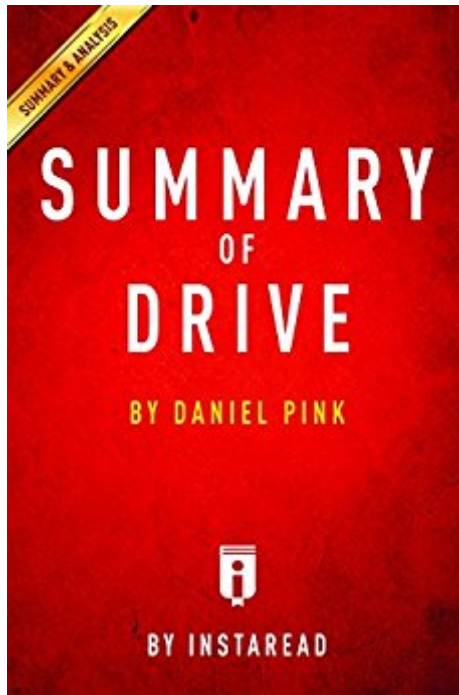


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# Summary Of Drive: By Daniel Pink | Includes Analysis



## Synopsis

Summary of Drive by Daniel Pink | Includes Analysis Preview: Drive: The Surprising Truth About What Motivates Us (2011) is a book about human motivations. Many of the prevailing ideas about why humans make decisions and operate the way they do aren't true or, at least, they are incomplete. Businesses, schools, and organizations are stuck in outdated, unexamined beliefs about human motivation. These beliefs are rooted in the idea of extrinsic motivation—that people make decisions based on external rewards and punishments. But research in psychology shows that there is a significant discrepancy between what behavioral scientists know and what businesses do. Extrinsic motivation is not only ineffective, but in many situations it can actually be counterproductive and harmful.

PLEASE NOTE: This is key takeaways and analysis of the book and NOT the original book.

Inside this Instaread of Drive:

- Overview of the book
- Important People
- Key Takeaways
- Analysis of Key Takeaways About the Author

With Instaread, you can get the key takeaways and analysis of a book in 15 minutes. We read every chapter, identify the key takeaways and analyze them for your convenience.

## Book Information

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## Customer Reviews

This is a fairly comprehensive digest of the original work, Drive by Daniel Pink. It talks about how we move from extrinsic motivation, in the pre-industrial world through pure industrialism, on to more intrinsic, internal motivate in the new information age. As we function less and less as cogs and more and more through creativity and insight, we are motivated more by the drive to be more creative, more independent, to leave more of a mark, than we are by mere extrinsic motivations, though those will always remain in play. This book analysis types of motivation. There are biological motivations (hunger, thirst), extrinsic motivations (punishment and reward), and intrinsic motivations. It talks about how we primarily attempt to apply extrinsic motivations, but those are often counterproductive. Extrinsic motivations are good for cog in the wheel type work, but not for creative work. This brings to mind many of the points made in Reality Is Broken: Why Games Make Us Better and How They Can Change the World. She claims we play games for much the same intrinsic motivation that this book says drives the modern work force, and she makes much the same claim that we need to take advantage of this. We do best with autonomy, when we can leverage our best skills to get things done. We do best when we're challenged, not frustrated per se, but not bored. We do best when we feel like what we're doing makes a difference.

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