

BEYOND PLEASURE AND PAIN HOW MOTIVATION WORKS E TORY HIGGINS

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Beyond Pleasure and Pain: How Motivation Works (Oxford Series In Social Cognition And Social Neuroscience) | Higgins, E. Tory | ISBN: 9780199356706 | Kostenloser Versand für alle Bücher mit Versand und Verkauf durch Amazon.

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How does motivation work? The classic answer is that people are motivated to approach pleasure and avoid pain, that they are motivated by "carrots and sticks." But to understand human motivation, it is necessary to go beyond pleasure and pain. What people want is to be effective in their life pursuits, and there are three distinct ways that people want to be effective. They want to be effective in having desired results (value), which includes having pleasure but is not limited to ...

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People approach pleasure and avoid pain. To discover the true nature of approach-avoidance motivation, psychologists need to move beyond this hedonic principle to the principles that underlie the ...

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The classic answer is that people are motivated to approach pleasure and avoid pain, that they are motivated by "carrots and sticks." But to understand human motivation, it is necessary to go beyond pleasure and pain. What people want is to be effective in their life pursuits, and there are three distinct ways that people want to be effective.

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Edward Tory Higgins (born March 12, 1946) is the Stanley Schachter Professor of Psychology, Professor of Business, and Director of the Motivation Science Center at Columbia University.Higgins has a broad set of research interests, including motivation and cognition, judgment and decision-making, and social cognition.His more notable contributions to the field of psychology include work on ...

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Professor Higgins, the Stanley Schachter Professor of Psychology and Professor of Business is an expert on motivation and decision making. He is a Fellow of the American Academy of Arts & Sciences. He is the author of Beyond Pleasure and Pain: How Motivation Works (Oxford) and co-author of Focus: Use Different Ways of Seeing the World for Success and Influence (Penguin).

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By understanding how motivation works as an organization of value, truth, and control motives, we can re-think basic motivational issues, such as the nature of personality and culture, how the motives of others can be managed effectively, and what is "the good life." Citation. Higgins, E. Tory. Beyond Pleasure and Pain: How Motivation Works ...

[Beyond Pleasure and Pain: How Motivation Works](#)

How does motivation work? Scientific research shows that people are motivated to be effective in different ways that go beyond the pursuit of pleasure and the avoidance of pain. In this text, E. Tory Higgins provides a new theory of motivation that argues that people are motivated by the pursuit of value, truth, and control, but the central story to motivation lies in how these elements work ...

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E. Tory Higgins is the Stanley Schachter Professor of Psychology and Professor of Business at Columbia University. He is also the Director of the Motivation Science Center. He is a Fellow of the American Academy of Arts & Sciences. He has written Beyond Pleasure and Pain: How Motivation Works (Oxford) and Focus: Use Different Ways of Seeing the ...

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People approach pleasure and avoid pain. To discover the true nature of approach-avoidance motivation, psychologists need to move beyond this hedonic principle to the principles that underlie the different ways that it operates. One such principle is regulatory focus, which distinguishes self-regulation with a promotion focus (accomplishments and aspirations) from self-regulation with a ...

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Background. The regulatory mode theory depicts how people approach situations to achieve the goal. This theory is part of E. Tory Higgins research in motivation theories and goal pursuit theories. People can either use the locomotion or the assessment method for goal-pursuit. E. Tory Higgins states, "When people self-regulate they decide what they want that they don't currently have.

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ObjectivesAccording to regulatory focus theory, goal pursuit can be achieved by either keeping a promotion or a prevention focus [Higgins, E. T. (1997). Beyond pleasure and pain. American ...

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E. Tory Higgins Short Biography. E. Tory Higgins is the Stanley Schachter Professor of Psychology, Professor of Business, and Director of the Motivation Science Center at Columbia (where he also received his PhD in 1973). He is a Fellow of the American Academy of Arts and Sciences .He is the author of Beyond Pleasure and Pain: How Motivation Works (Oxford, 2012).

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