

## Short & Sweet Summary: Daniel H. Pink's Drive: The Surprising Truth About What Motivates Us

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Big Idea Publishing presents a Short & Sweet Summary of Daniel Pink's Drive: The Surprising Truth About What Motivates Us.

Our current model of motivation - whether at work or in our private lives - is outdated. The fact that we continue to cling to this obsolete model is especially surprising, given the mounting evidence being provided by psychologists and economists.

Rather than continuing to slog ahead in a manner which is ultimately self-defeating, Daniel Pink advocates a new model of motivation, based on needs which are intrinsically human: the need for autonomy (self determination), the need to master of a skill or set of abilities, and the need for purpose - to serve something larger than our own immediate, mundane requirements.

By employing an improved understanding of human motivating factors provided by modern psychology and economics, we can improve both our effectiveness AND satisfaction with every element of our lives. This includes our personal and social activity, but the focus of "Drive: The Surprising Truth About What Motivates Us" is how our business life (whether as employee, manager, or entrepreneur/business owner) can be radically and positively redefined.



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