

W2 Weiner (1990): History of motivation research

People

Murray (1938): Environmental press and viscerogenic needs

Tolman (1932): Purposive behavior in animals and man

Kurt Lewin (1935): Life space

Atkinson (1957): Motive x Expectancy x incentive (value)

White (1959): Competence: motivation reconsidered.

Rotter (1966): Locus of control (external vs. internal)

Weiner (1972): Attribution theory

Deci & Ryan (1975): Self-determination theory

Bandura (1977): self-efficacy and exercise of control

Metaphors

Energy systems, machine-based metaphors

Rational person metaphor

Self as a metaphor

Hydraulic system (psychodynamic theory): id, ego, superego

Changes in focus: Cognitive turn

Early emphasis on instinct, need, drive, arousal, energization –viscerogenic needs (Henry Murray)

Approach-avoidance tendencies,

Drives and needs → control (personal agency)

Mechanistic to purposive (goal-directed)

Stability and dynamic instability

Mechanisms:

Homeostasis;

Cognitive appraisal

→ Significance and consequences

Affective appraisal

→ Decision and choice

Essence of human motivation

Motivation more than a motor

Strength, direction, and duration of goal-directed behavior, contextual and dynamic, based on real-time appraisal and evaluation.

Relevant to education

Achievement motivation (strivings)

Motivation to learn (engagement)

Intrinsic motivation (curiosity)

Motivation beyond the skin of the individual (Weiner, 1990)

“School motivation cannot be dissociated from the social fabric in which it is embedded” (Weiner, 1990, p. 621) –Changes promoted by individual psychologists can be limited without social change.

Intersubjectivity and group dynamics

Superordinate culture (goals, norms, and values)

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The missing “third wave” of psychology...