



Drive by Daniel Pink - In-Depth Summary by edify.me

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This in-depth, chapter-by-chapter summary of *Drive by Daniel Pink* explains how businesses, governments and schools incorrectly use rewards and punishments despite evidence that **extrinsic motivation** usually doesn't work and often causes harm. *Drive* explains the science of **intrinsic motivation**, its many benefits, and how to apply it to our work and lives.

In this summary:

- **Introduction:** The unexpected consequences of rewards, and the third drive.
- **Chapter 1 - The Rise and Fall of Motivation 2.0:** Why extrinsic motivation doesn't work in business and life today.
- **Chapter 2 - Seven Reasons Carrots and Sticks (Often) Don't Work:** 7 reasons why rewards and punishments usually backfire, and some circumstances when they may still work.
- **Chapter 3 - Type I and Type X:** 5 characteristics of "Type I" (intrinsically motivated) behaviors.
- **Chapter 4 - Autonomy:** The drive to be self-directed and the 4 T's of autonomy.
- **Chapter 5 - Mastery:** The drive to make progress and improve, and the 3 laws for achieving mastery.
- **Chapter 6 - Purpose:** The desire to do meaningful work.
- **Chapter 7 - Type I Toolkit:** Tools and ideas on how to apply these lessons to personal lives, businesses and education.

Estimated reading time: 35 minutes

Original Book: 3:25 hours

You Save: 2:50 hours

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In addition to saving time, this summary is designed for:

- **Readability:** clear, concise and well-written for easy reading.
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