

# History of motivational theories

| Scientists       | Date                     | Theory                                       | Realm of science | Grand theories |
|------------------|--------------------------|--|------------------|----------------|
| Plato            | 4 <sup>th</sup> century  | Appetitive-competitive- calculating aspects  | Philosophy       |                |
| Aristotle        | 4 <sup>th</sup> century  | Nutritive- sensitive- rational aspects       |                  |                |
| Thomas Aquinas   | 13 <sup>th</sup> century | irrational and rational motivations          |                  |                |
| Descartes        | 16 <sup>th</sup> century | Body and will (physiology and philosophy)    |                  |                |
| Charles Darwin   | 19 <sup>th</sup> century | Instinct                                     | Psychology       | Will           |
| William James    | 19 <sup>th</sup> century | Stimulus + instinct = goal-directed behavior |                  | Instinct       |
| William McDougal | 19 <sup>th</sup> century |  |                  |                |
| Woodworth        | 20 <sup>th</sup> century |  |                  | Drive          |
| Freud            | 20 <sup>th</sup> century |  |                  |                |
| Hall             | 20 <sup>th</sup> century |  |                  |                |
| Small theories   |                          |  |                  |                |
| Lichtenberg      | 21 <sup>st</sup> century | Motivational systems                         |                  |                |

**Motivation Readings 36x Mcdougal Freud Tinbergen  
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