



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

Jeremy Y. Peterson

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Your time is precious that is why I aimed to give you only the important details, summary of the book

Drive: The Surprising Truth about What Motivates Us.

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.

Much of what we believe on the subject is not what it is in reality. What we thought as fixed laws on our behavior has really some loopholes on it. Why we do what we do? The good news is that the answer is just really in front of us. As Daniel Pink puts it, there has been a gap between what sciences have proved and what business does. The author aimed to fill in the gap.

This book contains summary of:

Part 1: A New Operating System

CHAPTER 1: The Rise and Fall of Motivation 2.0

CHAPTER 2: Seven Reasons Carrots and Sticks (Often) Don't Work . . .

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

CHAPTER 3: Type I and Type X

Part 2: The Three Elements

CHAPTER 4: Autonomy

CHAPTER 5: Mastery

CHAPTER 6: Purpose

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