

## Drive The Surprising Truth About What Motivates Us Daniel H Pink

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### Drive The Surprising Truth About

That's a mistake, says Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

### Drive: The Surprising Truth About What Motivates Us: Pink ...

Drive: The Surprising Truth About What Motivates Us is the fourth non-fiction book by Daniel Pink. The book was published in 2009 by Riverhead Hardcover. It argues that human motivation is largely intrinsic, and that the aspects of this motivation can be

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divided into autonomy, mastery, and purpose. He argues against old models of motivation driven by rewards and fear of punishment, dominated by extrinsic factors such as money.

## **Drive: The Surprising Truth About What Motivates Us ...**

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Drive : the surprising truth about what motivates us / Daniel H. Pink. p. cm. Includes bibliographical references and index. eISBN : 978-1-101-15214-0 1. Motivation (Psychology). I. Title. BF503.P153.1'534—dc22

## **Daniel H Pink**

In Drive: The Surprising Truth About What Motivates Us, Daniel Pink suggests that the world currently does not acknowledge one of the human drives that motivates us in the twenty-first century. The...

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Drive: The Surprising Truth About What Motivates us By Daniel H Pink, the author of the best seller A Whole New Mind. Riverhead Books: New York, NY, 2009. Summary by Douglas W. Green, EdD dgreen@stny.rr.com 1 Sunday, January 31, 2010 1

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Drive. Most of us believe that the best way to motivate ourselves and others is with external rewards like money—the carrot-and-stick approach. That’s a mistake, Daniel H. Pink says in, Drive: The Surprising Truth About What Motivates Us, his provocative and persuasive new book. The secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

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- "...paying people to exercise, stop smoking, or take their medicines produces terrific results at first -- but the healthy behavior disappears once the incentives are removed."

## **Drive: The Surprising Truth About What Motivates Us**

That's a mistake, says Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction-at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

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“Human beings have an innate inner drive to be autonomous, self-determined, and connected to one another. And when that drive is liberated, people achieve more and live richer lives.” — Daniel H. Pink, Drive: The Surprising Truth About What Motivates Us 31 likes

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## **Book Review: Drive by Daniel H. Pink**

As Daniel H. Pink explains in his new and paradigm-shattering

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book Drive: The Surprising Truth About What Motivates Us, the secret to high performance and satisfaction in today's world is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

## **Drive : the surprising truth about what motivates us (Book ...**

" Drive is the rare book that will get you to think and inspire you to act. Pink makes a strong, science-based case for rethinking motivation - and then provides the tools you need to transform your life" (DR MEHMET OZ, co-author of You: The Owner's Manual) "Pink's ideas deserve a wide hearing.

## **Drive: The Surprising Truth About What Motivates Us ...**

The New York Times bestseller that gives readers a paradigm-shattering new way to think about motivation Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That's a mistake, says Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others).

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Business and technology writer Daniel Pink discusses his book, "Drive: The Surprising Truth About What Motivates Us," presented by Harvard Book Store. More I...

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