

- If making good progress, positive affect is experienced
- If making poor progress, negative affect is experienced
- Affective responses provide informational feedback to guide corrective action and energise action.

Based on Reeve (2015, p. 219) 35

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## Corrective motivation

**Discrepancy** between actual and ideal states does not automatically trigger action. Instead, discrepancy creates "**corrective motivation**", i.e., desire to reduce the discrepancy by either:

Corrective motivation  
to reduce discrepancy  
between actual and ideal:

Act to  
achieve  
ideal state

or

Change  
and revise  
the goal

Based on Reeve (2015, pp. 217-218)

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## Goal setting

A goal is what an individual is trying to accomplish.

### Standard

a definition of what adequate performance is

Goals are reference points for guiding action so that one can evaluate the adequacy for one's performance.

Goals define the cross-over point between satisfaction and dissatisfaction.

### Incentive

a performance criterion for reinforcement

A target to aim for - usually with an external object to aim for such as money or a high grade.

Based on Reeve (2015, pp. 220-221)

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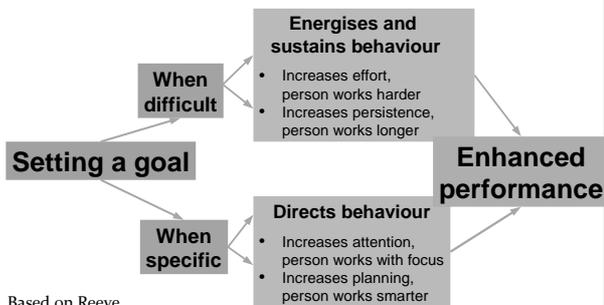
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## Difficult and specific goals raise performance to remove goal-performance discrepancies



Based on Reeve (2015), Figure 8.2, pp. 224)

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## Additional goal mechanisms

Why do goals work to increase performance?

Clarify performance expectations.

Counteract apathy, boredom.

Make feedback important.

Without goals, performance can be emotionally unimportant.

Attainment can generate feelings of pride, satisfaction, or competence that the task itself cannot generate.

Based on Reeve (2009, p. 214)

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## Should I make my goals public?

Common wisdom is that sharing goals helps people to achieve them because it creates social expectation.

However, when you tell someone your goal, the mind is tricked into feeling that it's already done. and then you're less motivated to do the actual hard work.

Therefore, if you're going to tell someone your goals, make sure to do so in such a way that you derive no satisfaction from doing so.

**Derek Sivers:**

**Keep your goals to yourself (3:15 mins):**

[http://www.ted.com/talks/derek\\_sivers\\_keep\\_your\\_goals\\_to\\_yourself](http://www.ted.com/talks/derek_sivers_keep_your_goals_to_yourself)

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## Feedback

- Along with goals, feedback is vital for goal attainment
- Provides knowledge of results and documents the performer's progress
- Defines performance against a standard
  - Above standard
  - At standard
  - Below standard
- Acts as a reinforcer or punisher
- Instructive to future goal setting efforts

Based on Reeve (2015, p. 225)

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## Effect-sizes from 500+ meta-analyses of various influences of school achievement

Influence	No. of effects	Effect-Size
Feedback	139	1.13
Students' prior cognitive ability	896	1.04
Instructional quality	22	1.00
Instructional quantity	80	.84
Direct instruction	253	.82
Acceleration	162	.72
Home factors	728	.67
Remediation/feedback	146	.65
Students disposition to learn	93	.61
Class environment	921	.56
Challenge of Goals	2703	.52
Bilingual programs	285	.51
Peer tutoring	125	.50
Mastery learning	104	.50
Teacher in-service education	3912	.49
Parent involvement	339	.46
Homework	110	.43
Questioning	134	.41
OVERALL EFFECTS	500,000+	.40

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## Effective feedback

Effective feedback answers 3 questions:

- Where am I going? (goals) Feed Up
- How am I going? Feed Back
- What next? Feed Forward

Based on Hattie and Timperley (2007, Figure 1)

3-step  
Experiential  
Learning  
Cycle

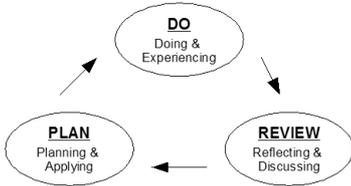


Image source: <http://www.wilderdom.com/experiential/elc/ExperientialLearningCycle.htm> 43

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## Feedback to enhance learning

Hattie & Timperley (2007)

- Feedback is the single most important predictor of achievement
- But feedback alone is not sufficient – effective instruction is also needed
- Feedback is powerful – but it can be helpful or harmful

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## Criticisms of goal setting

Goal setting has advantages, but pitfalls include that:

- Goal setting works best when tasks are relatively uninteresting and straightforward
- Goal conflict, overload, and stress
- Undermining of intrinsic motivation

Based on Reeve (2015, pp. 225,227)

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## Long-term goal setting

- For uninteresting tasks, short-term goals help to make them more interesting by creating extrinsic motivation.
- For interesting tasks, only long-term goals enhance intrinsic motivation. Short-term goals can be experienced as controlling distractions (undermining autonomy).

Based on Reeve (2015, pp. 225,227)

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## Problems with long-term goal setting

- Lack of immediate performance feedback
  - Prolonged unreinforced performance



Goal commitment is likely to decrease  
(especially if the LTG is uninteresting)



### Solution

Translate LTG into a series of short-term goals

- LTG e.g.,: Become a psychologist
- STG e.g.,: Pass Exam X

Based on Reeve (2015, pp. 227-228)

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## Goal striving

Goal striving (effort, persistence, attention, strategic planning) is needed to translate goal setting into performance and goal attainment.

- **Mental stimulation:** Focus on visualising processes and actions required for success (rather than imagining what it would feel like to achieve the goal).
- **Implementation intentions:** Advanced planning for when, where, and how goal striving will be actioned. Addresses self-regulation requirements for:
  - Getting started
  - Staying on track
  - Resuming after interruption

**If ... then**

Based on Reeve (2015, pp. 228-234) 48

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## Goal disengagement

- Goal disengagement is knowing when to stop and abandon a goal (e.g., if it is unattainable or a more important, incompatible goal is adopted).
- Ill-advised goal striving can make the goal striver vulnerable to failure feedback and psychological distress.
- "When one door closes, another door opens; but we so often look so long and regretfully upon the closed door, that we do not see the ones which open for us". - Alexander Bell

Based on Reeve (2015, p. 235-236) 49

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## Summary

1. Ideal-actual discrepancies creates cognitive motivation → plan of action to remove discrepancy (corrective motivation).
2. Goals that are specific, difficult, and self-congruent generally improve performance.
3. Feedback provides information about performance which generates negative or positive emotional motivational states accordingly.
4. Short-term goals provide rich feedback; long-term goals foster intrinsic motivation.
5. Implementation intentions help focus, start, continue, and resume: If (situational cue) → Then (goal striving action)
6. Goal disengagement is reduction or cessation of effort in the face of unattainable goals. Adaptive when it frees up resources to allocate to a different goal.

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## Next lecture



Personal control beliefs  
(Ch 9)

The self & its strivings  
(Ch 10)

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## References

- Hattie, J., & Timperley, H. (2007). The power of feedback. *Review of Educational Research*, 77(1), 81-112.
- Reeve, J. (2009). *Understanding motivation and emotion* (5th ed.). Hoboken, NJ: Wiley.

Note: Detailed image credits are in the slide notes

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## Open Office Impress

- This presentation was made using Open Office Impress.
- Free and open source software.
- <http://www.openoffice.org/product/impress.html>



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