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Daniel H. Pink

author of *A Whole New Mind*

DRIVE

The Surprising Truth
About What Motivates Us

Drive Daniel H Pink

Bob Kelleher



Drive Daniel H Pink:

Drive Daniel H. Pink, 2011-04-05 The New York Times bestseller that gives readers a paradigm shattering new way to think about motivation from the author of *When The Scientific Secrets of Perfect Timing* 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 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 Drawing on four decades of scientific research on human motivation Pink exposes the mismatch between what science knows and what business does and how that affects every aspect of life He examines the three elements of true motivation autonomy mastery and purpose and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live

Guide to Daniel H. Pink's Drive Daniel H. Pink, Eureka, 2017-03-31 PLEASE NOTE THIS IS A GUIDE TO THE ORIGINAL BOOK Guide to Daniel H Pink s *Drive* Preview *Drive* The Surprising Truth About What Motivates Us 2011 is a book about human motivations Many of the prevailing ideas about why humans make decisions and operate the way they do aren t true or at least they are incomplete Businesses schools and organizations are stuck in outdated unexamined beliefs about human motivation These beliefs are rooted in the idea of extrinsic motivation that people make decisions based on external rewards and punishments But research in psychology shows that there is a significant discrepancy between what behavioral scientists know and what businesses do Extrinsic motivation is not only ineffective but in many situations it can actually be counterproductive and harmful Inside this companion Overview of the book Important People Key Insights Analysis of Key Insights

Quicklet on Daniel H. Pink's Drive: The Surprising Truth About What Motivates Us Paula Braun, 2012-02-16 ABOUT THE BOOK In *Drive* Daniel Pink makes the case that it s time to rethink our business practices The contemporary view of motivation is that if you want people to perform better you give them contingent rewards or threaten them with punishments For many twenty first century tasks however contingent rewards such as monetary incentives do not work Incentives narrow focus and restrict possibility so they re only effective for tasks that have clear set of rules and obvious solutions Too many organizations make decisions based on management assumptions that are outdated and often do more harm than good The old way of thinking about motivation led to the collapse of the financial system in 2008 and had repercussions throughout the global economy The stakes are too high to keep operating under a flawed business as usual mentality MEET THE AUTHOR Paula Braun is a recovering bureaucrat On a whim she took a one year assignment in Iraq and followed it with another one year assignment in Afghanistan After that she needed a break so she semi retired and joined a bridge club To support her bridge habit she entered the glamorous world of freelance writing You can follow Paula on twitter paula_braun friend her on Facebook or read her lenses on Squidoo <http://www.squidoo.com/lensmasters/PaulaSquidoo>

EXCERPT FROM THE BOOK The conventional view of human motivation is not only outdated it s ill prepared to handle how we organize what we do how we think about what we do and how we do what we do People are not robots programmed to maximize profits We all have internal motivators and seek self direction Continuing to operate out of the old conventional view hampers our economic progress Rewards and punishments often lead to the opposite of their intended aims They give us less of what we want by extinguishing intrinsic motivation diminishing performance crushing creativity and crowding out good behavior They also give us more of what we don t want by encouraging cheating shortcuts and unethical behavior becoming addictive and fostering short term thinking There are times when incentives and other if then type external rewards work but they often backfire because by design they limit our focus and foster short term thinking In general the less people feel controlled the better they will perform in the long run

Summary of Drive by Daniel H Pink Jeremy Y. Peterson,2017-02-02 Your time is precious that is why I aimed to give you only the important details summary of the book Drive The Surprising Truth about What Motivates Us It was previously stated by scientists that there are only two main drives that affects our behavior biological we eat and drink to satisfy our hunger and thirst and the external drive reward me and I ll work harder The former pertains to the basic needs in order to physically survive such as hunger thirst sex and self preservation The latter means that there is a counterpart reward or punishment in doing or not doing something We have long believed that rewards and incentives especially money expands our interest and boosts our performance If we are rewarded we d perform even better Much of what we believe on the subject is not what it is in reality What we thought as fixed laws on our behavior has really some loopholes on it Why we do what we do The good news is that the answer is just really in front of us As Daniel Pink puts it there has been a gap between what sciences have proved and what business does The author aimed to fill in the gap This book contains summary of Part 1 A New Operating SystemCHAPTER 1 The Rise and Fall of Motivation 2 0CHAPTER 2 Seven Reasons Carrots and Sticks Often Don t Work Extinguishing Intrinsic MotivationDiminishing PerformanceCrushing CreativityCrowding Out Good BehaviorEncouraging Cheating Shortcuts and Unethical BehaviorBecoming AddictiveFostering Short Term ThinkingCHAPTER 2A and the Special Circumstances When They DoCHAPTER 3 Type I and Type XPart 2 The Three ElementsCHAPTER 4 AutonomyCHAPTER 5 MasteryCHAPTER 6 PurposeGet this book for 2 99 limited time only Regular price at 4 99 Download it by clicking the Buy Now with 1 click button or Read for Free Happy reading TAGS drive book summary in depth summary drive The Surprising Truth about What Motivates Us drive executive summary drive daniel h pink drive daniel h pink summary daniel h pink books [To Sell Is Human](#) Daniel H. Pink,2013-12-03 Look out for Daniel Pink s new book When The Scientific Secrets of Perfect Timing 1 New York Times Business Bestseller 1 Wall Street Journal Business Bestseller 1 Washington Post bestseller From the bestselling author of Drive and A Whole New Mind and teacher of the popular MasterClass on Sales and Persuasion comes a surprising and surprisingly useful new book that explores the power of selling in our lives According to the U S Bureau of Labor

Statistics one in nine Americans works in sales Every day more than fifteen million people earn their keep by persuading someone else to make a purchase But dig deeper and a startling truth emerges Yes one in nine Americans works in sales But so do the other eight Whether we re employees pitching colleagues on a new idea entrepreneurs enticing funders to invest or parents and teachers cajoling children to study we spend our days trying to move others Like it or not we re all in sales now To Sell Is Human offers a fresh look at the art and science of selling As he did in Drive and A Whole New Mind Daniel H Pink draws on a rich trove of social science for his counterintuitive insights He reveals the new ABCs of moving others it s no longer Always Be Closing explains why extraverts don t make the best salespeople and shows how giving people an off ramp for their actions can matter more than actually changing their minds Along the way Pink describes the six successors to the elevator pitch the three rules for understanding another s perspective the five frames that can make your message clearer and more persuasive and much more The result is a perceptive and practical book one that will change how you see the world and transform what you do at work at school and at home

SUMMARY Edition Shortcut (author),1901 **Daniel H.pink's Drive** Ant Hive Media,2016-03-07 This is a summary version of Daniel H Pink s Drive The Surprising Truth About What Motivates Us Forget everything you thought you knew about how to motivate people at work at school at home It s wrong As Daniel H Pink author of To Sell Is Human The Surprising Truth About Motivating Others explains in his paradigm shattering book Drive 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 Drawing on four decades of scientific research on human motivation Pink exposes the mismatch between what science knows and what business does and how that affects every aspect of our lives He demonstrates that while the old fashioned carrot and stick approach worked successfully in the 20th century it s precisely the wrong way to motivate people for today s challenges In Drive he reveals the three elements of true motivation Autonomy the desire to direct our own lives Mastery the urge to get better and better at something that matters Purpose the yearning to do what we do in the service of something larger than ourselves Along the way he takes us to companies that are enlisting new approaches to motivation and introduces us to the scientists and entrepreneurs who are pointing a bold way forward Drive is bursting with big ideas the rare book that will change how you think and transform how you live Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don t have the current time to devour all 288 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This is a summary that is not intended to be used without reference to the original book

Summary Daniel H.pink's Drive Ant Hive Media,2016-12-03 This is a summary version of Daniel H Pink s Drive The Surprising Truth About What Motivates Us Forget everything you thought you knew about how to motivate people at work at school at home It s wrong As Daniel H Pink author of To Sell Is Human The Surprising Truth About Motivating Others explains in his paradigm shattering book Drive 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 Drawing on four decades of scientific research on human motivation Pink exposes the mismatch between what science knows and what business does and how that affects every aspect of our lives He demonstrates that while the old fashioned carrot and stick approach worked successfully in the 20th century it s precisely the wrong way to motivate people for today s challenges In Drive he reveals the three elements of true motivation Autonomy the desire to direct our own lives Mastery the urge to get better and better at something that matters Purpose the yearning to do what we do in the service of something larger than ourselves Along the way he takes us to companies that are enlisting new approaches to motivation and introduces us to the scientists and entrepreneurs who are pointing a bold way forward Drive is bursting with big ideas the rare book that will change how you think and transform how you live Available in a variety of formats this summary is aimed for those who want to capture the gist of the book but don t have the current time to devour all 288 pages You get the main summary along with all of the benefits and lessons the actual book has to offer This is a summary that is not intended to be used without reference to the original book Summary Drive Rapid-Summary,2018-05-16 A Complete Summary of Drive The Surprising Truth About What Motivates Us Drive is a book written by Jeremy Y Peterson In this book the author argues that besides the two basic drives commonly believe each human being has there is also a third drive We all know that each and every one of us has something that drives us to do something that can be going to work raising children taking care of ourselves etc Most people think that humans have only two drives biological based on our biological needs and external based on something that we do for benefit But what many people do not know is that there is also a third drive an intrinsic drive a drive that each of us has This third drive is called intrinsic motivation Intrinsic motivation means that we do things because we feel joy and happiness when we do them Intrinsic drive is a bit mysterious because it is not fueled by external motivation such as money The author dedicated his book to this third drive the most important of them all What makes intrinsic drive the most important and the most influential of them all We will see in the summary section below Here Is A Preview Of What You Will Get In Drive The Surprising Truth About What Motivates Us you will get a summarized version of the book In Drive you will find the book analyzed to further strengthen your knowledge In Drive you will get some fun multiple choice quizzes along with answers to help you learn about the book Get a copy and learn everything about Drive The Surprising Truth About What Motivates Us **Drive** Daniel H. Pink,2011-04-05 The author of the bestseller A Whole New Mind is back with a paradigm changing examination of how to harness motivation to find greater satisfaction in life This book of big ideas discusses the surest pathway to high performance creativity and well being **Drive (Book Summary)** Naushad Sheikh, Unlock the Hidden Power Within Discover the Surprising Truth About What Really Motivates You A Complete Summary of Daniel H Pink s Bestselling Drive Are you tired of chasing endless deadlines burning out on uninspiring tasks or wondering why traditional incentives like bonuses and promotions just aren t cutting it anymore In a

world where creativity innovation and purpose drive success it's time to ditch the outdated carrot and stick approach that's holding you back If you're searching for how to motivate yourself improve employee motivation or boost team productivity without rewards this accessible summary of *Drive: The Surprising Truth About What Motivates Us* by Daniel H Pink is your ultimate guide to transforming your work life leadership style and personal drive Drawing from groundbreaking research in psychology behavioral economics and real world case studies Pink reveals that true motivation isn't about external bribes it's about tapping into your innate desires for autonomy mastery and purpose This isn't just theory it's a proven blueprint for thriving in today's knowledge economy Whether you're a busy executive struggling with workplace motivation an entrepreneur seeking intrinsic motivation strategies a manager aiming to enhance employee engagement or an individual craving personal growth and self motivation this summary distills Pink's 2009 masterpiece into actionable insights you can apply immediately Why This Summary Will Change How You Work and Lead Forever Master the Three Pillars of Motivation 3 0 Dive deep into autonomy the freedom to direct your own path mastery the thrill of getting better at what matters and purpose the drive to contribute to something bigger Learn why these intrinsic motivators outperform rewards every time backed by studies like Harry Harlow's puzzle experiments and Teresa Amabile's creativity research Exposed Why Carrots and Sticks Fail Uncover the seven deadly flaws of extrinsic rewards from extinguishing intrinsic drive to encouraging cheating and short term thinking Pink's eye opening examples like the candle problem and the fall of Encarta vs Wikipedia's rise show how motivation psychology flips conventional wisdom on its head Practical Toolkit for Real Results Get ready to use strategies from Pink's Type I Toolkit tailored for business leaders HR professionals educators and parents Implement autonomy audits deliberate practice routines and purpose driven missions to skyrocket productivity reduce turnover and foster innovation Perfect for anyone tackling employee motivation in the workplace leadership motivation techniques or self improvement motivation hacks Relevance in 2025 and Beyond In an era of remote work AI disruptions and hybrid teams Pink's insights are more vital than ever This summary updates timeless principles with modern applications helping you navigate post pandemic motivation challenges build resilient teams and achieve sustainable personal success Imagine showing up to work energized not exhausted leading with influence instead of incentives and watching your team or yourself produce breakthroughs effortlessly Readers rave This summary turned my slumping sales team into a powerhouse Pink's ideas on intrinsic motivation are gold Whether you're a fan of Daniel Pink books exploring motivational books for leaders or hunting for the best books on motivation and productivity this concise guide under 10 000 words delivers the full impact of *Drive* without the time commitment Don't just read about motivation live it Grab your copy now and ignite the drive that's been waiting inside you all along Your breakthrough starts here buy now and step into a more empowered purposeful you

[Summary of Drive](#) SellWave Audio, 2025-10-26 For decades the prevailing belief has been that the best way to motivate people is through rewards like money the classic carrot and stick approach But Daniel H Pink author of *To Sell Is Human* The

Surprising Truth About Motivating Others argues that this is a mistake In Drive Pink presents a provocative and persuasive case for a different way of thinking about motivation He asserts that the secret to high performance and satisfaction whether at work school or at home is not external rewards but our deeply human need to direct our own lives to learn to create and to do better by ourselves and for the world Drawing on over four decades of scientific research on human motivation Pink exposes the mismatch between what science knows about motivation and how business practices often fail to apply that knowledge He identifies three key elements of true motivation autonomy mastery and purpose These factors he argues are far more powerful than external incentives and can transform the way we approach work learning and personal growth In Drive Pink offers smart and surprising techniques for incorporating autonomy mastery and purpose into our everyday lives This groundbreaking book challenges traditional thinking and provides practical advice that will change how we motivate ourselves and others helping us to live more fulfilling productive and creative lives **Drive to Passion Ted**

Obomanu,2011-11 The methods of attaining great heights are frequently discussed with many postulations propounded by pundits and individuals of phenomenal accomplishments yet reaching the pinnacle of such heights remains ever so elusive to the masses hence only a select few are able to make these extraordinary strides In Drive to Passion Ted Obomanu chronicles the lives of a few highly accomplished individuals Harland Sanders a perfectionist who was the founder of Kentucky Fried Chicken KFC Winston Churchill the vivacious and popular prime minister of Britain who led his country to victory during the Second World War Joseph Kennedy patriarch of the Kennedy clan business mogul and kingmaker Sidney Poitier acclaimed actor and the first African American movie star to receive an Oscar in a leading role Abraham Lincoln one of the greatest presidents of the United States responsible for the abolition of slavery Suze Orman financial guru and popular TV host who epitomizes passion Barack Obama the first African American president of the United States who accomplished this unprecedented feat despite its improbability Oprah Winfrey owner of a TV network one of the wealthiest and most powerful people in the world and was the host and producer of one of the most popular TV shows ever Obomanu does this to explore firsthand how these individuals were able to reach the summit of their vocations He also turns the chronicling of these great individuals lives into an intriguing narrative without compromising the lessons Obomanu makes significant findings in this book Passion more than anything else is responsible for success and greatness which is self evident in the lives of the great individuals he chronicles to attain distinction the quest for passion should always be centered around a niche passion is fueled by drive and a shift in focus from passion to the rewards of accomplishments such as wealth may potentially derail the attainment of success and greatness mentors play a huge role in the accomplishment of our goals At the conclusion of this great reading Obomanu delves into how spirituality and personal development can greatly enhance the quest for passion and how the pursuit of passion can trigger happiness and longevity He sums up by asserting that the aspiration of success and greatness should be driven by all the components of passion to ensure its sustainability and potential value to society The

Kremlin School of Negotiation Igor Ryzov,2019-06-06 Negotiating is something that we all do whether at work or at home But what if we come across someone who just won't give in How can we defend ourselves against manipulation And how do we say no without compromising a deal Legend has it that the Kremlin school of negotiation was born in Russia in the 1920s under the rule of Joseph Stalin and it still has its followers and advocates to this day Using the official Kremlin method and years of business experience Igor Ryzov guides us through the most effective techniques in negotiating terms that satisfy both parties From knowing how to get the most information about a potential deal to how to read your counterpart and advice on defusing tension this comprehensive handbook ensures a mutually acceptable resolution that leaves you walking away successful With practical examples and exercises to hone your negotiating skills The Kremlin School of Negotiation will offer the tools you need to master any deal *Employee Engagement For Dummies* Bob Kelleher,2013-12-13 The easy way to boost employee engagement Today more than ever companies and leaders need a road map to help them boost employee engagement levels *Employee Engagement For Dummies* helps employers implement the necessary plans to create and sustain an engaging culture allowing them to attract and retain the best people while boosting their productivity and creativity *Employee Engagement For Dummies* helps you foster employee engagement a concept that furthers an organization's interests through ensuring that employees remain involved in committed to and fulfilled by their work It covers practical steps to boost employee engagement with your company or team how to engage different generations of employees the keys to reduce voluntary employee turnover practical tools to help retain and engage your employees processes that will boost employee retention and productivity hiring the best fits from the start and much more Helps you recognize and understand the impact of positive employee engagement Helps you attract and retain the best employees *Employee Engagement For Dummies* is for business leaders at all levels who are looking to better engage their employees and increase morale and productivity **The Year of Dreaming Dangerously** Slavoj Žižek,2012-10-09 Call it the year of dreaming dangerously 2011 caught the world off guard with a series of shattering events While protesters in New York Cairo London and Athens took to the streets in pursuit of emancipation obscure destructive fantasies inspired the world's racist populists in places as far apart as Hungary and Arizona achieving a horrific consummation in the actions of mass murderer Anders Breivik The subterranean work of dissatisfaction continues Rage is building and a new wave of revolts and disturbances will follow Why Because the events of 2011 augur a new political reality These are limited distorted sometimes even perverted fragments of a utopian future lying dormant in the present *The Heart of Sustainability* Andres Edwards,2015-11-01 A thriving life and livable future for our planet starts with you Amidst the doom and gloom that dominates the headlines a different kind of story about an alternative and sustainable future is unfolding The players are social activists visionaries revolutionaries and cultural innovators the backdrop is this Anthropocene the tipping point of our global and environmental challenges and the narrative is the molding of a new paradigm to shape our collective future and

make environmental change The Heart of Sustainability delves into the human dimension of this burgeoning international movement with an aim to become climate activists and build a better world Author Andr s Edwards frames the conversation about consciousness activism innovation and sustainability by Explaining how self development is a key driver for environmental planetary change Describing how the confluence of the consciousness and technological revolutions provide unique opportunities for balance and fulfillment Exploring how we can move forward individually and collectively to create a thriving livable future from the inside out during this Anthropocene This landmark work illustrates the integration of the four Es ecology economy equity and education the bedrock of the current sustainability framework with the four Cs conscious creative compassionate and connected Focusing on specific examples and concrete initiatives from social activists around the world it shows us how to reconnect with ourselves each other and nature in order to tackle the climate change challenges we face as a global community Andr s R Edwards is the author of the award winning Thriving Beyond Sustainability and The Sustainability Revolution He is also the founder and president of EduTracks a firm specializing education programs and consulting services on sustainable practices for museums zoos aquariums culture and history centers **The Toddler**

Brain Laura A. Jana, 2017-02-14 What if despite the best of intentions we are raising our children to succeed in a world that no longer exists The Toddler Brain helps parents recognize the connection that exists between their own parenting behaviors and their child s ability to acquire valuable twenty first century skills Dr Laura A Jana draws on studies and stories from pediatrics neuroscience social science and childcare as well as the world of business and innovation to show parents how to equip their children with seven key skills Dr Jana explores the importance of play and curiosity imagination and empathy and strategically strengthening children s neural connections in their first five years **Summary & Review of The 100 Best**

Non Fiction Books Nelson KJ, Summary Review of The 100 Best Non Fiction Books is a curated collection of the most influential and thought provoking nonfiction works throughout history From ancient philosophical texts to contemporary works of science and memoir this book offers a diverse range of topics and authors that have shaped the nonfiction genre With concise summaries and balanced reviews for each of the 100 books this guide is a valuable resource for anyone interested in exploring the depth and breadth of nonfiction literature *The Decoded Company* Leerom Segal, Aaron

Goldstein, Jay Goldman, Rahaf Harfoush, 2014-02-20 A powerful guide to building a data centric corporate culture that unleashes talent and improves engagement Amazon delights customers with recommendations that are spot on Google amazes us by generating answers before we ve even finished asking a question These companies know who we are and what we want The key to their magic is Big Data Personalizing the consumer experience with the collection and analysis of consumer data is widely recognized as one of the biggest business opportunities of the 21st century But there is a flip side to this that has largely been missed What if we were able to use data about employees to personalize and customize their experience to increase their engagement help them learn faster on the job and figure out which teams they should be on In

this book Leerom and his colleagues outline the six principles they've used to decode work and unlock the maximum potential of their talent and share success stories from other organizations that have embraced this approach The Decoded Company is an actionable blueprint for any company that wants the best from its people and isn't afraid of radical approaches to get it Leerom Segal is the president and CEO of Klick and has been named Entrepreneur of the Year by the Business Development Bank of Canada won the Young Entrepreneur of the Year award from Ernst and Young and was named to Profit Magazine's Hall of Fame as the youngest CEO ever to lead a nonprofit company Aaron Goldstein is the co-founder of Klick and is a Senior Certified Project Manager Professional Jay Goldman was Head of Marketing at Rypple a venture backed startup acquired by Salesforce in 2012 and now known as Work.com He is the author of the O'Reilly Facebook Cookbook and he has been published in the Harvard Business Review Rahaf Harfoush is the author of several books including Yes We Did She was a contributor to the best selling Wikinomics and Grown Up Digital

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Drive Daniel H Pink Introduction

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