Intrinsic vs. Extrinsic Motivation

- Intrinsic motivation
  - Conducive to creativity
  - Controlling intrinsic motivation
    - Detrimental to creativity
  - Intrinsic behavior
    - Promotes greater physical and mental well-being
  - People oriented toward autonomy and intrinsic motivation
    - Higher self-esteem
    - Better interpersonal relationships
    - Greater general well-being
- Extrinsic Motivation
  - Especially tangible
    - Can also reduce the depth of our thinking.
    - They can focus our sights on
      - Only what's immediately before us
      - Rather than what's off in the distance
  - People
    - Core aspirations are Type X validations
      - Money
      - Fame
      - Beauty
      - Tend to have poorer psychological health
    - Greater public self-consciousness
    - Act more defensively
    - More likely to exhibit the Type A behavior pattern

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