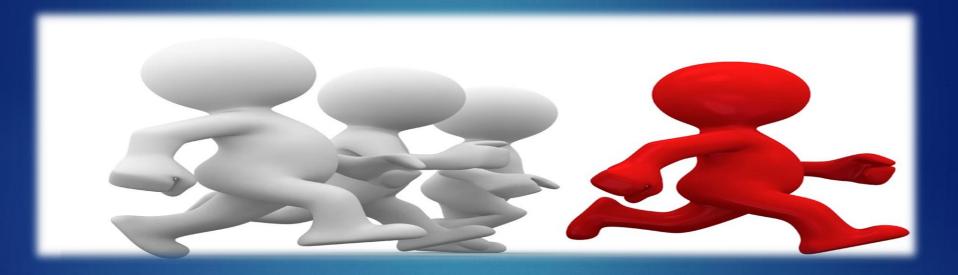
Leadership and Motivation



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Motivation

Motivation means "something within a person that causes a person to act. or move or behave in a manner that has a purpose" (Walters.1978:218)

Motivation is an intrinsic state of a person. that are encouraged to act in a direction and continuity (Anita E. Woolfolk 1995)

Motivation is the condition of increasing behavior. An act or activity of a person, by a person deliberately committing a behavior in order to achieve the desired goal. (Domjan 1996)

Nature of Motivation

There are many human motivations. and as a social animal People also want to be emotionally attached and grouped with others. internal factors and external factors.





Motivation influences productivity. The produce of the work will be of good quality. Organizational responses to tasks and ways of working are different. Motivating employees is therefore important. It can be concluded that the importance of It works like this:

- 1. Energy
- 2. Persistence
- 3. variability
- 4. work ethics

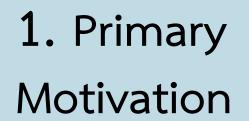
Psychologists divide motivation into two types

1. Intrinsic Motivation

It is the motivation that occurs within the person. cause a person to perform various behaviors due to preference or the love that wants to do that from the heart without expecting a reward or external temptation which will make the work out there.

2. Extrinsic Motivation

It is the motivation that arises from external stimuli, both concrete and abstract. concrete parts such as money, position, awards, etc., and abstract parts such as fame, praise, recognition.



2. Secondary Motivation

Primary Motivation

Spontaneous basic propulsion without the need for learning Which is derived from the needs of the body.

1. physical motivation

 Motivation driven by physical needs

2. general motivation

 including the need for physical movement curiosity the need to escape from fear

2. Secondary Motivation

Also known as another name social motivation It is the motivation that arises from learning from interactions with individuals, society and the environment around them.

Leadership and Organizational Motivation

Each human being has different needs, interests, attitudes, values, and personality. good morale and encouragement It is important that leaders know and understand the methods and styles of motivating employees in the organization. In general, leaders should consider the following factors:

- 1. Rewards
- 2. Job Motivation
- 3. Motivation through organizational culture

Teaching materials BPA 1103 Leadership

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