

## THE PROBLEM OF MOTIVATION AND MOTIVATION IN FOREIGN PSYCHOLOGY

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**Abstract:** This article discusses the topic of motives and motivation in human psychology, which is considered important for all people and is still one of the most important and current issues. Although the issue of motives and motivation has been covered many times in psychological literature and in sources related to youth and pedagogical psychology, it has not been covered in detail. This article will talk about foreign psychology.

**Keywords:** Foreign psychology, Motive, Motivation, Internal motivation, External motivation

**Introduction.** We will focus on the theories of motives and motivation put forward by foreign psychologists, such as A. Adler and K. Jung, who are considered neo-Freudians. According to A. Adler, the main force that drives a person to action is the source of the goals of his activity and the ways to achieve them. According to Horney, the motivation of human behavior can be determined by other motives. In particular, primary anxiety causes a feeling of hostility towards the environment, and the need for security creates an internal desire for a person to be evaluated by other people and to evaluate himself. E. Fromm also does not pay much attention to the issue of libido in his views, since the problem that interests him is the process of interaction of social and psychological factors in aspects of human behavior. According to the most common definitions, a motive is a force, reason or set of needs that motivate a person to activity. The concept of motive is defined by scientists as follows: According to A. Maslow, a motive is a set of needs.

S.L. Rubinstein states that a motive is the feeling and satisfaction of a need. S.L. Rubinstein. "Motivation is a determination carried out through the psyche." A.N. Leontiev considers a motive to be specific needs directed at human activity and the reality that motivates it. L. Rubinstein states that a motive is the feeling and satisfaction of a need. Motive is a motivating reason for activity related to the satisfaction of certain needs.

**Main part.** Motivation is broadly considered a complex multifaceted controller of human life, its behavior, and activities. Motivation is a complex, multilevel system of encouraging a person to activity, which embodies his needs, motives, interests, ideals, aspirations, attitudes, emotional norms, and values. The role of learning motivation in increasing learning efficiency has been studied by foreign scientists in their studies. From this perspective, a number of models have been developed to explain behaviors occurring outside of stimuli, and their consideration is useful in analyzing the mechanisms of intrinsic motivation. One of such models is offered by Allport. Allport analyzes three motivational concepts related to intrinsic motivation: functional autonomy, adequate effort, and involvement of the "I". He introduces the principle of functional autonomy to explain the situation in which an activity, which may have originally arisen for some other reason, becomes an end in itself. Motivation



is a complex structure, a set of forces that drive activity, manifests itself in the form of a stream of inclinations, goals, and ideals, and directly determines and directs human activity.

Life satisfaction is a key component of subjective well-being and is influenced by a variety of factors, including personal accomplishments, relationships, and socioeconomic status. Being resilient means being able to overcome life's challenges, stresses, and difficulties and still do well. It means bouncing back from setbacks, keeping your mind steady, and continuing to work toward your goals even when things get tough. Resilience is not a single trait, but a dynamic process that can be developed and strengthened through experience and supportive relationships.

**Theoretical analysis of study motives in foreign psychology:** Analyzing the ideas put forward in the works of foreign scientists about the motives of study and educational activity, it is worth paying attention to the following. In particular, German scientists Z. Freud and W. McDougall began to apply organic needs in animals, that is, instinct, to humans as a motivational factor, and this theory emerged as the first among the views on human behavior. The next category of motives, that is, the category of internal motives, includes motives of individual nature, which arise on the basis of an arousal that realizes an individual goal in relation to study in the student. For example, the emergence of interest in knowledge is the maturation of aspirations in him to increase the spiritual and cultural level of the individual. Under the influence of such motives, conflicting and contradictory situations do not arise in the learning process. The tendency to strive for success is understood as the force that motivates a person to perform actions that he expects will lead to success. This tendency is manifested in the direction, intensity and persistence of the activity. It is created by the following factors: a personal factor - a motive or need for success, and two situational factors - expectation or the subjective probability of success and the motivational value of success.

The tendency to avoid failure is understood as the force that prevents a person from performing actions that he expects will lead to failure. The tendency to avoid failure is manifested in a person's desire to get out of a situation that contains the threat of failure. This tendency is created by a personal factor - an avoidance motive and a situational factor - expectation or the subjective probability of failure.

**Results and discussion: Motive:** Motive is a motivating factor for activities related to satisfying certain needs. Motivation is broadly considered a complex multifaceted controller of human life, its behavior, and activities. The concepts of motive and motivation are one of the main areas of psychology. In foreign psychology, motive is understood as an internal or external factor that causes a person to perform a certain behavior. Motivation is the process of moving a person through these factors. Motive is an internal reason or factor that encourages a person to act towards a certain goal. Motive directs a person's behavior and encourages him to perform a certain activity. In psychology, motive is understood as an internal force arising from a person's needs, desires, interests, and values. Motive causes a person to act in a certain direction, to strive for a goal. The motives of each person are different, and they depend on the person's personality, experience, current situation, and external environment. For example, someone may want to succeed academically, while another may strive for financial stability.

**Motivation:** Motivation is a complex, multi-level system of motivating a person to action, which embodies needs, motives, interests, ideals, aspirations, attitudes, emotions, norms, values. Motivation is a psychological process that encourages a person to act to achieve a certain goal. With the help of motivation, a person begins, continues to act based on his



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internal needs, desires and external factors and acts until the goal is achieved. Motivation is not just a one-time state, but a continuous process that governs human behavior. It performs the functions of inducing, directing and stimulating action. The presence of motivation determines the duration and effectiveness of actions. In psychology, motivation consists of internal and external factors. Internal motivation comes from the person himself - this is the person's interest, satisfaction, desire to achieve the goal. Extrinsic motivation occurs under the influence of factors such as rewards, social recognition, or external pressure. Foreign psychologists have developed many theories in the study of motivation. For example, Maslow's hierarchy of needs, Herzberg's two-factor theory, and Ryan's self-determination theory help us understand the essence of motivation and ways to manage it. In general, motivation is considered the heart of human activity and plays a key role in achieving success in any field.

**Ways to increase motivation:** Setting clear and measurable goals increases motivation. Creating a reward and recognition system and effective incentives and recognition increase motivation. Creating opportunities for personal growth - creating conditions for learning, development and acquiring new skills. Creating a positive work environment - ensuring that people feel free and valued. Encouraging intrinsic motivation - focusing on increasing interest and spiritual satisfaction.

**Intrinsic** motivation is a driving force for action based on a person's internal needs, interests, values, and personal goals. With intrinsic motivation, a person acts out of interest, pleasure, or a desire to develop themselves. For example, acquiring new knowledge, engaging in art, self-improvement, or finding something interesting are examples of intrinsic motivations. Intrinsic motivation serves to satisfy a person's need for personal satisfaction and self-fulfillment.

**Extrinsic motivation** is based on the control of human behavior through external incentives, rewards, recognition of excellence, or punishments. For example, external factors such as monetary rewards, praise, receiving a title, or a fine encourage people to perform a certain task. Extrinsic motivation is often associated with conditions in the external environment, and their presence or absence affects behavior.

**Conclusion.** Motivation is the main driving force of human activity, and its types - internal, external, social, material and spiritual motivations - play an important role in controlling the behavior of each person. Internal motivation depends on the individual's own satisfaction and interests, and external motivation on external incentives and the environment, and their combination serves to achieve effective and sustainable action. Among the ways to increase motivation, I believe that setting clear goals, developing a reward and recognition system, creating opportunities for personal growth, and ensuring a positive work environment are of particular importance. Also, by stimulating internal motivation and regularly exchanging ideas, motivation is further strengthened, which increases the effectiveness of people's activities. As a result, understanding motivation and its proper management are the key to success in any field - in education, work or personal life. Therefore, it is very important to deepen knowledge and skills about motivation, as well as apply approaches that take into account its various aspects.

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