



## PE.SP7 Sport Psychology: Motivation, Intrinsic and Extrinsic

AQA 8582 · Calculators not allowed · about 50 minutes

Total Marks

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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** 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 2 is 4 marks)

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- 3** Extrinsic rewards can themselves be split into two types.

(a) Describe what is meant by a 'tangible' extrinsic reward, giving an example. (2)

(b) Describe what is meant by an 'intangible' extrinsic reward, giving an example. (2)

(Total for Question 3 is 4 marks)

4 State two sporting examples of extrinsic motivation.

(Total for Question 4 is 2 marks)

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5 Which of the following is the best example of intrinsic motivation?

- ☐ A) A swimmer training hard because she loves the feeling of gliding through the water
- ☐ B) A footballer training hard for a place on the sponsored kit deal
- ☐ C) A boxer training hard for prize money
- ☐ D) A runner training hard to win a cash bonus for a personal best

(Total for Question 5 is 1 mark)

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6 Amelia is a talented young gymnast. Her parents start paying her 5 pounds for every training session she attends, on top of the enjoyment she already gets from the sport.

Explain a possible risk of introducing this cash reward for Amelia's motivation in the long term.

(Total for Question 6 is 3 marks)

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7 Explain why intrinsic motivation is generally considered more likely than extrinsic motivation to help a performer stay involved in a sport over a long period of time.

(Total for Question 7 is 3 marks)

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8 Kai has just started playing badminton for the first time and is not yet skilled enough to win any matches or prizes.

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** State two intrinsic benefits a performer might feel after successfully completing a difficult skill for the first time.

(Total for Question 9 is 2 marks)

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- 10** A coach gives out a 'Player of the Match' certificate after every game, to every player in turn, regardless of how they actually performed.  
Explain why this approach might weaken the value of the certificate as a form of extrinsic motivation.

(Total for Question 10 is 2 marks)

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- 11** Discuss the roles of intrinsic and extrinsic motivation in sport, using a named performer and a named sporting situation of your choice, and evaluate the risks of relying too heavily on extrinsic rewards.

(Total for Question 11 is 9 marks)

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- 12** State one difference between a tangible and an intangible extrinsic reward.

(Total for Question 12 is 1 mark)

- 13** Explain why goal setting (see the SMART principle) can be an effective way to build intrinsic motivation.

(Total for Question 13 is 3 marks)

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- 14** State one reason a professional athlete's motivation might be mostly extrinsic, even if they also enjoy their sport.

(Total for Question 14 is 2 marks)

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- 15** Suggest one strategy a coach could use to keep a talented performer's intrinsic motivation strong, even after they have already won several extrinsic rewards.

(Total for Question 15 is 2 marks)

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- 16** State whether the following is intrinsic or extrinsic motivation: a rower who says 'I train because I love the feeling of the boat moving fast through the water.'

(Total for Question 16 is 1 mark)

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- 17** 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 17 is 1 mark)

**18** A junior athlete is given a small trophy for finishing third in a regional cross-country race.

**(a)** State whether the trophy is an example of intrinsic or extrinsic motivation. **(1)**

**(b)** State whether the trophy is a tangible or intangible reward, and justify your answer. **(2)**

**(Total for Question 18 is 3 marks)**

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**19** 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 19 is 2 marks)**

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**20** State two things a coach might observe in a performer's behaviour that could suggest they are mainly intrinsically, rather than extrinsically, motivated.

**(Total for Question 20 is 2 marks)**

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**21** Explain why a performer who is mainly intrinsically motivated may be more likely to persist with their sport after a long-term injury than one who is mainly extrinsically motivated.

**(Total for Question 21 is 3 marks)**

# Mark scheme · PE.SP7 Sport Psychology: Motivation, Intrinsic and Extrinsic

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## Question 1

- **B1 A**
- **Answer: A**

## Question 2

- (a) **B1** motivation that comes from within the performer/internal feelings, oe
- (a) **B1** sporting example, e.g. enjoyment of playing, personal pride, or satisfaction from mastering a skill, oe
- (a) **Answer: Intrinsic motivation comes from within the performer, for example enjoying the game itself or feeling proud of mastering a new skill.**
- (b) **B1** motivation that comes from an outside/external source, oe
- (b) **B1** sporting example, e.g. a trophy, prize money, praise from a coach, or applause from a crowd, oe
- (b) **Answer: Extrinsic motivation comes from an outside source, for example winning a trophy or prize money.**

## Question 3

- (a) **B1** a physical/material reward that can be seen or touched, oe
- (a) **B1** example, e.g. a trophy, medal, or prize money, oe
- (a) **Answer: A tangible reward is a physical, material reward, for example a trophy or medal.**
- (b) **B1** a non-physical reward that cannot be touched, oe
- (b) **B1** example, e.g. praise from a coach, applause from a crowd, or public recognition, oe
- (b) **Answer: An intangible reward is a non-physical reward, for example praise from a coach or applause from a crowd.**

## Question 4

- **B1** any one valid example, e.g. a trophy, medal, prize money, or praise/applause, oe
- **B1** a second, distinct valid example, oe
- **Answer: For example, winning a medal and receiving applause from the crowd.**

## Question 5

- **B1 A**
- **Answer: A**

## Question 6

- **B1** over-reliance on an extrinsic reward can reduce a performer's intrinsic motivation over time, oe
- **B1** Amelia may begin to attend training mainly for the money rather than for her own enjoyment of the sport, oe
- **B1** if the cash reward were later removed, her motivation to train could then drop, since the enjoyment-based motivation that used to sustain her may have weakened, oe
- **Answer: Over-reliance on an extrinsic reward such as a cash payment can reduce a performer's intrinsic motivation over time; Amelia may begin to attend training mainly for the money rather than for her own enjoyment, so if the payment were later removed, her motivation to train could drop, since the enjoyment-based motivation that used to sustain her may have weakened.**

## Question 7

- **B1** intrinsic motivation comes from within the performer (e.g. genuine enjoyment), so it does not depend on external rewards continuing to be offered, oe
- **B1** extrinsic rewards are not always guaranteed (e.g. not every season ends in a trophy), oe
- **B1** a performer relying mainly on extrinsic rewards may lose motivation once those rewards stop or become harder to achieve, whereas a performer who is intrinsically motivated keeps their reason to continue regardless, oe
- **Answer: Intrinsic motivation comes from within the performer, so it does not depend on external rewards continuing to be offered; because extrinsic rewards are not guaranteed every season, a performer relying mainly on them may lose motivation once the rewards stop, whereas an intrinsically motivated performer keeps their reason to continue regardless.**

### Question 8

- **B1** 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
- **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

- **B1** any one of: a sense of pride, satisfaction, achievement, or enjoyment, oe
- **B1** a second, distinct feeling from the list above, oe
- **Answer: For example, a sense of pride and a feeling of satisfaction.**

### Question 10

- **B1** if every player receives it regardless of performance, it no longer reflects genuine achievement, oe
- **B1** performers may stop valuing/being motivated by it, since it is guaranteed rather than earned, oe
- **Answer: If every player receives the certificate regardless of how they actually performed, it no longer reflects genuine achievement, so performers may stop valuing or being motivated by it, since it is guaranteed rather than earned.**

### Question 11

- **Level 3 (7-9):** A detailed and coherent response that accurately distinguishes intrinsic from extrinsic motivation, applies both specifically to the named performer/situation, and evaluates the risk of over-reliance on extrinsic rewards with a balanced judgement. Sustained, accurate use of sport psychology terminology throughout.
- **Level 2 (4-6):** Mostly accurate description of intrinsic and extrinsic motivation with some application to the named performer/situation, and some evaluation of over-reliance on rewards, though this may be underdeveloped or one-sided. Generally correct use of terminology.
- **Level 1 (1-3):** Basic or generic statements about motivation with little or no accurate distinction between intrinsic and extrinsic sources and little specific application to the named example.
- **Level 0 (0):** No relevant content.
- **Indicative content:**
  - Intrinsic motivation: drive that comes from within the performer, e.g. enjoyment, pride, personal satisfaction, mastery of a skill.
  - Extrinsic motivation: drive that comes from an outside source, split into tangible rewards (e.g. trophies, medals, money) and intangible rewards (e.g. praise, applause, recognition).
  - Application: a reasoned link between the named performer's situation and which type of motivation is likely driving them at that point (e.g. a beginner motivated mainly by enjoyment; an elite performer partly motivated by sponsorship/prize money).
  - Benefit of extrinsic motivation: rewards can genuinely boost effort and give a beginner an early reason to engage before intrinsic enjoyment has developed.
  - Risk of over-reliance on extrinsic rewards: it can reduce a performer's intrinsic motivation over time, so the performer becomes dependent on the reward rather than motivated by their own enjoyment.
  - Risk of over-reliance on extrinsic rewards: since rewards are not guaranteed (not every season/competition ends in a prize), a performer relying mainly on them risks a drop in motivation if the rewards stop.
  - Risk of over-reliance on extrinsic rewards: rewards given regardless of genuine performance (e.g. participation trophies for everyone) can lose their motivational value because they no longer reflect real achievement.
  - Evaluative point: the two types are not mutually exclusive; most performers are motivated by a mix of both, and a coach's aim is usually to build strong intrinsic motivation as the stable foundation, using extrinsic rewards carefully alongside it rather than as a replacement for it.

### Question 12

- **B1** a tangible reward is a physical object that can be touched (e.g. a medal), whereas an intangible reward cannot be touched (e.g. praise), oe
- **Answer: A tangible reward is a physical object that can be touched, such as a medal, whereas an intangible reward, such as praise, cannot be touched.**

### Question 13

- **B1** achieving a well-set, realistic goal gives the performer genuine, self-generated evidence of their own progress, oe
- **B1** this creates a real feeling of achievement/satisfaction, which comes from within the performer, oe
- **B1** unlike an externally given reward, this feeling does not depend on anyone else, so it can be repeated every time a new goal is achieved, sustaining motivation, oe
- **Answer: Achieving a well-set, realistic goal gives the performer genuine, self-generated evidence of their own progress, creating a real feeling of achievement that comes from within them; unlike an externally given reward, this feeling does not depend on anyone else, so it can be repeated every time a new goal is achieved, sustaining motivation.**

### Question 14

- **B1** 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
- **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 15

- **B1** a valid strategy, e.g. setting new personal/process goals beyond the rewards already won, or focusing feedback on enjoyment and mastery rather than only results, oe
- **B1** linked reasoning, e.g. this keeps the performer's own sense of progress and enjoyment central, rather than motivation depending entirely on further external prizes, oe
- **Answer: The coach could set new personal or process goals beyond the rewards already won, keeping the performer's own sense of progress and enjoyment central, rather than motivation depending entirely on further external prizes.**

### Question 16

- **B1** intrinsic motivation
- **Answer: Intrinsic motivation.**

### Question 17

- **B1** C
- **Answer: C**

### Question 18

- (a) **B1** extrinsic motivation
- (a) **Answer: Extrinsic motivation.**
- (b) **B1** tangible
- (b) **B1** justification: it is a physical object that can be seen and touched, oe
- (b) **Answer: Tangible, because a trophy is a physical object that can be seen and touched.**

### Question 19

- **B1** 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
- **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.**

### Question 20

- **B1** any one of: continuing to train hard even when no reward/prize is on offer, oe
- **B1** a second, distinct observation, e.g. still practising after a defeat with no prize at stake, or choosing to play recreationally/for fun outside of formal competition, oe
- **Answer: For example, continuing to train hard even when no reward or prize is on offer, and choosing to play the sport recreationally for fun outside of formal competition.**

### Question 21

- **B1** a long-term injury is likely to mean missed competitions/reduced chances of extrinsic rewards during recovery, oe
- **B1** a mainly extrinsically motivated performer may lose motivation to work through rehabilitation if the usual external rewards are absent for a long period, oe
- **B1** an intrinsically motivated performer's reason to return (enjoyment, personal satisfaction) does not depend on those external rewards, so it can sustain them through a difficult recovery period, oe
- **Answer: A long-term injury usually means missed competitions and reduced chances of winning extrinsic rewards during recovery, so a mainly extrinsically motivated performer may lose their drive to work through rehabilitation, whereas an intrinsically motivated performer's reason to return, such as enjoyment or personal satisfaction, does not depend on those external rewards and can sustain them through a difficult recovery period.**