



## Drive by Daniel H Pink: In-Depth Book Summary: The Surprising Truth about What Motivates Us

By *Jeremy Y. Peterson*

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### **Drive by Daniel H Pink: In-Depth Book Summary: The Surprising Truth about What Motivates Us** By *Jeremy Y. Peterson*

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It was previously stated by scientists that there are only two main drives that affects our behavior – biological (we eat and drink to satisfy our hunger and thirst) and the external drive (reward me and I'll work harder). The former pertains to the basic needs in order to physically survive such as hunger, thirst, sex and self-preservation. The latter means that there is a counterpart reward or punishment in doing or not doing something. We have long believed that rewards and incentives, especially money expands our interest and boosts our performance. If we are rewarded, we'd perform even better.

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CHAPTER 1: The Rise and Fall of Motivation 2.0

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Extinguishing Intrinsic Motivation

Diminishing Performance

Crushing Creativity

Crowding Out Good Behavior

Encouraging Cheating, Shortcuts, and Unethical Behavior

Becoming Addictive

Fostering Short-Term Thinking

CHAPTER 2A: . . . and the Special Circumstances When They Do  
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Part 2: The Three Elements  
CHAPTER 4: Autonomy  
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