

What's the difference between Intrinsic Motivation and Extrinsic Motivation?

https://www.youtube.com/watch?v=gKn_fv6PGGA

Print this text and fill in the gaps as you watch the video (answers at bottom of page).¹

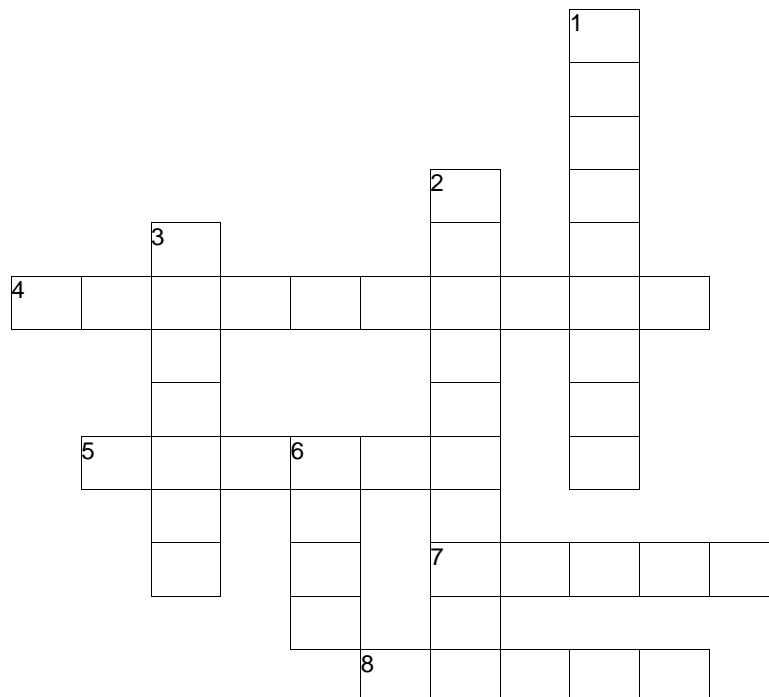
Whether we are working, playing _____ or anything else that requires **focus** and _____, motivation has a **huge** impact on how well we perform.

When it _____ motivation, there are two main types: intrinsic motivation and extrinsic motivation. Extrinsic motivation usually comes in the _____ of incentives that are provided _____ by other people. In a **workplace setting**, these can be _____, such as bonuses, extra _____ or promotions, or punishments such as _____, disciplinary actions or being fired. In short, it's the classic "carrot and stick" _____.

Intrinsic motivation, on the other hand, is what _____ each person from **within**: individual _____ and preferences that makes doing a particular task more **meaningful**.

Decades of psychological _____ have shown that intrinsic motivation is strongly _____ to increased engagement, performance and _____ happiness. By making people's intrinsic motivations _____, *Attuned*² helps companies **align** their employees' goals and values with their own, creating a _____ of purpose and **ultimately** making work more meaningful.

Do the crossword using the words in **bold** in the text above:



Across

4. At the very end, finally
5. Inside, inner part
7. A centre of attention, distinctness, clarity of image, a point of concentration
8. To bring into line, to straighten

Down

1. A place where people are employed
2. Having a sense, a purpose, a reason
3. A position, situation, context
6. Large, big

¹ Sports, effort, comes to, form, externally, rewards, holidays, criticism, approach, drives, values, research, linked, overall, visible culture.

² Attuned is a Japanese consulting company working in employee motivation for companies and other organisations.