

THE EXTERNAL REGULATION OF MOTIVATION IN GATSBY CHARACTER AS PORTRAYED IN F. SCOTT FITZGERALD'S *THE GREAT GATSBY*

Fitri Yani¹
English Literature¹

fitriyani@gmail.com

Abstract

This research aims to examine the issues of motivation especially the external regulation of motivation in the novel *The Great Gatsby* by F. Scott Fitzgerald. The main character in the novel is Jay Gatsby. The focus of this research is to find out the external regulation of motivation appeared inside of Gatsby behavior in achieving his goal who as the main character in the novel by F. Scott Fitzgerald's *The Great Gatsby*. This research deals with motivation, so the researcher employs the theory of motivation by Johnmarshall Reeve to analyze the issue. The researcher applied library research and descriptive qualitative methods to elaborate and to perform the data that have logic correlation to the problem statement. The data and the data source are in forms of text that is narration inside of the novel *The Great Gatsby* by F. Scott Fitzgerald, published by Wordsworth Edition Limited publisher in 1993. As the result of the analysis, the researcher concluded that, first the external regulation of motivation can influence people to achieve their goal. It means goal is something that can make people to take the action to achieve it, because goal is related to their willingness. The second is the existence of external regulation of motivation in Jay Gatsby character based on Johnmarshall Reeve concept, such as the incentives, consequences (reinforce and punishers), and rewards are appear and can be proven in Jay Gatsby character.

Key words: External, Love, Motivation, Reeve.

INTRODUCTION

Humans are basically psychological beings and need motivations (Mandasari & Aminatun, 2019), (Fahrizqi et al., 2021). Motivation is important to achieve objectives or goals (F. M. Sari, n.d.). If people wish something, they must struggle to get it. One of the factors to help somebody to achieve the goal is motivation. By having motivation, people can be considered as a person who has aspiration to accomplish his life well and to improve (Mandasari & Aminatun, 2020), (S. N. Sari & Aminatun, 2021), (Pratiwi & Ayu, 2020) the quality of life. People with high level of motivation usually realistically evaluate their abilities in setting their goals, strive to overcome difficulties (Widianingsih & Gulö, 2016), (Renaldi et al., 2016), and achieved success. There is a goal that someone really wants to achieve it, the motivation affects the process of achieving the goal. In the other words

motivation refers to having the encouragement to do something. It is the act of stimulating someone or oneself to get a desired course of action. Motivation is a spirit, passion and determination that come from within ourselves to achieve something that is interested (Fahrizqi et al., 2021).

Motivation is the reasons that underlie behavior (Kuswanto et al., 2020). There are two type of motivation, intrinsic and extrinsic (Larasati Ahluwalia, 2020). Intrinsic motivation refers to doing something because it is inherently interesting or enjoyable, and extrinsic motivation, refers to doing something because it leads to a separable outcome (Dhiona Ayu Nani, 2021). In other words, the motivation to engage in a behavior arises from within the individual because it is intrinsically rewarding. This contrasts with extrinsic motivation, which involves engaging in a behavior in order to earn external rewards or avoid punishments. Meanwhile, extrinsic motivation refers to behavior driven by external rewards such as money, fame, grades, and praises. Thus, motivation is someone's reason to do or not to do something to achieve the goal. The reasons to do something can be done because it is enjoyable or because of desire to get an outcome and it can be influenced (Ambarwati & Mandasari, 2020), (Gulö, 2014), (Daun-Barnett & Affolter-Caine, 2005), (T. D. R. Sari & Sukmasari, 2018), by the external factors.

Beside, external regulation of motivation is a theory, which is established by American psychologist names John marshall Reeve. Reeve is a Professor in the Department of Education at Korea University in Seoul, South Korea. He received his PhD from Texas Christian University and completed postdoctoral work at the University of Rochester. His research interest center was on the empirical study of all aspects of human motivation and emotion. Reeve proposed theory of external regulation of motivation in 2009 through his book entitled "*Understanding human motivation and emotion*". External regulation of motivation is the main issues that will be analyzed by the researcher in this research, which appear in the main character of *The Great Gatsby* novel written by F. Scott Fitzgerald. The theory of external regulation of motivation proposed by Reeve has complete explanations and he mostly discussed about that issue.

The researcher applies the theory to know the motivation of human beings as portrayed in Gatsby character, especially the external regulation of motivation because both of motivation and external regulation of motivation can encourage people to do something.

they have role as drive force to that release energy, means they drive of each activities (Apriyanti & Ayu, 2020), (Ayu, 2019), that will be done by humans. External regulation of motivation can determines the direction of action toward the goal to be achieved. By apply the concept of external regulation of motivation, the researcher hopes it will helpful support the research appropriately (Abbad et al., 2009).

The Great Gatsby was a popular novel written by F. Scott Fitzgerald and published in 1993 by Wordsworth Edition Limited publisher. This novel explores the optimism, tragedy, and tragic business of being in love. Gatsby is the main character that became the center of this novel and characterized as being authentically hopeful person, dreamer who is charming, gracious, and a bit mysterious. Gatsby should face similar barrier and obstacle in achieving his goal which is to winning Daisy Buchanam. Daisy was the love he lost five years earlier. Gatsby had a very high motivation in achieving his goals inside the story. Money was the matter that prevented their being together, there for Gatsby was work hard to become rich so he could win daisy. Gatsby got the money from organized crime, he was selling liquor illegally, he always held luxurious parties at his house that aims to seek Daisy or someone who knew her might attend in the party. Gatsby was being so focused on his dream of Daisy. All the wealth that he got, every party he held, is all part of his grand scheme to bring Daisy back into his lifetime.

LITERATURE REVIEW

Motivation

John marshall Reeve is one of famous person who developed theory of motivation. Reeve believes that motivation is about human strivings, wants, desires, and aspirations. He believes motivation concerns all conditions that exist within the person and within the environment and culture that explain why we want what we want and why we do what we do.

Reeve's External Regulation of Motivation concept

Theory is an abstract thing that symbolizes the representation of reality (Lubis et al., 2019). Therefore, the researcher needs the theory of external regulation of motivation to strengthen and support this analysis. People may have their own external regulation of

motivation. It is seen as processes that give behavior its energy and direction. Energy depict that behavior has strength that it is relatively strong, intense, and persistent.

Direction depict that behavior has purpose that it is aimed or guided toward achieving some particular goal or outcome. That is the responsibility of a theory in motivation context to explain what those motivational processes are and also how they work to energize and direct a person's behavior (Rido et al., 2014).

Incentives

An incentive is an environmental event that attracts or repels a person toward or away from initiating a particular course of action. Incentives always precede behavior and, in doing so, they create in the person an expectation that attractive or unattractive consequences are upcoming. The incentive value of an environmental event is learned through experience.

Incentives can be interpreted as an environment event that attracts or repels people from something through particular action. Incentives are refers to an objectives that drive behavior towards these goals. The individual expects pleasures from achievement from what they call the positive incentives and the avoidance called negative incentives. For example, when the child (Saputra et al., 2020), (Febriantini et al., 2021), (Aguss, 2021), (Diharjo et al., 2020), will go up to the next grade, their parents would buy a new bike, and then the child will study hard to get the new bike. From the example bike is the incentive for the child and it is motivate the child study hard to because the child wants to get a new bike.

Consequences

There are two types of consequences: reinforcers and punishers. Among reinforcers, there are two types—positive and negative.

Reinforcer

Reinforcer is any extrinsic event that increases behavior. If you get a paycheck for going to work and the offering of the paycheck keeps you coming to work, then the paycheck is a reinforcer. Theoretically, a reinforcer must be defined in a manner that is independent from its effects on behavior. Based on the explanation, reinforce refer to anything that increases any event for examples stimulus and object that strengthens the frequency of the behavior that precedes it. In the other words extrinsic factor that keep someone motivation to do

actions can be called as reinforcers. There are two kind of reinforcers; positive reinforcers and negative reinforcers.

Positive Reinforcers

A positive reinforcer is any environmental stimulus that, when presented, increases the future probability of the desired behavior. Approval, paychecks, and trophies operate as positive reinforcers that occur after saying thank you, working a 40-hour week, and practicing athletic skills (Kuswoyo & Wahyudin, 2017), (Aminatun et al., 2019), (Pratiwi & Ayu, 2020), (Gumantan et al., 2021), (Putri & Aminatun, 2021). What makes the approval, paycheck, or trophy a positive reinforce is its capacity to increase the probability that the behaviors of being polite, working hard, or practicing for hours will recur in the future. That is, the person who receives the positive reinforcer becomes more likely to repeat the behavior than the person who receives no such attractive consequence for the same behavior. Additional positive reinforcers in the culture included money, praise, attention (Abidin, 2018), grades, scholarships, approval, prizes, food (Novita & Husna, 2020), awards, trophies, public recognition, and privileges.

Rewards

An extrinsic reward is any offering from one person given to another person in exchange for his or her service or achievement (Assuja & Suwardi, 2015). Example, when a teacher promises a prize if her students will participate more or when a workplace manager smiles to acknowledge an employee's successful performance, the teacher and the manager o (Eva Tuckyta et al., 2021) offer a reward such as prize or smile. Extrinsic rewards are defined by their effects on behavior, positive reinforcers can become as rewards, while only some rewards function as positive reinforcers because not all rewards increase behavior (Ferdiana, 2020). This is a very important practical point to make because people use rewards liberally and often irrespective of whether those rewards actually reinforce behavior. Rewards are therefore best seen as potential motivators.

By applying this theory the researcher want to find out the external regulation of motivation that appear in the Gatsby as the main character portrayed in *The Great Gatsby* novel. The theory was proposed by Reeve, he explains that external regulation of motivation as a study of human behavior. In external regulation of motivation, human behavior is done intentionally which had an effect on the surrounding environment and behavior changing by using reinforcement to get a reward from the environment (Rido et

al., 2014). There are three part of external regulation of motivation theory they are incentives, consequences, and rewards. Here the researcher wants to find out the external regulation of motivation that appears in Gatsby as the main character portrayed in *The Great Gatsby* novel.

METHOD

This research is conducted through library research in which the data are taken from books that correspond to the novel to find more information in order to give comprehension in doing the analysis. Besides, the descriptive qualitative method is also used (Pahdi et al., 2020). The researcher believes that the formulation of problems formulated can be answered within the available time and means. While qualitative means that in doing the analysis we keep away from the used of statistic pattern of formulation since in elaborating this research, the researcher employs words or sentences rather than numeral analysis. Letter, the collected data are processed by reading, analyzing and interpreting, further, related them to the main issues discussed in this research (Rido, 2011). There is true correlation between the data gathered and main issues discussed. Moreover, qualitative research could be assumed that all knowledge and research, and that holistic, hence, specify studies are justifiable. Consequently, in this method the process oriented on the depth of data which centralizes on interpretative analysis, which is resulting, the valid, rich and explanatory data are required rather than outcome. Data are factual information that is taken from data source to be analyzed. Therefore, the data in this research are in a form of dialogues of characters and narrations about external regulation of motivation which derive from F. Scott Fitzgerald work *The Great Gatsby* as the data source.

RESULTS AND DISCUSSION

The Portrayal of External regulation of motivation in Gatsby character

External regulation of motivation is a process that directs and maintains behavior based on the external factors come from the environment (Sulistiani et al., 2019). For example, the factors are incentives and consequences such as food, money, attention and others. It refers to taking some actions in order to obtain a reward or outcome. External regulation of motivation can be defined as a study of human behavior where behavior is done

intentionally which had an effect in the surrounding environment and behavior changing by using reinforcement to fulfill the request or an action done to get a reward from the environment, where behavior is influenced and controlled by the environment. In this stage, people behave based on the factor that influences their goals which is the environment and external factors. *The Great Gatsby* is actually a novel which reflects the external regulation of motivation that influences people's behavior.

Incentive

An incentive is an environmental event that attracts or repels a person toward or away from initiating a particular course of action. Incentives can be interpreted as an environment event that attracts or repels people from something through particular action. It refers to an objectives that drive behavior towards these goals. The individual expects pleasures from achievement of what they call positive incentives and avoidance called negative incentives. *The Great Gatsby* is actually a novel which reflects the incentive as one of external regulation of motivation. It can be seen from the main character characterization (Amelia & Dintasi, 2019), (Mertania & Amelia, 2020), (Khasanah et al., 2017), (Rido & Sari, 2018).

“ ‘It was a strange coincidence, ‘I said.
‘But it wasn’t a coincidence at all.’
‘Why not?’

‘Gatsby bought that house so that Daisy would be just across the bay’. Then it had been merely the stars to which he had aspired on the June night. He came to me, delivered suddenly from the womb of his purposeless splendour.” (Fitzgerald, 1993:51)

The quotation above portrays the moment of conversation between Jordan Baker and Nick, in the conversation they were talking about the past of Gatsby and Daisy. Jordan said at the time she was in tea garden at the hotel plaza in October afternoon in 1917, she saw Gatsby and Daisy, that they have a special relationship five years ago. At that time Gatsby was a soldier assigned to the World War I, upon Gatsby returning from the war Daisy is married to Tom Buchanan. Within five years Gatsby was trying to find Daisy who had lived with her husband. Ultimately Gatsby know Daisy's new house but he cannot immediately meet Daisy because she already belonged to another person. Therefore Gatsby makes some ways to meet Daisy, first is to buy a house across Daisy and her husband's. In the quotation above Jordan tells to Nick that Gatsby bought his house because there is a reason which is to make him close to Daisy. The quotation above categorized into positive incentives,

because Gatsby was tried to gain Daisy praise by having new big house. It can be shows from the sentence '*Gatsby bought that house so that Daisy would be just across the bay*'. It can be seen the reason why Gatsby bought his new house, that is to gain and makes him close to Daisy.

Reinforcer

Reinforcer is any extrinsic event that increases behavior. Reinforce refer to anything that increases any event for examples stimulus and object that strenghten the frequency of the behavior that precedes it. In other words, extrinsic factor that keep someone motivation to do actions can be called as reinforcers. There are two kind of reinforcers; positive reinforcers and negative reinforcers.

Positive Reinforcer

A positive reinforcer is any environmental stimulus that, when presented, increases the future probability of the desired behavior. Positive reinforcers in the culture include money, appraisals, attention, grades, scholarships, approval, prizes, foods, awards, trophies, public recognitions, and privileges.

"I want you and Daisy to come to my house," he said, "I'd like to show her around."

'You're sure you want me to come?'

'Absolutely, old sport.'

Daisy went upstairs to wash her face – too late, I thought with humiliation of my towels – while Gatsby and I waited on the lawn.

"My house looks well, doesn't it?" he demanded. 'See how the whole front of it catches the light.'

I agreed that it was splendid." (Fitzgerald, 1993:58)

The dialogue above shows clearly that Gatsby wants to get attention from Daisy by showing his new big house. It was told in the novel that Gatsby and Daisy cannot be together because of Gatsby's poverty. Gatsby got his wealth it is to get Daisy attention. So it can be concluded that one of the reinforcer or external regulation is that exist in Gatsby's character is the attention from Daisy.

Rewards

Based on the theory an extrinsic reward is any offering from one person given to another person in exchange for their service or achievement. Extrinsic rewards are defined by their effects on behavior, positive reinforcers can become rewards, while only some rewards that function as positive reinforcers because not all rewards increase behavior.

“I’m going to fix everything just the way it was before,’ he said, nodding determinedly. ‘She’ll see.’

He talked a lot about the past, and I gathered that he wanted to recover something, *some idea of himself perhaps, that had gone into loving Daisy*. His life had been confused and disordered since then, but if he could once return to a certain starting place and go over it all slowly, he could find out what that thing was...” (Fitzgerald,1993:71)

The quotation above portrays the moment when Gatsby and Nick had conversation at Gatsby’s party. They talk about Daisy that had changed after being separated for five years. In that conversation Gatsby said that he will do anything to be together with Daisy. From this quotation, it shows Gatsby’s rewards as his external regulation.

CONCLUSION

Based on the results of this research, the external regulation of motivation can influence people to achieve their goal. It means goal is something that can make people to take the action to achieve it, because goal is related to their willingness. From this research, the researcher hopes that the readers can understand and know about external regulation of motivation based on Johnmarshall Reeve. In this paper the researcher gives information and contribution to the other researchers who want to do similar research and to enrich reader’s knowledge about external regulation of motivation in *The Great Gatsby* novel.

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