

## ***Theories of Motivation***

Raymond Nelson, MA, NCC



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## **Motivation - Theories**

Freud: Psychodynamic theory

Maslow: Needs

Behaviorism - Rewards and Consequences  
(Pavlov, Skinner, Bandura)

Attachment (Bowlby, Bumby, Erickson)

Meaning/Existence/Purpose – (Yalom,  
Frankl)



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## **Freud**

Pleasure principle

Sex Instinct

Death Wish

Aggressive Drive

Oedepal Complex

Castration Anxiety

Electra Complex



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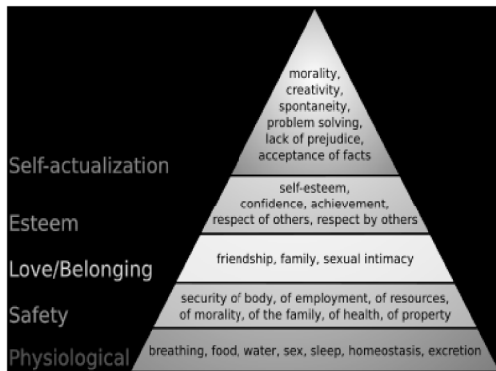
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# Maslow (1943) A Theory of Human Motivation



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## Behaviorism

Skinner, Bandura

Rewards and Consequences

Desired

Undesired

Given

Taken away

Extinction

Reinstatement

Fatigue

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## Object Relations

Melany Klein

Karen Horney

Concerned with how a person grows in  
relation to others

Relationship (family)

How do I feel about me

How do I feel about you

How do I feel about the connection between us

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## Existential Motivation

### Yalom

Stanford psychiatrist

Existential Psychotherapy

### Frankl

German psychiatrist

Auschwitz

Man's Search for Meaning

Concerned with the psychological  
importance of **meaning** and **purpose**



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## Motivation - Simplified

### Survival

Food, water, shelter

Security, comfort

### Social interaction

Non-sexual

Sexual

### Self-esteem

Identity

Meaning and purpose



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## Summary - 3 Motivational Theories

### Behavioral theory

Rewards and punishments

Carrot in front / stick behind

### Attachment theory

Family

Social group

### Existential theory

Meaning/existence



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End.



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The End.

Thank You.

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