

Augustana College

EDUC 245 – Educational Psychology & Measurement

Concepts addressed:

Theoretical Foundations of Human Motivation and Behavior: Important terms that relate to motivation and Behavior

Intrinsic Motivation - activities that are their own reward

Extrinsic Motivation - external factors like rewards and punishment

Locus of Causality - the internal or external cause of the behavior

Reward - desired object or event that is the consequence of behavior

Incentive - object or event that encourages or discourages behavior

Goal - what an individual tries to accomplish

Learning Goal- individual tries to improve their abilities and reach their goals regardless of how they may appear to others

Performance Goal- individual focuses on how they appear to others when reaching their goals

Maslow's Hierarchy of Needs - humans have needs that motivate them to reach their goals (humanistic approach to motivation)

Deficiency Needs - Maslow's four lower-level needs: 1) Physiological needs (shelter, food), 2) safety needs, 3) belongingness and love needs and 4) esteem needs. These needs must be satisfied before the individual can progress up the hierarchy.

Being Needs - Maslow's three higher-level needs: 1) need to know and understand, 2) aesthetic needs, 3) and self-actualization needs (fulfilling your potential).

Learned helplessness - due to past experiences students believe they will fail, they have no control over the situation. Students with learning disabilities and those who face discrimination are particularly susceptible to this.

Behaviorism - motivated by rewards and incentives

Expectancy x Value Theory - students' expectations for success combined with how much they value the goal determines their motivation

Attribution Theory - Students' explanations for failure and success influences their motivation (internal/external, stable/unstable, controllable/uncontrollable)

Self-efficacy theory - student's beliefs about their competency

Anxiety - tension and stress