

motivation. According to various theories, motivation may be rooted in the basic need to minimize physical pain and maximize pleasure, or it may include specific needs such as eating and resting, or a desired object, hobby, goal, state of being, ideal, or it may be attributed to less-apparent reasons such as altruism, morality, or avoiding mortality¹¹.

From a manager's perspective, it is important to understand what prompts people, what influences them, and why they persist in particular actions. Quick would like for principles that are important to understanding motivation:

1. People have reasons for everything they do.
2. Whatever people choose as a goal is something they believe is good for them.
3. The goal people choose must be seen as attainable.
4. The conditions under which the work is done can affect its value to the employee and his or her perceptions of attainability or success¹².

In the motivation, there are two motivate to grow up spirits. Firstly is internal motivation and the second is external motivation. Internal motivation is motivate which came from our self or inside but external

¹¹ Lepper, M. R., Greene, D. & Nisbett, R. E. (1973) Undermining children's intrinsic interest with extrinsic rewards: A test of the overjustification hypothesis. *Journal of Personality and Social Psychology*, 28(1), pp. 129-137.

¹² Quick, Thomas L. (1985). *The Manager's Motivation Desk Book*. New York: Wiley.

In teaching implication can probably never completely remove external motivation or extrinsic motivation, and some extrinsic motivation may be useful. Every classroom context has its share of extrinsic motivation. According to Maslow claimed that intrinsic is clearly superior to extrinsic¹⁷.

2.4 Kinds of External Motivation

External motivation or extrinsic motivation has come outside learners or children there are three kinds of external motivation;

- a. Factor of family.
- b. Factor of school.
- c. Factor of environment¹⁸.

2.4.1 Factor of Family.

According sociology, family is small part of society¹⁹. Family and society have strong relation because prosperity of society depends on family; this statement came up logically. Family form nice sharing whatever in our brain because family is people who are closer than others.

Family has strong influence to children in education. There is family who does not think that education is important and also there is

¹⁷ Brown, H. Douglas. 1941. Principles of language learning and teaching. San Francisco State University: Pearson longman.

¹⁸ Sobur, alex. 2003. Psikologi umum. CV pustika setia: Bandung

¹⁹ Sobur, alex. 2003. Psikologi umum. CV pustika setia: Bandung

Family which has much economy also does not guarantee to make their children success in education. A lot of family that has big economy has failed to educate their children because their parent think that happiness of children is everything for them without paying attention to their education, even parent let their children spend most of their time carelessly²⁰.

b. Relationship between parent and children.

Relationship between parent and children can influence their learning process. Familiar condition in house will create good nuance for children to study. However, if the condition turns into bad, it will become troublesome for them. The parents have to be considerate and thoughtful to create lively atmosphere for children.

c. Method to educate children.

Usually, every family has its own methods to educate the children. Some of parents who educate them like army, it is so tight condition that make children uncomfortable, some of them who are tolerate and let them do what they want, yet in obvious and good ways, it will make children think whether it is good for them to do or not.²¹

²⁰ Sobur, alex. 2003. Psikologi umum. CV pustika setia: Bandung.

²¹ Sobur, alex. 2003. Psikologi umum. CV pustika setia: Bandung.

of rules or limiting factors in their application such as fatigue, distraction and inattention²⁷.

Strategic competence occupies a special place in an understanding of communication. Actually, definitions of strategic competence that is limited to the notion of compensatory strategies fall short of encompassing the full spectrum of the construct. Strategic competence is the way we manipulate language in order to meet communicative goals. An eloquent speaker possesses and uses a sophisticated strategic competence.

Bachman place grammatical and discourse competence under one mode, which he appropriately calls organizational competence, all those rules and systems that dictate what we can do it with the forms of language, whether they be sentence level rules (grammar) or rules that govern how we string sentence together (discourse). Canale and Swain's sociolinguistic competence is how broken down into two separate pragmatic categories.

The first is functional aspects of language (illocutionary competence or pertaining sending and receiving intended meaning) and the second is sociolinguistic aspects (which deal with such considerations

²⁷ Brown, H. Douglas. 2000. Principles of Language Learning and teaching. San Francisco State university. Longman

