

THE INFLUENCE OF EXTRINSIC MOTIVATION ON THE SATISFACTION OF LIFE AND THE AUTONOMOUS ORIENTATION OF INDIVIDUALS

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Abstract: *The objective of the study. The purpose of the study is to discover the extent to which extrinsic motivation influences the satisfaction of individuals' lives. Participants and design. The study was conducted on a sample of 80 people from Arad County, of which 40 male participants and 40 female participants, aged between 18 and 55 years. The participants signed the informed consent form for the participation agreement. They received questionnaires in pencil-paper format. The study used The Satisfaction with Life Scale and The General Causality Orientation Scale to measure the variables needed to process the hypothesis. Results. The obtained results indicate that there is a statistically weak correlation between the two variables.*

Key words: *life satisfaction; extrinsic motivation; self-determination theory; autonomous orientation.*

Introduction

The theory of self-determination underlines the idea that the need for autonomy, relationships and competence must be satisfied in order to bring about well-being but also personal efficiency. (So & Ryan, 2000). An inductive-deductive idea generated by the theory of self-determination that has been empirically tested is that some social media favor or hinder the satisfaction of the three fundamental needs assumed (Vansteenkiste & Ryan, 2013).

The concept of personal causation means that a certain action or activity is motivationally supported by a personal internal attitude where the need for autonomy is more or less satisfied, (So & Ryan, 1975), and the action is perceived as being intimately linked to each individual self and internal causation, or imposed from the outside, motivated or controlled causality. Numerous researches have provided empirical evidence that shows the existence of these motivational causes but also the close connection with the emergence of the activity and life quality (Weinstein, Przybylski, & Ryan, 2012).

The theory of self-determination shows that a person's motivation, development and performance can reach the highest levels provided that the context satisfies his or her basic psychological needs for competence, autonomy and belonging or relationship.

These fundamental needs are considered as finding the ingredients for the proactivities, the development of the motivational optimum and the psychological health of the people. (So, Vansteenkiste, & Lens, 2006).

So Ryan, the authors of the theory, distinguish between different motivational modes, which are based on different goals and motives, the main distinction is that between intrinsic motivation, which refers to doing something because it is interesting and enjoyable for it, and extrinsic motivation, which refers to taking action to achieve certain rewards and separable outcomes (So & Ryan, 2000). The theory of self-determination, considered to be a macro-theory of motivation, argues that people are motivated to obtain the preservation of health and well-being, motivation is regarded as a psychological energy that is directed towards a certain purpose. This theory investigates the level where the individual's behavior is self-defined and autonomous, and the basic principle of his theory includes the hypothesis that underlines the idea that people have an innate tendency to devolution and growth, to solve psychological inconsistencies and integration, to health and well-being, (So & Ryan, 2000).

Methodology

Research type: The study is a quantitative one, using the cross-sectional method of data collection.

The study design has the correlational purpose of interpreting and analyzing the results.

The objective of the research: Starting with the review of the specialized literature, this paper aims to investigate the relationship between extrinsic motivation and life satisfaction.

The research sample.

The study was conducted on a sample of 80 people, according to gender, thus 40 male participants and 40 female participants, between the ages of 18 and 50 years.

Procedure.

The questionnaires were applied after the consent of the participants was obtained. The participants received the two questionnaires for completing, in pencil-paper format, being previously assured of the confidentiality of the data to be processed and trained in detail.

Participants completed the questionnaires on average 20-25 minutes. The study was conducted over a period of two weeks, in November 2019.

Methods.

The following tools were used in this research:

The Satisfaction with Life Scale, which was published in 1985 by researchers: E. Diener; R.A. Emmons, R. J. Larsen; S. Griffin.

The General Causality Orientation Scale, published in 1985 by researchers: E. Dieci; RM Ryan. The scale being translated into Romanian from the English language. Rezultatele cercetării și interpretarea datelor statistice

Hypothesis: There is a positive correlation between well-being and intrinsic motivation, so that individuals with a common, autonomous causality, after meeting the needs of relationship, autonomy and competence will benefit from a higher degree of life satisfaction.

To test this hypothesis, the Pearson correlation coefficient (r) was calculated, at the autonomous orientation dimension that was measured with the GCOS scale, with life satisfaction, which was measured using the SWLS questionnaire.

Results of research and interpretation

Indicate that between the two variables, there is a statistically weak correlation, $p = 0.011$, $r(68) = 0.273$. The hypothesis is confirmed, satisfying the fundamental needs within the theory of self-determination - the need for competence, relationship and autonomy lead to increase life satisfaction and autonomous orientation

Conclusion

For the functioning and harmonious development of individuals, emphasis must be placed on their basic psychological needs: competence, autonomy and relationship. As these needs are met, individuals will develop and function efficiently, achieving a well-being. Thus, extrinsic motivation contributes to increased life satisfaction and self-orientation.

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