

Motivation — Practice Worksheet

This worksheet covers the sources of motivation, Deci and Ryan's self-determination theory, and Maslow's hierarchy of needs.

Part A — Sources and self-determination theory

Q1. Define the psychological term 'motivation'. (1 mark)

Q2. For each scenario, identify the state of motivation (amotivation, extrinsic or intrinsic):

- A. A staff member arrives on time because they are paid to. _____
- B. A staff member arrives on time because it makes them feel good. _____
- C. A staff member does not arrive on time as they feel no drive to. _____

(3 marks)

Q3. Complete the table defining each of Deci and Ryan's psychological needs. (3 marks)

Need	Definition
Autonomy	
Competence	
Relatedness	

Q4. A teacher lets a student choose their topic, gives regular feedback, and allows group work. Apply self-determination theory to explain how the teacher is keeping the student motivated. (6 marks)

Part B — Maslow's hierarchy of needs

Q5. Summarise Maslow's theory of motivation. *(5 marks)*

Q6. Describe each element of Maslow's (1954) hierarchy of needs. *(10 marks)*

Q7. Explain the three needs added in Maslow's (1970) expansion: cognitive, aesthetic and transcendence. *(6 marks)*

Self-determination theory describes the quality of motivation (amotivation → extrinsic → intrinsic) and three psychological needs; Maslow arranges needs in a hierarchy from deficiency needs up to the growth need of self-actualisation.