

Belief Controls Motivation

by

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CERTIFICATE OF APPROVAL

M.Msc Thesis

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Human motivation has been well documented throughout history in writings of philosophers and through popular stories and writings. It has been the study of psychologists, scientist and others. A tremendous number of self-help books have been written on the subject. Marketing and sales of products throughout democratic societies invest tremendous amounts of money in trying to motivate purchases of their products and services. People look for better ways to motivate themselves to advance in their career, exercise, lose weight, save money and motivate their children, to name a few. Yet, new theories for motivation continue to surface as people become more evolved. It is clear however that most of these theories are projected from the individual being alone and relating to a world of struggle for survival where winning and accumulating the most is the goal. We are advertised to daily through television, magazines, radio to be the most we can so; we can look like this, drive this kind of car, live in this kind of house, go to this college, have this lifestyle and have others serving all our needs. All we have to do is to be more, do more and more and that eventually these doings will bring us the ultimate happiness. All it really leads to is more of the same, until you can't do it any more for one reason or another. We have a society with increasing health problems related to stress, such as heart problems, diabetes and many others. We, as metaphysicians, have a responsibility to provide the opportunity for our fellow citizens to view life in a new and fulfilling way; to know that they truly are not alone and that the power of the universe is within their will of choice. Their freewill is the path to their freedom. Do they have the ability to exercise this freewill regarding their motivations and how would they do it?

“Motivation is a general concept explaining the processes involved in starting, directing, sustaining, and stopping behavior”(Zimbardo 293). The mechanisms that influence first choices for goals and activities are included in this concept along with the following factors: the reaction force, and patterns of perseverance of action which lead to relevant goals. The range of purposes this concept services includes; propositions as to why people persevere despite barriers and hardships and it also relates biological and behavioral processes.

The early theories of motivation that were developed began from a perspective of our innate qualities being the primary factors of our motivation. Biologically based theories looking for inborn processes that controlled and directed behavior were numerous.

“Among these biologically oriented theories are instinct and drive theories” (Huffman 380). The logical place to begin with a biological method of study would be to start with instincts. “These are rigid and fixed motor response patterns that are not learned, are characteristics of a species, and have an inherited, genetic foundation established in the course of evolution” (Huffman 380). The theory of instincts started to fall to the new concepts of drive and drive reduction in the 1930’s. “According to drive-reduction theory (Hull, 1952; Spence, 1951), all living organisms have certain biological needs (such as food, water, and oxygen) that must be met if they are to survive. When these needs are low or unmet, a state of tension (known as drive) is created, and the organism is motivated to reduce it” (Huffman 381).

The biological concept of homeostasis is a state of balance or stability in the internal environment of the body. This homeostasis forms the key basis for the drive-theory. It works like this: the body temperature; blood-sugar, oxygen level, water balance, and so forth are generally maintained in a state of equilibrium or homeostasis. “When this balance is disrupted, a need arises (a drive is created), and we are motivated to restore homeostasis” (Huffman 381).

“Arousal is a measure of the general responsiveness of an organism to activation of the brainstem’s reticular system” (Zimbardo 296). Numerous sources came together to create the emergence of the Arousal Theory. One contributing factor which was dissonant to earlier theories was the concept of emergency responses to stressful situations. Specific emotions, such as fear and rage make us ready or motivate us for action when we are confronted with peril; and that measurable bodily adjustments accompany these arousal responses. Performance was then related to motivation level through a progression of studies. A convergence of these lines of study indicated a particular relationship between performance and arousal.

Various levels of arousal are used to approach tasks according to the Yerkes-Dodson Law: Some tasks are best approached with high levels of arousal; and others with more moderate levels of arousal; performance is best when arousal is relatively low on some key tasks. Task difficulty is the key to the appropriate level of arousal to be used. The

optimal level of arousal is met on difficult or complex tasks at the low end of the motivation continuum.

“As arousal increases, performance on difficult tasks quickly deteriorates. In contrast, for simple or easy tasks, the optimal level of motivation—the level required to perform most effectively is greater. One’s performance gets better and better as arousal increases, up to a later point when it tapers off. For example, if you are a fairly good typist, you will probably type even better if stimulated by background music, but when you are first learning to type, even the slight arousal caused by having friends chat in the background may disrupt your concentration and hurt the accuracy and speed of your typing” (Zimbardo 296.)

“The discovery of the inverted – u relationship between arousal and performance implies that there is a best or optimal arousal level for one’s best performance” (Zimbardo 296). Several ways have surfaced for the use of the concept of optimal arousal. It identifies the means of motivational strength and performance on tasks of varying difficulties; and the reason people and animals sometimes seek stimulation as opposed to trying to reduce it.

Countless theories of psychologists have been explored to understand the nature of motivated behavior but none to this point were considered completely satisfactory.

Due to extreme criticisms, Instinct Theory gave ground to Drive Theory. Drive Theory's proposition was that need-based tension leads to learning new, tension-reducing responses. Curiosity and play were the downfall to Drive Theory because Drive Theory could not account for behavior motivated by arousal-seeking actions. "Arousal Theory dealt with the notion that humans and animals apparently prefer some optimal level of arousal" (Zimbardo 300).

Abraham Maslow's developed a humanistic behavior theory comprising of a sequence of needs that motivated behavior. "According to Maslow, needs at the lower level of the hierarchy dominate an individual's motivation as long as they are unsatisfied. Once these are adequately satisfied, the higher needs occupy the individual's attention" (Zimbardo 298). The optimistic approach taken by Maslow in his theory was welcomed and esteemed for its use in impacting therapy and education but not as much for stimulating further psychological research. It was a positive change from the earlier more negative motivational views. This new emphases as opposed to making it more difficult for the disturbed and focusing on positive attributes suited a new orientation toward assisting *normal* people to achieve their ultimate potential.

Sociobiology, a branch of biology, has more recently revived the original broad sense view of instincts presented by McDougall. Genetics and evolution according to sociobiology have fashioned a variety of social behaviors in both humans and animals. “Sociobiologists such as Edward O. Wilson (1975, 1978) believe competition, war, aggression; male-female differences, altruism and many other behaviors are genetically transmitted from one generation to another” (Huffman 381). It is agreed that for understanding human behavior genetics and biology are of vast importance; that being understood, most of the psychologist believe sociobiology overstates its positions significance.

In his Social-Learning Theory (1954) Julian Rotter developed the importance of expectations in motivating behavior. The likelihood of us engaging in a given behavior is determined by our expectation of achieving an outcome that follows the activity and by our perception of the personal value of that outcome (what it means to us, our belief). The expectation of a future occurrence or at least our perception and belief of it is based upon the history of past reinforcement, which in turn has helped us develop a personal sense of Locus of Control. “A Locus of Control orientation is a *belief* that the outcomes of our actions are contingent on what we do (internal control orientation) or on events outside our personal control (external control orientation)” (Zimbardo 300). This concept is based upon a perceived belief of control whether internal or external.

Murray and McClelland Harvard psychologists uncovered in their TAT (Thematic Apperception Test) a number of human motives positive in nature similar to the ones Maslow described. “Mingled with positive needs were needs that could demean human nature, such as abasement, self-blame, and humiliation. Many of the story themes centered on needs for power, dominance, and aggression” (Zimbardo 299). These were not very supportive of Maslow’s higher levels of human potential. This compelled researchers to advance more all-inclusive theories of human motivation. This examines the result of various individuals systems of beliefs related to topics presented.

In summation of the humanistic approaches presented for motivation, Abraham Maslow, postulated a hierarchy of needs arranged from the most basic survival needs to those that are more human such as social, cognitive, and esthetic needs. He further explained that as individuals seek to grow in their humanness and reach their fullest potential, other needs come into play such as those for high regard actualization, and transcendence. Others epitomize through research that specific human motives have been identified by projective technique, in which subjects project their needs onto ambiguous patterns. Some of these results display inconsistencies that run counter to Maslow’s theory. This theory is permeated with perceptions and beliefs. What we need is based upon our perception of needs or our belief. If we are hungry and need to eat now, but we notice a person in a life or death situation that would require our response to save their life, what do we do?

“Social and cognitive psychologists have influenced psychological thinking about motives by emphasizing the power of individual perceptions and the power of beliefs” (Zimbardo 300). Here surfaces an interesting concept that has been a foundation of spiritual guidance. Perception and belief have been key factors central to spiritual development. Jesus preached belief as a central theme and established The Law of Belief when he said; it is done unto you as you believe.

“Social-cognitive theories of motivation share the concept that human motivation comes not from objective realities but from our subjective interpretation of them. What we do is controlled by what we think is or was responsible for causing our actions. What we believe we can do, and what we anticipate will be the outcome of our efforts. In the cognitive approach, *these higher mental processes control motivation, rather than physiological arousal or biological mechanisms*. This explains why human beings are often more motivated by imagined, future events than by genuine, immediate circumstances” (Zimbardo 299).

This would lead one to think a perception of belief motivates motivation to act upon it. Ernest Holmes, in his Dictionary defines belief as law when Jesus announced, “It is done unto you as you believe,” he was announcing **The Law of Belief** (New Thought Terms 13). He also defined it another way: **Belief, Law of** “Belief creates its own law, which is changed only by reversing the belief” (New Thought Terms 13).

“Studies have found that people who are paid or rewarded for doing a task they had previously done for the sheer fun of it actually lose enjoyment and interest in the task” (Huffman 377-378). This alludes to a strange relationship between doing things for altruistic reasons or for monetary purposes. It is not a new concept, in fact it has been around for many years. The old saying, “when funds come in, fun goes out,” fits (Huffman 378). Another issue exposed is that our perception of the situation is center stage; how we perceive our reward for the actions. “Apparently, the critical factor in enjoyment of a task is how we explain our motivations to ourselves” (Huffman 378). This explanation of our motivation establishes a belief regarding it. “Motivation is not inherent in the behavior itself” (Huffman 377). Motivation is however, derived through the behavior by the satisfaction that is provided by it. This is a perceived satisfaction based upon a belief of expectation for a reward which is believed to be valuable to the individual. One concept used to explain how this process of perception begins is: “Extrinsic motivation – The desire to perform an act because of external rewards or the avoidance of punishment. Intrinsic motivation – The desire to perform an act for its own sake” (Huffman 377). These two definitions seem to correlate with concepts of pleasure and altruism.

“To understand social-cognitive theories of motivation consider the particular need state of loneliness. You tend to feel lonely when you think your social contacts are inadequate. But how do we define inadequate? Some people seem quite content in their own company, living alone, having contact with only a very

few close friends. Others seem to need to be where the action is, in the middle of a happy, close group, in order to feel adequately loved. And still others forsake all their “mere friends” for a single intimate, romantic relationship. Just as there are many forms of companionship, there seem to be many definitions of loneliness” (Zimbardo 299).

The concept of emotion is taxing to study but it is correlated to that of motivation. Emotion is constructed through an array of complex patterns involving feelings, cognitive assessments, behavioral reactions and physical adjustments. Situations seen as personally significant influence these changes in response. When emotions are ambiguous or novel, Arousal may be misattributed to unrelated situations when emotions are not clear or contain mixed messages. An assignment of a personal significant value to something implies first a perception took place regarding it and then a value or belief of value about that situation or thing is applied to it.

It is believed by some researchers that a set of basic emotions that are biologically and experientially distinct can be delineated. The following are two such models epitomizing these emotions:

A set of innate emotions are epitomized through the emotional wheel developed by Robert Plutchik (1980, 1984) “...the model depicts eight basic emotions, made up of four

pairs of opposites: joy-sadness, fear-anger, surprise, anticipation, and acceptance-disgust. All others emotions are assumed to be variations, or blends, of these eight” (Zimbardo 292).

“Carroll Izard (1977) proposes a slightly different set of basic emotions. His model specifies the emotions: joy, surprise, anger, disgust, contempt, fear, shame, guilt, interest and excitement – with combinations of them resulting in other emotional blends (joy and interest or excitement and love)” (Zimbardo 292).

A new perspective on the relationship between reward and motivation surfaced through some surprising findings out of the University of Zurich. Many educated and established figures in society have long operated under the principle that financial incentives increase motivation. “But psychologists are beginning to discover that the connection between the two is trickier than first appears” (Brafman 135).

We need to look into a paradoxical aspect of financial compensation, one that illuminates the strange relationship between monetary incentives and two very different parts of our brain. “...every time there was money to be gained or lost – a certain part of the brain lit up” (Brafman 135). “This region, which remained dormant when a stimulus not attached to money was on the line, is called the nucleus accumbens” (Brafman 135).

The nucleus accumbens has been associated with our unruly nature and from an evolutionary point of view is considered one of the mainly primitive sections of our brain.

The Pleasure Center is associated with the emotional peak that results from gambling, sex and drugs. This is why scientists chose its name. The Pleasure Center at its extreme is known to drive addictions. “The MRI study surprised the researchers because it revealed that the pleasure center is also where we react to financial compensation and the more money there is on the line, the more the pleasure center lights up” (Brafman 140-141).

“Now, compare this reaction with our neurological reaction to altruistic behavior during the experiment we conducted. In the MRI images, the pleasure center remained quiet throughout the experiment. But a completely different region of the brain, called the posterior superior temporal sulcus, kept lighting up” (Brafman 142). This section is responsible for social interactions in the brain. These interactions involve how we perceive and relate to others, and how we establish our bonds.

Taken together these findings provide a new understanding on the relationship between these two parts of the brain. Uncommon to other reactions of the brain like those that control the movement and speech, “the pleasure center and the altruism center cannot both function at the same time: either one or the other is in control” (Brafman 141).

“It’s as if we have two “engines” running in our brains that can’t operate simultaneously. We can approach a task either altruistically or from a self interested perspective. The two different engines run on different fuels to fire up. It doesn’t take much to fuel the altruism center: all you need is the sense that you are helping someone or making a positive impact. But the pleasure center seems to need a lot more” (Brafman 142).

These two brain operations related to tasks are mutually exclusive. The altruistic task incites this portion of the brain only when the self-interested (pleasure center) is unaffected or the Self-interested (pleasure center) portion of the brain is ignited only when the altruistic center is unaffected.

Eckhart Tolle in his book, *A New Earth* explained a realization that came to him, “I didn’t realize yet that thinking without awareness is the main dilemma of human existence” (Tolle 32).

“A mistaken awareness and an awareness with a valid foundation have contradictory ways of apprehending phenomena, so the one harms the other. When, in your practice, you become accustomed to correct attitudes, faulty states of mind naturally diminish until finally they are extinguished” (Lama 177).

The ego or the, I, embodies a great error and a deep Truth depending on its usage. It is used significantly, but is misleading as normally it is a false or illusory sense of identity. This illusory sense of self is what Albert Einstein, who had deep insights not only into the reality of space and time but also into human nature, referred to as an optical illusion of consciousness. The illusory self then becomes the basis for all further interpretations, or rather misinterpretations of reality, all thought processes, interactions, and relationships. Your reality becomes a reflection of the original illusion. Here Mr. Einstein presents a great truth. We are not that which has been created by false *beliefs*. We create a false self that sifts through every circumstance; with false sets of beliefs. This leads to establishing more false beliefs. “Your reality becomes a reflection of the original illusion” (Tolle 27-28).

“The ego identifies with having, but its satisfaction in having is a relatively shallow and short-lived one” (Tolle 46). Concealed within the ego is a sense of deep dissatisfaction which can be interpreted as a wanting or incomplete desire that I am not yet enough.

“As we have seen, having-the concept of ownership-is a fiction created by the ego to give itself solidity and permanency and make itself stand out, make itself special” (Tolle 46).

Having things does not provide the path to self discovery; however the commanding drive beneath it pertains to the composition of the ego: that is the need for more or a wanton desire. The ego requires the need for more to exist. So it takes *wanting* not

having to keep the ego alive. So more wanting will always over-shadow the shallow

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satisfaction of having. The belief of additional things to identify with is the basis for the psychological need for more. “It is an addictive need, not an authentic one” (Tolle 46).

There have been people with outrageous egos throughout history that have pursued their goals through any means costing a tremendous price in lives and pain. Through their tenacious, ruthless, and harsh determination people like Genghis Khan, Stalin, Hitler, left their mark on history. A universal principle comes to the surface in these situations where the energy force behind their un-relinquished wanting, creates an equally powerful opposing energy which in the end leads to their demise. The individuals represented here during their reign created a hell on earth for those who had to endure under their influence. Egos often have various incompatible desires. They may be unaware of what they desire confused between the things they want and the timing of them but they know they don't want what is present in that moment. The outcome of unsatisfied desires is experienced in discomfort, agitation, monotony, worry, unhappiness. “Wanting is structural, so no amount of content can provide lasting fulfillment as long as that mental structure remains in place. Intense wanting that has no specific object can often be found in the still-developing ego of teenagers, some of whom are in a permanent state of negativity and dissatisfaction” (Tolle 47).

Numerous negative conditions find their roots in self-serving attitudes of putting oneself first no matter the costs. Do we have it in us to practice kindness and peace? This is a question of major consequence in our lives. “I know from my own experience that it is possible to change these attitudes and improve the human mind” (Lama 5). Without healthy feelings of kindness and compassion no matter what your condition: wealthy, beautiful, strong there will be no peace for you. “...kindness is essential to mental peace” (Lama 5). All our desires whatever they maybe is driven by a belief in love. “It is to experience the feelings of love in having those things – youth, money, the perfect person, job, body, or health. To attract the things we love, we must transmit love, and those things will appear immediately” (Byrne 172). “Cultivating an attitude of compassion and developing wisdom are slow processes” (Lama 21). Internalizing methods of change is a gradual procedure for emerging morality, focus of cognitive activities, and gaining wisdom. Uncultivated states of mind begin to fall away and become less frequent.

“Our idea of the ego is different from the average concept held by psychologists, particularly the materialistic one which holds that the ego is the reservoir of instinctive impulses dominated by the pleasure principle, as it comes in contact with the external world through the senses and becomes imbued with consciousness” (Holmes 154).

Secular psychological perspective does not believe in a spiritual concept of the ego. It is, in their words, something acquired. There is some truth to their perspective that the ego,

which is displayed, is a consequence of our experience. This explains why the ego ideal is considered a banner of perfection shaped in childhood through self-identification with people who are looked up to or well-liked. “They have another theory of an alter ego, which is developed out of a need for self expression derived from the whole human race.” (Holmes 154) The psychological concept of the ego is not being denied or minimized; it is just lacking a certain important premise. It is the metaphysical premise that we believe there is a real spiritual ego behind the psychological concept. “The psychological ego acquired in living is a projection of the real ego and what we experience in life” (Holmes 154).

“There is an ego, or an “I” myself which was not created by experience but only expressed through it. There is a real and dynamic spiritual ego. If there were not, the psychological ego could never have functioned. This Bible calls the real ego the Christ, the hope of glory. At the center of every man’s life, the impersonal becomes personal; the generic becomes individualized. The universe or God is incarnated in each individual in an entirely different and unique manner. This is the hidden source of life, the place where Christ in us blends on one side with the Divine and on the other side with the individual. This is why the Bible tells us there is but one mediator between God and man, which is Christ. The reference to Christ is not a reference to the man Jesus, but to the Divine Incarnation in all people” (Holmes 154).

We must focus on a new dimension of being to fully love ourselves. We must direct our energy to the presence within us. Become present in the moment and sit still. Direct your attention to experiencing and feeling the presence of life within you. As your direction of attention is focused on this presence inside you, a revelation will begin to take place as it makes itself known to you. A knowingness of perfection, a pure feeling of love and bliss falls upon you. “That presence is the perfection of you” (Byrne 173). This is the Real You. Your attention on this presence through feeling, loving, and praising it will transfer to you a true love of yourself, fully and completely. This feeling once experienced will always be a part of you, your ultimate relationship.

Pay attention to God rather than self. Use devotional practices and listen for the voice of God in prayer, a knowingness, pay less attention to yourself. When we pay no attention to the illusionary concept of self-love it loses its voice and influence over us. We then avoid the traps inherent in self-love the unevenness, of disturbance and of emotion even when it flatters to us. By accepting God’s will, we abolish our false judgments and will and learn to believe the truth about ourselves. “The words of God to the heart are simple and peaceful” (Fenelon 37). There is a fork in the path we must decide which road to travel. We either choose to refer to God or to the self. If our reference is to the self, we have no God other than our illusionary self. If our reference is to God, we are then aligned with Truth, and we hold ourselves as one among God’s creatures, cleansed of self-serving interests. “With a single eye to accomplish his will, we enter into the self-abandonment that our Lord calls us to make” (Fenelon 36). This is when the belief and

the believer become one and unite. “Your body is God’s instrument, intended for his work and for his glory” (Lucado 111). This quote established the right action, relationship and beliefs which motivate our actions. “Your pain has a purpose. Your problems, struggles, heartaches and hassles cooperate toward one end – the glory of God” (Lucado 122). This quote establishes the purpose to direct our beliefs toward our appropriate life goals. Proper motives align us with the power of the universe through its laws. “Reduce the human job description down to one phrase: Reflect God’s Glory.” (Lucado 8). Our purpose is not complex it is simple. The God centered life as our purpose washes away illusions and is effective with rescuing us from a life of confusion.

All things are possessed and supplied through the universe. This universal process of supply provides for all our needs. All things are transferred from this universal supply and are delivered to us through people, circumstances and events, by the Law of Attraction. “Think of the Law of Attraction as the Law of Supply” (Byrne 163). When you transmit the perfect frequency into the universe of what you believe you want, the ideal people, conditions, and events are attracted to you and delivered. “An integral being knows without going, sees without looking, and accomplishes without doing Lao Tzu” (Chopra 53). This is possible when we align our beliefs with right action.

Methods Not Applicable

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The findings begin with a clarification of the theory of motivation from a psychological secular point of view. This view has as its premise that we, as individuals are alone in this universe and is motivated or directed by certain internal factors to behave or act in certain ways in order to survive or exist and grow in this world.

The early theories of motivation that were developed began from a perspective of our innate qualities being the primary factors of our motivation. This biologically based premise was replaced by the drive and drive reduction theory. The key basis of the drive-theory was the concept of homeostasis. It works like this: the body temperature; blood-sugar, oxygen level, water balance, and so forth are generally maintained in a state of equilibrium or homeostasis. Upon the disruption of this balance a drive is created, and we are then motivated to restore this homeostasis. This presupposes that no thought had influence on this disruption. Yet, how do we explain the many psychosomatic diseases and people who have willed their own deaths? Many spiritual healers and writings have been put forth that disease is brought about by our own thoughts and beliefs. Failure to deal with spiritual, emotional, mental or physical issues is likely to result in the manifestation of illness or dis-ease in the body. Our minds and our bodies are linked. This link is already based not only on evidence from Metaphysical groups like "Science of Mind" and teachers like Louise Hay; but also in scientific fact. The evidence continues to grow that this link has a far greater influence on our health than previously believed by

the scientific establishment. All spiritual mind treatment is based upon the knowledge that the energy power of the Divine is available to heal conditions whether they be of mind, body, emotion, spirit or interpersonal relationships

Arousal theory was developed to explain the concept of emergency responses to stressful situations which couldn't fit appropriately into the previous theories. Specific emotions, such as fear and rage, it was confirmed, make us ready or motivate us for action when we are confronted with peril or a perceived and believed danger; and that measurable bodily adjustments accompany these arousal responses. It was further discovered that some tasks are best approached with high levels of arousal; and others with more moderate levels; performance is best when arousal is relatively low on some key tasks. Task difficulty is the key to the appropriate level of arousal to be used.

The discussion regarding arousal brings to mind how people react differently and with different levels of excitement or involvement based on their own perception; one person's excitement has no influence on another. What is difficult to one person is easy to another based upon their point of view or *belief*. What determines our arousal is not the thing itself but our thoughts or beliefs regarding it.

Psychologists have explored many different theories to understand the nature of motivated behavior, but none have been completely satisfactory. This sums up most of the earlier theories. Maslow theorized in his *hierarchy of needs* that the central

motivational force for humans is the innate need to grow and actualize one's highest potentials. This upbeat approach was welcomed by many psychologists who had wearied of the earlier diet of negative motivational view. This positive view fit a new orientation toward helping normal people achieve their potential, rather than making disturbed people less able to do so. Maslow's theory is valued more for influencing therapy and education than for stimulating psychological research. Maslow's theory relies on the innate need or drive touching on earlier theories of instinct and drive theory but he brought in higher goals or purpose into the equation. He later added to his original theory the concept of transcendence as the final step instead of self-actualization. This theory is permeated with perceptions and beliefs. What we need is based upon our perception of need or belief. For instance, if we are hungry and need to eat now but we notice a person in a life or death situation that would require our response to save their life what do we do? The answer is based upon our perception and belief regarding the situation and ourselves. Our perception and belief will drive our actions. Thus, our belief motivates our actions!

His transcendent development aspect should be commended, but the missing link in his theory is fundamental or inherent in his approach. We are not alone we are imbued with Spirit from our very beginnings. We are spirit first and foremost and relate to this world through our senses and thought, developing at first an illusionary self concept, and then at any point in our lives, discover our True Self or Spiritual Truth. The question is not whether we are or aren't spiritual; for we are born into this life a spiritual being, but

whether or not we choose to accept the Truth, or in other words, believe it. We are motivated and directed by the beliefs we form at first through our illusionary self until the realization or belief of our True Self is exposed to us. This exposure of the True Self may happen anywhere or anytime along the path of life including at our transition from this world or so called death. The choice is ours, but the evidence we are exposed to is undeniable.

Rotter's studies on expectation of a future occurrence is based on our past reinforcement history (again what we believe to be true), which in turn has helped us develop a personal sense of Locus of Control. A Locus of Control orientation is based upon a *belief* that the outcomes of our actions are contingent on what we do (internal control orientation) or on events outside our personal control (external control orientation). Actually, when you consider the Law of Attraction, only one of these control orientations would be correct. We, through our thoughts, bring to ourselves from outside sources that which we attract. So, in this case, when you look at the whole picture, the internal control would be more correct. The presentation of this belief concept, the Locus of Control, significantly proposes how we perceive and interpret events from a concept strongly based in belief. Murray and McClelland uncovered many positive human motives similar to the ones Maslow described. Mingled with positive needs were needs that could demean human nature, such as abasement, self-blame, and humiliation. Many of the story themes centered on needs for power, dominance, and aggression. These projected themes undermined and withdrew support from Maslow's theorized higher levels of human

potential. Therefore, researchers had to meet a call to action to develop more comprehensive theories of human motivation.

The Social and cognitive psychologists provided influence on psychological thinking about motives by emphasizing the power of individual perceptions and the *power of beliefs*. Here, surfaces an interesting concept that has been a foundation of spiritual guidance. Perception and belief have been key factors central to spiritual development. Jesus preached belief as a central theme in his ministry and established The Law of Belief. Social-cognitive theories of motivation share the concept that human motivation comes not from objective realities but from our subjective interpretation of them. What we do is controlled by what we think is or was responsible for causing our actions. What *we believe we can do*, and what we anticipate will be the outcome of our efforts. In this cognitive approach, *these higher mental processes control motivation*, rather than physiological arousal or biological mechanisms. In other words, after the initial perception takes place our beliefs initiate control of motivation. Ernest Holmes, in his Dictionary of New Thought Terms defined belief as law the following way: when Jesus announced, “It is done unto you as you believe,” he was announcing The Law of Belief; and Belief, Law of, as belief that creates its own law, which is changed only by reversing the belief. Holmes presents here that the only way to reverse a belief is by our choice. Apparently, the critical factor in enjoyment of a task is how we explain our motivations to ourselves. Motivation is derived from the satisfaction arising out of the behavior itself.

In other words, how we perceive it based upon our belief. Motivation is not inherent in the behavior itself. No, it is inherent in the belief behind the behavior.

The desire to perform an act because of external rewards or the avoidance of punishment is referred to as extrinsic motivation. The desire to perform an act for its own sake is referred to as intrinsic motivation. These two definitions seem to correlate with concepts of pleasure and altruism presented later when discussing brain activation. The Law of Attraction also must be considered giving more credence to intrinsic motivations.

Emotions were introduced because of their strong correlation to motivation. If we believe we are depressed, we are. If we believe we are happy, we are. If we believe we are angry, we are. When we align our emotions with our real Truth, we know we are loved and not alone, and we are!

Despite the complexity of emotional experience, some researchers believe there is a set of basic emotions that is biologically and experientially distinct. One model depicts eight basic emotions, made up of four pairs of opposites: joy-sadness, fear-anger, surprise, anticipation, and acceptance-disgust. All other emotions are assumed to be variations, or blends, of these eight. The other proposes a similar but slightly different set of basic emotions. All emotions are based upon a set of beliefs in our minds. We don't need to be aware of the thought; it is automatically activated based upon the strength and intensity of the pattern of beliefs. Fear and evil are stronger concepts if you believe in them and the

more you believe in their power the more influence they have over you and the quicker your reaction to them.

A paradoxical aspect of financial compensation was presented. It epitomized the relationship between self-centered behaviors that activated the pleasure center (nucleus accumbens) and how the altruistic center (posterior superior temporal sulcus) remained dormant during these times. The pleasure center is identified as such because it is associated with the high that results from drugs, sex and gambling. At its most extreme, the pleasure center drives addiction. This was contrasted with the neurological reaction to altruistic behavior during the experiment; the pleasure center remained quiet throughout the experiment, no reaction at all. But, a completely different region of the brain responded; it is called the posterior superior temporal sulcus or altruistic center. This is the same section of the brain accountable for our social interactions; how we relate and perceive others and how we form our bonds. It was discovered that these two brain operations related to tasks were mutually exclusive. The altruistic task incites this portion of the brain only when the self-interested (pleasure center) is unaffected or the self-interested (pleasure center) portion of the brain is ignited only when the altruistic center is unaffected. It's like having two separate engines running and ready to respond in our brains that will not operate simultaneously. Our approach to a task can be either from an altruistic or self interested perspective. The two different engines run on dissimilar energy sources. It doesn't take much to supply the altruism center. All you need is the sense that you are helping someone or making a positive impact. But the

pleasure center seems to need a high level of on-going supply. It seems from these studies the easiest path would be the most harmonious since it requires the least effort. Why is it so difficult for so many to choose this path? Maybe we find the answers embedded in a *belief* about ourselves.

The ego or the “I” embodies a great error and a deep truth, depending on its usage. It is used significantly, but is misleading as normally it is a false or illusory sense of identity. This illusory sense of self is what Albert Einstein, who had deep insights, not only into the reality of space and time but also into human nature, referred to as an optical illusion of consciousness. That illusionary self then becomes the basis for all further interpretations, or rather misinterpretations of reality, all thought processes, interactions, and relationships. Your reality becomes a reflection of the original illusion. Mr. Einstein presents a great truth; we are not that which has been created by false *beliefs*. We create a false self that sifts through every circumstance; with false sets of beliefs. This leads to establishing more false beliefs. This illusion continues until each of us in a unique way is exposed to the Truth. It can come upon us at any time or place and we may pass it up without a conscious thought. Due to our belief, we may call it a miracle or a weird insight or a serendipitous occurrence, but one day we will face its overwhelming voracity and in that moment we will be faced with the Truth of Divine Presence. We have the choice to choose our path always.

The ego identifies with having, but its satisfaction in having is a relatively shallow and short-lived one. The concept of ownership is a fiction created by the ego to give itself solidity and permanency and make itself stand out, make itself special. No ego can last for long without the need for more. The ego wants to want more than it wants to have. It is an addictive need, not an authentic one. This may be why we find it difficult to follow the easier path of least resistance and altruistic behavior. Once we are engaged in self-indulgent behavior we are somewhat blinded to the direction of true freedom and love. When our beliefs are aligned with self-indulgence our motivations follow. The answer is not in doing and doing and getting and getting. It is to understand we are in a universe of good and love and these are the doings that bring true satisfaction in our lives. We are motivated to the Truth through right action beliefs.

A mistaken awareness and an awareness with a valid foundation have contradictory ways of apprehending phenomena, so the one harms the other. When you become accustomed to correct attitudes, faulty states of mind naturally diminish until finally they are extinguished. Eckhart Tolle put it wisely, "...thinking without awareness is the main dilemma of human existence" (32). This awareness is our Truth as a unique spiritual entity.

Many of our problems stem from attitudes like putting ourselves first at all costs. You may be rich, powerful and well educated, but without the healthy feelings of kindness and compassion there will be no peace within yourself.

Everything we desire is motivated by love. It is to experience the feelings of love in having things such as youth, money, the perfect person, job, body, or health. To attract the things we love, we must transmit love, and those things will appear immediately based upon our belief.

The idea of the ego as represented through the average concept held by secular psychologists holds that the ego is the reservoir of instinctive impulses dominated by the pleasure principle, as it comes in contact with the external world through the senses and becomes imbued with consciousness.

They do not believe in a spiritual concept of the ego. It is, in their words, something acquired. There is some truth to their perspective that the ego which is displayed is a consequence of our experience. This explains why the ego ideal is considered a banner of perfection shaped in childhood through self-identification with people who are looked up to or well-liked. Another theory they propose is that of an alter ego, which is conceived out of a need for self expression which is derived from the whole human race. They miss the main point. The key missing link is that we must understand that we are *not alone*.

Metaphysicians believe a real spiritual ego is in back of the psychological ego concept. This psychological ego concept acquired in living is just a projection of the real ego and

what we believe to experience in life. Holmes epitomized this perfectly well in his explanation of the ego.

“There is an ego, or an “I” myself which was not created by experience but only expressed through it. There is a real and dynamic spiritual ego. If there were not, the psychological ego could never have functioned. This real ego the Bible calls the Christ, the hope of glory. At the center of every man’s life the impersonal becomes personal; the generic becomes individualized. The universe or God is incarnated in each individual in an entirely different and unique manner. This is the hidden source of life, the place where Christ in us blends on one side with the Divine and on the other side with the individual. This is why the Bible tells us there is but one mediator between God and man, which is Christ. The reference to Christ is not a reference to the man Jesus, but to the Divine Incarnation in all people” (Holmes 154).

The concept of the True ego (the one mediator) is presented to explain the foundation from which our beliefs are developed. If our beliefs are entrenched in a false self, the beliefs (from the illusionary self) that come forth will be skewed and misdirect our motivational energies. Whereas the beliefs founded in right action direct our motivations in truth and avoid misdirection through knowingness and Divine guidance. This is similar to our brains that respond one way with altruistic motives and another with self-indulgent motives. You are on one path or the other not both at the same time.

We must focus on a new dimension of being to fully love ourselves. We must direct our energy to the presence within us. Become present in the moment and sit still. Direct your attention to experiencing and feeling the presence of life within you. A knowingness of perfection, a pure feeling of love and bliss falls upon you. This presence is your individualized incarnated perfection of yourself, the Real spiritually based You. This presence will guide you.

Pay attention to God rather than self. Use devotional practices and listen for the voice of God in prayer, through a knowingness, devote less attention to yourself. When we pay no attention to the illusionary concept of self-love it loses its voice and influence over us. We then avoid the traps inherent in self-love the unevenness, of disturbance and of emotion even when it is flattering to us. By accepting God's Will, we abolish our false judgments and will and learn to believe the truth about ourselves. There is a fork in the path and we must decide which road to travel. We either choose to refer to God or to the self. If our reference is to the self, we have no God other than our illusionary self. If our reference is to God, we are then aligned with Truth, and we hold ourselves as one among God's creatures, cleansed of self serving interests. "With a single eye to accomplish His will, we enter into the self-abandonment that our Lord calls us to make" (Fenelon 36).

This is when the belief and the believer become one and unite. You are an incarnate spirit of God and are the instrument intended to do his work here on earth for his glory as opposed to your own. This is why our beliefs that motivate our behavior need to be aligned with truth and our true self. This way our energies are not misdirected.

All things are possessed and supplied through the universe. This universal process of supply provides for all our needs. All things are transferred from this universal supply and are delivered to us through people, circumstances and events, by the Law of Attraction. This is our access to be provided for from the infinite supply of the universe. When you transmit the perfect frequency of what you believe you want, the ideal people, conditions, and events will be attracted to you and delivered. Your rightly aligned beliefs will deliver to you, your best desired conditions in life through the Glory of Gods infinite supply.

“An integral being knows without going, sees without looking, and accomplishes without doing Lao Tzu” (Chopra 53). Our belief, based upon right action, is the true power. Our beliefs control our motivations. It is not only *done unto us as we believe*, as Jesus spoke, but with our better understanding of his words, it is also *done by us as we believe!*

The theories of motivation promoted from early secular perspectives have given way to the more cognitive oriented theories rooted in thought, perception and belief. Social-cognitive theories of motivation share the concept that human motivation comes not from objective realities but from our subjective interpretation of them. This subjective interpretation is based upon a certain set of beliefs the individual holds toward the object, situation, circumstance or other objective reality. This subjective interpretation has its roots in the perception through our senses of this reality based upon an interpretation of this reality related to a preconceived belief or set of beliefs. Thus these psychologists provided influence on psychological thinking about motives by emphasizing the power of individual perceptions and the *power of beliefs*. . In this cognitive approach, *these higher mental processes control motivation. So to be clear*, an individual's perception and the power of their beliefs control's their motivation. Another way to say this might be that perception interpreted through a belief system controls motivation. What we do is controlled by what we think is (a belief) or was responsible for causing (a belief) our actions. What *we believe we can do*, and what we anticipate will be the outcome (a belief) of our efforts. Perception and belief have also been key factors central to spiritual development. Jesus preached belief as a central theme in his ministry and established The Law of Belief. The *Responsibility* for our beliefs is profoundly explicit in these words. We not only have the choice to make as to what we select to believe but those choices determine our lives. This is tantamount to saying your beliefs guide your life. Whether you are thinking thoughts, your beliefs into the Law of Attraction or motivated to action by your beliefs in the physical world your life is being guided by these beliefs.

A key point made through this paper is that belief when misaligned establishes false beliefs. Thinking without awareness is a major dilemma of human life. This awareness is our Truth as a unique Spiritual Entity. The concept of the True ego (the One Mediator) is presented to explain the foundation from which our beliefs are developed. If our beliefs are entrenched in a false self, the beliefs (from the illusory self) that come forth will be skewed and misdirect our motivational energies. We would then lead our lives with faulty beliefs regarding who we truly are by believing we are *alone* in this world. This aligns us with a faulty foundation to our existence. We thus live a false life of contradiction to our truth. A lack of awareness that rests at the basis of all we do. We are motivated through our beliefs to perpetuate this illusion of our existence.

Ernest Holmes, in his Dictionary of New Thought Terms defined belief as law the following way: when Jesus announced, "It is done unto you as you believe," In other words, we bring to us through our beliefs, our world. It can also be said in regards to motivation, *it is done by us as we believe*. Our actions come forth through our beliefs. Our thoughts come from our beliefs and attract in kind through The Law of Attraction. We have the freedom to choose our path. The illusion falls away when we understand we are a uniquely incarnated Spirit of the Divine. We are One with Divine Presence and can access spiritual guidance in this moment of Presence, the Now. Here is the essence of Truth, and from this perspective we can establish belief aligned with truth. Belief aligned with truth will dispel illusion, the false ego and its false beliefs. Releasing the false ego will free you of its insatiable identification search for more. This allows for the alignment

of belief with right motives and actions to lead your life. A life of Truth, where appropriate beliefs control our motivation for fulfillment of good causes

The early secular theories of motivation that were developed began from a perspective of our innate qualities being the primary factors of our motivation. Many of these early theories presupposed that no thought significantly influenced the motivation of behavior. Early theories were accurately assessed to not be completely satisfactory.

Arousal theory brought in how people react differently and with different levels of excitement or involvement based on their own perspective or belief. Maslow's theory relied too heavily on the innate need or drive theories; however, our needs are based upon our *perception* of need or belief. Thus, our belief motivates our actions!

The studies on expectation of a future occurrence which was based on our past reinforcement history (belief of truth), helped lead to a further development of the personal sense of Locus of Control belief. The presentation of this belief significantly proposed how we perceive and interpret events from a concept strongly based in belief. The social and cognitive psychologists provided influence on psychological thinking about motives by emphasizing the power of individual perceptions and the power of beliefs. What we anticipate and believe we can do, will be the outcome of our efforts. In this cognitive approach, these higher mental processes control motivation, rather than physiological arousal or biological mechanisms.

When Jesus announced, "It is done unto you as you believe," he was announcing The Law of Belief; as belief creates its own law, which is changed only by reversing the

belief. Holmes tells us that the only way to reverse a belief is by our choice. Motivation is not inherent in the behavior itself. It is inherent in the belief behind the behavior. Intrinsic and Extrinsic Locus of Control is founded in a belief concept but the weight brought to bear from the Law of Attraction would support Intrinsic Locus of Control. The desire to perform an act for its own sake is referred to as Intrinsic Motivation.

All emotions are based upon a set of beliefs in our minds. We don't need to be aware of the thought because it is automatically activated based upon the strength and intensity of the pattern of beliefs. Fear and evil are stronger concepts if you believe in them and the more you believe in their power the more influence they have over you and the quicker your reaction to them.

A paradoxical aspect of financial compensation was presented. It epitomized the relationship between self-centered behaviors that activated the pleasure center with no affect on the altruistic center and contrasted it with the neurological reaction to altruistic behavior during the experiment with no reaction from the pleasure center. It was discovered that these two brain operations related to tasks were mutually exclusive. It was also discovered that it is easier to act altruistically than pursue self-interested pleasure; although often it doesn't seem that way due to our false beliefs.

This illusory sense of self as presented by Mr. Einstein, referred to an optical illusion of consciousness. That illusionary self then becomes the basis for all further interpretations,

or rather misinterpretations of reality and includes all thought processes, interactions, and relationships. Your reality becomes a reflection of the original illusion. Mr. Einstein presents a great truth; *we are not that which has been created by false beliefs*. This false self that we created sifts through every circumstance of our life. This leads to establishing more false beliefs. This illusion continues until each of us in a unique way is exposed to the truth. The ego identifies with having, but its satisfaction in having is a relatively shallow and short-lived one. The concept of ownership is a fiction created by the ego to give itself solidity and permanency and make itself stand out and to make itself special. No ego can last for long without the need for more. It is an addictive need, not an authentic one. We are motivated to the truth through right action beliefs.

A mistaken awareness and an awareness with a valid foundation have contradictory ways of apprehending phenomena, so the one harms the other. When you become accustomed to correct attitudes, faulty states of mind naturally diminish until finally they are extinguished. The question is not whether we are or aren't spiritual, for we are born into this life a spiritual being, but whether or not we choose to accept or believe the Truth. We are motivated and directed by the beliefs we form, at first through our illusionary self, until the realization or belief of our True Self is exposed to us. We then have the choice to move in accordance with right actions aligned with truth so our beliefs are well directed.

Thinking without awareness as presented is the main dilemma of human existence. This awareness is our Truth as a unique Spiritual Entity. The concept of the True ego (the One Mediator) is presented to explain the foundation from which our beliefs are developed. If our beliefs are entrenched in a false self, the beliefs (from the illusionary self) that come forth will be skewed and misdirect our motivational energies. Whereas; the beliefs founded in right action direct our motivations in truth and avoid misdirection through knowingness and Divine guidance. This is similar to our brains that respond one way with altruistic motives and another with self-indulgent motives. You are on one path or the other but not both at the same time.

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All things are possessed and supplied through the universe. This universal process of supply provides for all our needs. All things are transferred from this universal supply and are delivered to us through people, circumstances and events, by the Law of Attraction. When you transmit the perfect frequency of what you believe you want, the

ideal people, conditions, and events will be attracted to you and delivered through the Glory of Gods infinite supply. Chopra quotes Lao Tzu as saying, “An integral being knows without going, sees without looking, and accomplishes without doing” (53). Like so many things in life that seem complex again we find a simple and resounding answer. Our beliefs control our motivation. Our belief based upon right action is our true power and the appropriate goal for our motivations.

It is not only done unto us as we believe as Jesus spoke but with our better understanding of his words, it is also done by us as we believe!

Belief Controls Motivation

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