# 4.7 Sport Psychology: Motivation, Intrinsic and Extrinsic: Test Pack

Total Marks

AQA 8582 · Calculators not allowed · about 15 minutes

Name: _____ Date: ____ / ____ / _____

**Answer ALL questions. Show all your working.**

**1** Motivation is the drive a performer has to succeed or to satisfy a need.

- ☐ A) Intrinsic motivation comes from internal feelings such as enjoyment or pride
- ☐ B) Intrinsic motivation always comes from a trophy or a medal
- ☐ C) Extrinsic motivation comes from within the performer only
- ☐ D) Motivation cannot be affected by outside rewards

**(Total for Question 1 is 1 mark)**

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**2** A coach wants to build long-term, self-sustaining motivation in a talented 15-year-old athlete. Which of the following strategies is MOST likely to achieve this?

- ☐ A) Giving a trophy after every single training session
- ☐ B) Setting appropriately challenging goals so the athlete experiences a genuine sense of achievement
- ☐ C) Paying the athlete a fixed amount for every session attended
- ☐ D) Publicly comparing the athlete's performance unfavourably to a rival

**(Total for Question 2 is 1 mark)**

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**3** State two reasons a professional athlete's motivation might be mostly extrinsic, even if they also enjoy their sport.

**(Total for Question 3 is 2 marks)**


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**4** Which of the following is the best example of an intangible extrinsic reward?

- ☐ A) A gold medal
- ☐ B) Prize money
- ☐ C) A player being applauded and praised by the crowd
- ☐ D) A new pair of running spikes given as a prize

**(Total for Question 4 is 1 mark)**

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**5** Motivation can be classified as intrinsic or extrinsic.

**(a)** Describe what is meant by 'intrinsic motivation', giving a sporting example. **(2)**

**(b)** Describe what is meant by 'extrinsic motivation', giving a sporting example. **(2)**

**(Total for Question 5 is 4 marks)**

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**6** Ben has been out of football for four months recovering from a broken ankle. His coach nominates him for a 'Player's Player' award as soon as he returns to full training, even though he has not played a match yet. Explain how this extrinsic reward could help maintain Ben's motivation during his return to full fitness.

**(Total for Question 6 is 2 marks)**

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**7** State two sporting examples of extrinsic motivation.

**(Total for Question 7 is 2 marks)**


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**8** Suggest how Kai's coach could help build his intrinsic motivation early on, before he has any extrinsic success to rely on.

**(Total for Question 8 is 2 marks)**

**9** Explain why extrinsic rewards can still be a useful, appropriate tool for a coach to use with a complete beginner in a sport.

**(Total for Question 9 is 2 marks)**


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# Mark scheme · 4.7 Sport Psychology: Motivation, Intrinsic and Extrinsic: Test Pack

## Question 1

A **B1**

**Answer: A**

## Question 2

B **B1**

**Answer: B**

## Question 3

their livelihood/income depends on performing well, oe **B1**

prize money, sponsorship or contract terms give a strong external reason to perform, beyond enjoyment alone, oe **B1**

**Answer: A professional athlete's livelihood and income depend on performing well, so prize money, sponsorship and contract terms give them a strong external reason to perform, beyond their enjoyment of the sport alone.**

## Question 4

C **B1**

**Answer: C**

## Question 5

(a) motivation that comes from within the performer/internal feelings, oe **B1**

(a) sporting example, e.g. enjoyment of playing, personal pride, or satisfaction from mastering a skill, oe **B1**

**(a) Answer: Intrinsic motivation comes from within the performer, for example enjoying the game itself or feeling proud of mastering a new skill.**

(b) motivation that comes from an outside/external source, oe **B1**

(b) sporting example, e.g. a trophy, prize money, praise from a coach, or applause from a crowd, oe **B1**

**(b) Answer: Extrinsic motivation comes from an outside source, for example winning a trophy or prize money.**

## Question 6

the award recognises and reinforces his effort and progress even before match performance is possible, which can boost his confidence and motivation at a difficult stage, oe **B1**

it shows the coach and team value him, which can help maintain his sense of belonging and therefore his motivation while he cannot yet contribute on the pitch, oe **B1**

**Answer: The award recognises his effort even before he can play matches, which can boost his confidence, and it shows the coach and team value him, helping maintain his sense of belonging and motivation while he cannot yet contribute on the pitch.**

## Question 7

any one valid example, e.g. a trophy, medal, prize money, or praise/applause, oe **B1**

a second, distinct valid example, oe **B1**

**Answer: For example, winning a medal and receiving applause from the crowd.**

## Question 8

a valid strategy, e.g. setting small, achievable process/performance goals so Kai experiences a sense of progress/success, oe **B1**

linked reasoning, e.g. this builds his confidence and enjoyment of the sport itself, independent of match results, oe **B1**

**Answer: The coach could set Kai small, achievable process or performance goals so he experiences a genuine sense of progress and success, which builds his confidence and enjoyment of the sport itself, independent of match results.**

## Question 9

a beginner may not yet have built up their own intrinsic enjoyment of the sport, oe **B1**

a small, genuinely earned extrinsic reward can give them an initial reason to keep participating while their intrinsic motivation has a chance to develop, oe **B1**

**Answer: A beginner may not yet have built up their own intrinsic enjoyment of an unfamiliar sport, so a small, genuinely earned extrinsic reward can give them an initial reason to keep participating while their own intrinsic motivation has a chance to develop.**


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