***Personality is often used to predict performance***

**Explain how achievement motivation attempts to link the personality and competitiveness of a performer. Explain how you would encourage a performer to develop approach behaviour**

1. Achievement motivation- the competitive orientation of a performer
2. How motivated they are to attain a goal.
3. Desire to success- fear to failure
4. Personality and evaluation of the situational factors.
5. Probability of success
6. Incentive value of success.
7. Need to achieve (nAch)
8. Characteristics; approach behaviour/seeks out challenges/not afraid to fail/attributes to internal factors/task persistence/ values feedback/50:50.
9. Need to Avoid Failure (Naf)
10. Characteristics; avoidance behaviours/ doesn’t like being evaluated/ preoccupied with failure/ lacks task persistence/ attributes to external factors/ dislikes feedback.
11. Example of a situation- in a penalty shoot out the nAch would step up and the Naf not

**Develop Approach Behaviour**

1. Reducing punishment and negative feelings
2. Gradually increasing the task difficulty but ensuring challenging tasks still set
3. Raising levels of self efficacy- avoiding learned helplessness
4. Set goals that are achievable
5. Re attribute
6. Praise from significant other
7. Early success
8. Control arousal