

Transparency 12.1: Extrinsic vs. Intrinsic Motivation

Extrinsic Motivation	Intrinsic Motivation
<p>To gain an external reward</p> <ul style="list-style-type: none">▪ Money▪ Glory▪ Popularity▪ Praise <p>To avoid a punishment</p> <ul style="list-style-type: none">▪ Running laps▪ Disappointment from others▪ Embarrassment	<p>To gain an internal reward</p> <ul style="list-style-type: none">▪ Joy▪ Personal satisfaction▪ Sense of internal pride