

Intrinsic and Extrinsic Motivation in Sports

Mohamad Bakhtiar Bin Abdul Azid, Nur Shakila Mazalan, Wan Ahmad Munsif Wan Pa, Fathiyah Mohd Kamaruzaman, Mohamad Nizam Nazarudin

Faculty of Education, Universiti Kebangsaan Malaysia, Bangi, Selangor, Malaysia

Corresponding Author Email: shakila@ukm.edu.my

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Abstract

This concept paper was written to identify the importance of intrinsic and extrinsic motivation in sports. In general, motivation is a drive for an individual to do any activity continuously. Intrinsic motivation can be observed when an individual does an activity for self-satisfaction (Brown, 2019). Meanwhile, extrinsic motivation is a motivation that leads to material things, recognition, encouragement, praise, peers, money, and others. Both types of motivation can be used to improve athletes' performance during training and competition. Motivation in sports should go hand in hand with other physical exercises so that the athlete's performance in a competition can be increased optimally. However, there is a question as to which motivation should be used in sports, whether it is intrinsic motivation, extrinsic motivation, or both.

Introduction

Motivation plays a very important role in life. It is closely related to the behavior, attitude, and norms of an individual. There are many views from previous studies on the definition of motivation. Notably, motivation can be defined as a force that can help in improving and maintaining one's behavior (Jumady & Lilla, 2021). Also, motivation can be defined as an energy or internal pressure that drives human behavior to achieve its goals (Jamaris & Hartati, 2017). Further, Đurović et al (2020) stated that an athlete's motivation is a desire, will, and motivation for them to fulfill in order to achieve the highest performance. Motivation can be divided into two main categories, intrinsic and extrinsic motivation. The specific type of motivation will have an impact on the psychological character of the athlete depending on the sports they are involved with (Veale et al., 2014). In a sporting context, motivation can be found as a complex phenomenon that consists of various factors (Pelletier et al., 2013). Due to the diversity of dimensions exhibited by motivation in sports, this area often receives attention among researchers to understand the mental and psychological impact on sports performance as a whole.

Intrinsic Motivation

Intrinsic motivation can be defined as an inner drive that propels a person to pursue an activity and does not need to be stimulated by external factors because it is an individual's own drive to do something (Djamarah, 2011). This type of motivation emphasizes the quality of feelings, processes, and experiences (Pelletier et al., 2013). In addition, intrinsic motivation can be seen when an individual does an activity for self-satisfaction (Brown, 2019). In the context of sports, intrinsic motivation is often associated with the goals of the athlete and their own interest in a particular sport or activity. When a person enjoys a job or activity, seeing it as an opportunity to learn and participate without external rewards, it can be assumed that the individual is intrinsically motivated (Coon & Mitterer, 2010). Intrinsic motivation is related to the individual himself and is not influenced by external factors (Borah, 2021). The characteristics that can be found in athletes who are self-influenced by their own inner drive are that they are highly disciplined in training and focus on improving their performance. In addition, they are more energetic, independent, and competitive, and find themselves interested in the sport they engage in compared to athletes who are influenced by extrinsic motivation (Borah, 2021).

Intrinsic motivation (IM) has three dimensions which are *to know*, *to perfect*, and *to push* (Walczak & Tomczak, 2019). It is known to emphasize several constructs such as studying, curiosity, and learning something new. The satisfaction of mastering skills and completing tasks refers to the IM dimensions of perfecting. The last dimension of intrinsic motivation, which is IM, encourages focusing on aspects of the journey of experience (Walczak & Tomczak, 2019; Pelletier et al., 2013).

Extrinsic Motivation

Extrinsic motivation can be defined as motivation that is driven by external stimuli. For instance, it includes rewards, praises, encouragement, and social mobility that are obtained directly through involvement in sports (Ryan & Deci, 2017). Further, Brown (2019) defines extrinsic motivation as a tendency to engage in activities or tasks to get rewards either in physical or psychological form in the natural environment. The purpose of these external stimuli is to encourage individuals to do something that can be beneficial and good for themselves. In short, this extrinsic motivation comes from external factors from the individual to perform the task maximally.

One of the most influential factors of external motivation is reward. It can be divided into two categories which are physical such as money and verbal. Also, it can be seen in various forms such as material, punishment, appreciation, and recognition (Omar-Fauzee, 2012). Notably, this type of factor can encourage individuals to do something desired. Physical rewards are things like money and presents and verbal rewards are like words that contain elements of encouragement and praise. In a sporting context, reward plays a rather important role because it has been observed to drive individuals to do activities or work responsibly and effectively.

Discussion

The difference between these two motivations is that intrinsic motivation is born from within the individual athlete while extrinsic motivation arises or is influenced by factors external to the athlete. According to the Self-Employment Theory (TPK), intrinsic motivation will decrease when there is a reward for sports involvement (Ryan & Deci, 2017). Some studies have found

that excessive external rewards can lead to a reduction in intrinsic motivation. For instance, Standage et al (2003) found that individuals who were given extrinsic stimuli showed that they were highly motivated in their involvement in sports as compared to the no-extrinsic stimuli group (Chatzisarantis et al. 2003). In contradiction, a study reported that intrinsic motivation was the main factor in the involvement of UKM athletes in sports (Ahmad et al., 2020). Thus, the factor that influences motivation is very personal depending on one's preferences.

Another interesting finding about motivation is that it may be influenced by gender. According to Gomez-Lopez et al (2021), female volleyball athletes were more likely high intrinsic motivation because they knew the importance of training to achieve their goals in sports as compared to men. Another study reported that female athletes paid more attention to the feeling of satisfaction in involvement in sports. Similarly, a study on Malaysian female hockey athletes found that they were also highly influenced by their inner drive as compared to male athletes (Norsaleha et al., 2019). However, Chin et al (2012) observed a high intrinsic motivation for male athletes in athletics compared to female athletes.

Notably, extrinsic motivation is an external influence that motivates individuals to perform better. Although an individual has a low motive for success, extrinsic motivation could boost one's spirit. It is very likely that athletes may be influenced by extrinsic means of motivation such as material rewards, money, praise, awards, or winning prizes. According to Fern and Salamuddin (2021), extrinsic motivation can be good in some situations. Encouragement from peers can interest a person to participate in an activity where at first there is no interest at all. Rewards also can be a form of attraction for athletes to participate in any activity (Fern and Salamuddin, 2021). This research also found that peers play an important role in extrinsic motivation. This is in line with the study conducted by Wendling et al (2018) which stated that with the joy and challenge of competition, the development of close friendships creates a person's desire to obtain social approval from their peers. A study by Viira and Koka (2012), on the other hand, found that participation in organized sports after school is an important factor related to students' competence in physical education.

Importantly, extrinsic and intrinsic motivation are the element that needs to be used in order to improve athletes' performance in training as well as in competition. Intrinsic motivation can increase athletes' performance in sports. Athletes who were highly motivated by intrinsic stimuli were found to be more diligent and persistent in carrying out their tasks. Further, they were not easily swayed when facing challenges. Meanwhile, extrinsic motivation can benefit athletes in many situations. Extrinsic motivation can help athletes achieve difficult goals or objectives. Rewards can encourage interest and participation in a participating competition. This can be seen clearly when our class organized a bowling competition last semester which resulted in quite a lot of rewards, causing many members of the public to participate in the competition so that the participation target was reached. I used this extrinsic motivation on my handball athletes and it turned out to be effective when they were promised a good reward and their performance improved until they became champions in the competition. Similarly, extrinsic rewards can also be used to motivate athletes to acquire new skills or knowledge. Once these initial skills have been learned, the athlete will be more intrinsically motivated to continue the activity. Extrinsic rewards can also be a source of feedback, allowing individuals to know when their performance has reached a standard worthy of repeating that success. Extrinsic motivation should also be avoided in some situations, where in the situation promising excessive rewards which will reduce the extrinsic motivation in the athlete later.

Conclusion

In conclusion, both motivations are necessary for improving the athlete's performance both in terms of training and participating in competitions. However, the selection of suitable motivation for increasing the athlete's potential needs to be researched and refined before applying it to athletes. This is because there are also negative effects of using eccentric motivation if it is not practiced correctly and accurately. Coaches or team managers should use the right motivational techniques to improve the performance of their target group.

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