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**UNDERGRADUATE WORK:** 

## 9<sup>TH</sup> GRADE STUDENT MOTIVATION TO LEARN EFL AT C.E INSA

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## DEDICATIONS

#### My special dedication:

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# ABSTRACT

The researchers conducted the project "9th grade student motivation to learn EFL at C.E INSA" to describe the type of motivation 9th grade students had towards learning EFL; thus, the researchers analyzed whether and to what degree a relationship between the variables existed.

To carry out this research, a study was developed under the qualitative paradigm. Besides, the study provides reliable and meaningful data of the population that was studied and the type-level of motivation they had toward learning EFL.

The researchers developed a descriptive study in order to explore and describe the type of motivation students had every time they were exposed to learn EFL. The results gathered using the 3 different tools (interview, observation guide and diaries) showed that the some of the students were not intrinsic motivated to Learn EFL because they were not willing to participate in the class, to be interested on the topics, to get involved on activities and to be paying attention to the teacher's explanations.

Also, teacher's attitude and approach did not extrinsic motivated students and researchers observed that all these factors were affecting EFL classes which have a negative impact in the learning process.

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In addition, all the information provided on this study was based on theoretical ground. Thus, the researchers drew various conclusions on the phenomenon, and all the useful information collected during the whole process.

# INTRODUCTION

Nowadays, the factors that interfere to improve students' interest in the learning process of a second language are very notably in students' behaviors, and since motivation takes a very important role in students' lives, this study was intended to investigate student motivation to learn EFL at C.E INSA.

During the observation, researchers found out that motivation (intrinsic and extrinsic) was one the factors causing the problems (lack of vocabulary, fluency, bad grades) and this factor was preventing students to fulfill the English learning process.

After analyzing those factors, researchers decided that motivation (intrinsic and extrinsic) was crucial in order to awake students' interest in the English learning process, and that was the main reason researchers started the project to describe the phenomenon.

Due to the problematic situation, the thesis is focused on 9<sup>th</sup> grade student motivation to learn EFL at C.E INSA. The team executed a deep research in which they gathered important and useful data to describe 9<sup>th</sup> grade students motivation in the English learning process at C.E INSA.

Therefore, the work includes a careful description of the process used to collect meaningful data which helped the students of 9<sup>th</sup> grade at C.E INSA in order to analyze the student motivation to learn EFL.

The research was divided into five chapters. In Chapter I, Description of the Problem, the researchers pointed out student motivation to learn EFL based on observations on 9<sup>th</sup> grade students, this chapter contains detailed information of their behavior during classes.

Chapter II, State of Art presents series of elements based on theoretical bases; it provides information about the two types of motivation students can experience in their journey of learning EFL.

Chapter III exposes the type of paradigm and type of study used in this research project. Besides the sampling procedure to delimit the units of observation and a description of the work that had been followed based on specific research stages.

Chapter IV contains the analysis and interpretation of the data that was collected through the instruments.

Chapter V includes the conclusions obtained at the end of the research project and the recommendations for future researchers, teachers in charge of 9<sup>th</sup> grade, and for students currently in 9<sup>th</sup> grade.

Also, the index of content and the index of tables to facilitate the search of any chapter or table and a specific part of the research paper.

# **CHAPTER I: STATEMENT OF THE PROBLEM**

At C.E INSA in 3<sup>rd</sup> cycle, pupils study from 7<sup>th</sup> to 9<sup>th</sup> grade. When students reach 9<sup>th</sup> grade they are expected to start thinking about their future, and they should start showing the interest they have toward learning EFL; in this case, 9th grade student motivation at C.E INSA to learn EFL in the scholar year 2017.

#### 1.1. Description of the problem

Nowadays, learning English is very important in our society and this learning starts from basic levels at school. Many students between ages of 14-15 neither know what they will do with their future nor pay interest on their current subjects, EFL in this case. That is why researchers explored and described the type of motivation students had toward learning EFL.

The term motivation is usually defined by psychologists as the set of processes which involve the arousal, direction, and sustaining of behavior (conduct). It is employed to indicate, for instance, a subject's persistence and his/her pervasive work on certain tasks and not on other activities. When we use the term "motivation", we should be aware of its limitations and problems (cf. Madrid, 1999).

During 4 weeks, researchers observed 9th grade section "F" classes using direct observation. Researchers noticed that the majority of the students were not intrinsic motivated because they were not willing to participate in the class. Students were passively listening to the teacher, and when the teacher asked them to participate there were only around 3 students who answered without being requested to. Also, researchers observed that the tutor's attitude during classes affected student extrinsic motivation because the tutor only used the English language in the class and that made the students afraid of participating, but it helped students to get accustomed to the English language. On the other hand, it was observed that the tutor could increase students' extrinsic motivation through the use of activities, especially when students worked in pairs, trios and groups.

People cannot directly observe students' motivation; all they can observe is their behavior and the environment in which they develop it. Motivation is something inside the individual, and it acts reciprocally with the environment. That is why it was studied students' behavior with the help of certain instruments such as: observation guide, interviews, diaries, etc., so that it was verified the type-level of motivation they had toward learning EFL.

Motivation involves several processes. In order to obtain a deeper insight into the underlying processes by means of which students begin to learn in class, pay attention to certain activities more than to others.

Having observed and gathered all this information from previews studies the researchers finished up asking the following question. How is the motivation of 9<sup>th</sup> grade students at C.E INSA- 2017?

### **1.2. Research Objectives**

- 1.2.1. General Objective
  - To describe 9<sup>th</sup> grade student's motivation in the English Learning Process at C.E. INSA.
- 1.2.2. Specific Objectives
  - ✓ To determine factors that affect students' intrinsic motivation at C.E. INSA.
  - ✓ To identify how teacher's attitude alters students' extrinsic motivation during EFL classes.
  - ✓ To monitor how intrinsic and extrinsic motivation influence EFL classes.

### 1.3. Justification

In El Salvador, the English Language has become essential for the education process. Nowadays, English language is considered a basic subject since the beginning of children education (kinder garden) until High School.

This research provides very important information that reveals the different types of motivation that students from C.E INSA were showing in learning EFL and also describes students' motivation in the English Learning Process. In that way, the research had its importance on analyzing how intrinsic and extrinsic motivation played an important role when learning EFL. In El Salvador, students' learning is measure by grades. To fulfill students learning

process they must be motivated; not only for getting good grades, but also to acquire knowledge and achieve their goals. Saville-Troike (2006:85-86) claims that *"motivation* is another factor that is used to explain why some L2 learners are more successful than others. The level of effort that learners expend at various stages in their L2 development depends on how motivated they are to learn. The more motivated students are, the easier they will learn a new language".

For this reason, this research helped students and teachers to know how motivation improved and influenced the learning process and to know the different factors that affected motivation.

# **CHAPTER II: STATE OF ART**

In this chapter, the researchers included essential information about student motivation to learn EFL. The researchers decided to gather information about this topic to explore and describe 9th grade student motivation to learn EFL at C.E INSA in the scholar year 2017. Also, it was explained, through the information gotten, the significant role that motivation plays in EFL acquisition.

## 2.1. Definition and etymology of variables

2.1.1. Student motivation to learn EFL

Student: a person formally engaged in learning, especially one enrolled in a school or college. late 14c., from Old French estudient "one who is studying," from Medieval Latin studiare "to study," from Latin studium (see study). Student-teacher is attested from 1907.

Motivation: Internal and external factors that stimulate desire and energy in people to be continually interested and committed to a job, role or subject, or to make an effort to attain a goal.

Motivation results from the interaction of both conscious and unconscious factors such as the intensity of desire or need, incentive or reward value of the goal, and expectations of the individual and of his or her peers. These factors are the reasons one has for behaving a certain way. An example

is a student that spends extra time studying for a test because he or she wants a better grade in the class.

1873, from motivate + -ion. Psychological use, "inner or social stimulus for an action," is from 1904.

Learn:" to acquire knowledge of or skill in by study, instruction, or experience," Old English leornian "to get knowledge, be cultivated, study, read, think about," from Proto-Germanic \*liznojan (cf. Old Frisian lernia, Middle Dutch leeren, Dutch leren, Old High German lernen, German lernen "to learn," Gothic lais "I know"), with a base sense of "to follow or find the track," from PIE \*leis-"track."

EFL: English as a foreign language: the study of English by nonnative speakers living in a non-English-speaking environment.

Student motivation to learn EFL: Student motivation naturally has to do with students' desire to participate in the learning process. But it also concerns the reasons or goals that underlie their involvement or noninvolvement in academic activities. The term motivation to learn has a slightly different meaning. It is defined by one author as "the meaningfulness, value, and benefits of academic tasks to the learner –regardless of whether or not they are intrinsically interesting" (Marshall, 1987). Another notes that motivation to learn is characterized by long-term, quality involvement in learning and commitment to the process of learning (Ames, 1990).

#### 2.1.2. Intrinsic motivation

Intrinsic: late 15c., "interior, inward, internal," from Middle French intrinsèque "inner" (13c.), from Medieval Latin intrinsecus "interior, internal," from Latin intrinsecus (adv.) "inwardly, on the inside," from intra "within" (see intra-) + secus "alongside," originally "following" (related to sequi "to follow;" see sequel ). Meaning "belonging to the nature of a thing" is from 1640s. Related: Intrinsicly.

Intrinsic motivation: It is a stimulation that drives an individual to adopt or change a behavior for his or her own internal satisfaction or fulfillment. Intrinsic motivation is usually self-applied, and springs from a direct relationship between the individual and the situation. It is very important factor in the design of a learning or training course.

#### 2.1.3. Extrinsic motivation

Extrinsic:1540s, from French extrinsèque, from Late Latin extrinsecus (adj.), from Latin extrinsecus (adv.) "outwardly," from exter "outside" + in, suffix of locality, + secus "beside, alongside," originally "following" (related to sequi "to follow;" see sequel ).

Extrinsic motivation: Extrinsic motivation refers to behavior that is driven by external rewards such as money, fame, grades, and praise. This type of motivation arises from outside the individual, as opposed to intrinsic motivation, which originates inside of the individual.

#### 2.2. Actual situation of the phenomenon

Everyone has a first language, which has been acquired through a combination of innate aspects and the environment where people are raised (first language acquisition); but nowadays, learning more than one language has become important for all people around the world, and one of the most important and useful languages that people are learning is the English language.

Throughout the time, people have had the necessity to learn to communicate among others, and this not only involves the improvement in the society, but also it includes the improvement on the learning process at schools and universities. This fact has done many people get motivated to learn English as a foreign language to look for better opportunities; such as, get a better job, continue university studies, travel abroad, be in touch with the main opinion leaders in the world, etc.

Motivation (Intrinsic and Extrinsic) plays an important role for human beings in any activity they develop. This also affects the learning process; in this case, 9<sup>th</sup> grade students English Learning Process as researchers observed during classes was affected by students' intrinsic motivation towards the English Language, because it was seen that students were not motivated at the beginning of the classes and tutor's attitude (extrinsic motivation) did not push students or motivated them during the classes.

Motivation in connection with FL learning in formal classroom contexts compels us to focus on the topic in a more restricted manner, taking into account the main factors in the teaching-learning process in the FL, namely, the student and his/her motivation to learn the language, and the teacher's attitude towards student's motivation to learn EFL. ("Exploring student's motivation in the EFL class" E. García Sanchez, page 323)

## 2.3. History background

Historically talking, motivation has become the most important factor for students at the moment of learning EFL. Through the pass of the years, English has been taught as FL, but it has been observed that the motivation students have for learning this language influences the learning process. Based on the *Monitor Theory*, emotional factors and motivation as key elements can control the language acquisition process. "When a student is exposed to a new language, the first internal hurdles are posed by the individual's emotion state and motivation... filtering sources are the individual anxiety levels, peer identification, and general motivation to learn a language" (1981, 1982, 1985; Dulay, Burt, and Krashen, 1982)

On the other hand, Lambert's (1974) and Clèment's (1980) include motivation as a central factor in L2 learning. The extent to which L2 is learnt depends on the attitude towards L2 learning, and on student's degree of motivation. Clèment's (1980) even goes as far as to claim that motivation determines the level of competence achieved by the subjects.

Further studies have looked into the factors of motivation, and they have taken into account the development of motivation as intrinsic and extrinsic motivation to know how they are influencing students in the process of learning English as a FL; and finally, they have studied the teacher's attitude and approaches towards student's motivation at learning EFL.

## 2.4. Motivation and language learning

Motivation is a basic and essential part of learning (Brewer & Burgess, 2005). Gardner (1885), believes that with the intention of being motivated, the learner necessitates, requires, and needs to have something to anticipate, foresee, expect and long for, a reason, principle, or rationale having to do with aim or target. Concerning second/foreign language acquisition, this intention would be learning a foreign language. In fact, there must be something that the learner desires to achieve or do, being the target language the vehicle to attain it.

According to Cook (2000) the performance and presentation of a number of learners in the context of second or foreign language learning is improved and superior than others. The reason is that they are better motivated. Ellis (1994) sees the incident of learning by means of motivation and believes that the learning process simply occurs when a person is motivated. Relating to this matter, Ellis (1994, p. 508) says that "language teachers readily acknowledge the importance of learners' motivation, not infrequently explaining their own sense of failure with reference to their students' lack of motivation".

Cook (2000) states that acquisition of language is not the same among learners. He also believes that there are three main factors which influence the Second Language Acquisition. These three factors are: age, personality and motivation. Motivation is the most significant factor among the mentioned three factors that affect second language acquisition. Ellis (1994, p. 715) suggests that motivation is "the effort which learners put into learning an L2 as a result of their need or desire to learn it". Also, Lightbrown and Spada (2001, p. 33) identify motivation in SLA as an intricate incident which can be identified along with two factors: "learners' communicative needs and their attitudes towards the second language community". They believe that when learners think that they need to speak the second language with the aim of being in touch with others or accomplishing and achieving specialized desires and goals, they will be motivated to obtain expertise and skill in it. Gardner and Lambert (1972) name the mentioned situation as integrative motivation and instrumental motivation. Research has proved that whether second language learning is successful or not directly and strongly concerns with these types of motivation (Lightbrown & Spada, 2001).

# 2.5. Intrinsic motivation

There is also another concept in the field of motivation introduced by Ryan & Deci (2000) as Self-Determination Theory; Ryan & Deci (2000) say that Self-Determination Theory categorizes and tells apart diverse types of motivation in accordance with the different rationales, causes, or targets which strengthen a deed or an achievement. In proportion to this theory, the most fundamental difference is between intrinsic motivation and extrinsic motivation. Intrinsic motivation is the eagerness and interest to do and take part in some certain activities because an individual feels that they are attractive and pleasant.

Students who have intrinsic motivation are inclined to stay with intricate and complicated problems and gain knowledge from their slips and mistakes (Walker, Greene, & Mansell, 2006). Besides, intrinsic motivation is essential and fundamental for the integration process through which elements of one's accessible internal awareness and knowledge is assimilated or mixed with new knowledge.

### 2.6. Extrinsic motivation

Extrinsic motivation, on the other hand, is the propensity to take part in activities because of the reasons which do not link to the activity. These reasons can be the anticipation of reward or punishment, like being successful in the exam or getting a good mark (Vansteenkiste, Lens, & Deci, 2006)

To come to the point, intrinsic motivation is a motivation to do an activity because of itself. In fact, the individuals who are intrinsically motivated do and practice the activities and works because they feel that those activities are enjoyable. Extrinsic motivation, on the other hand, is motivation to do a work or an activity as a means or way to achieve a target. Those who are extrinsically motivated perform and do affairs as they think that their contribution will cause enviable results like a reward, teacher admiration, or evasion (prevention) of punishment (Pintrich & Schunk, 1996).

## 2.7. Teacher's approach

For a teacher, being able to interact with the student and display positive behavior such as asking questions, understanding their thoughts, showing interest and appreciation increases the students' motivation and success. While working towards providing students at a certain development level information, experience and behavior on a certain topic, teachers become role models for students by way of their own behavior and attitude. Positive attitudes lead to success while negative attitudes lead to failure and as a result success can lead to positive ego attitudes while failure leads to negative ego attitudes. For example, if the teacher engages in belittling comments towards a student due to his/her failure, the negative effects of this will be inevitable (Gecer, 2002).

### 2.8. Teacher's attitude

In Frymier's (1993) study concerning the effect of positive teacher behavior on the student's motivation level, the author has concentrated on certain behaviors for teachers such as giving feedback for student works, complimenting, wanting to listen to students and being interested. The results of the study show that teachers' non-verbal actions such as smiling, having a relaxed stance, various gestures and facial expressions come first in improving the learning experience for students whereas the topic of the class itself comes in second.

The student's performance is not completely the result of their work; performance is affected by many factors and the first one is the attitude of the teacher. A positive attitude from the teacher affects the student's motivation, attitude towards school and school work, the student's self-confidence and as a result personality development.

Teaching is much more than saying and explaining (Gundogdu, Silman, 2007: 264). One of the most basic principles of teaching abilities is supporting of the student by the teacher and for the teacher to put for their positive expectations in order to motivate the student to learn (Yavuzer, 2000). While the positive behavior of the teacher allows him/her to create a positive relationship with students, it also allows for the teacher to dwelve on the positive behavior of students as opposed to the negative, taking on a reinforcing role as well (Yavuzer, 2000).

# **CHAPTER III: METHODOLOGICAL DESIGN**

This chapter describes the methodology to be used in order to carry out the research thesis. The chapter contains the paradigm and the type of study in which the researcher based their investigation, the planning phase, and a detailed description of the data collection procedure. In conclusion, this chapter deals with the way the study was conducted.

#### 3.1. Paradigm and type of study

To fulfill the thesis "9<sup>th</sup> grade student motivation to learn EFL at C.E. INSA the researchers used the qualitative paradigm in order to gather up data through qualitative measurement instruments; such as, an observation guide (non-participant observation), an interview guide, and a diary.

To study how motivation influences in the process of learning English as a Foreign Language, the researchers used the descriptive study to set whether and to what degree a relationship between the variables existed.

To gather data, the researchers used effective techniques and tools during two months at C.E INSA. During those two months, the researchers carried out observations, interviews and diaries to the target population.

In this thesis, the research team considered better to choose the Qualitative, descriptive study because it was a way of conducting and conceiving

research. In qualitative research, the researcher is the instrument or the tool for designing, collecting, and analyzing research. Qualitative research, in contrast to quantitative research, generally does not translate aspects of the world into numbers to be analyzed mathematically. Instead, it analyzes the world through the lenses the researcher brings to bear on the data.

## 3.2. Description of the environment

This thesis was carried out at C.E INSA Campus" located West 31<sup>st</sup> street and 10<sup>th</sup> avenue south, El Palmar, Santa Ana, El Salvador, in the urban area. The total population of students was composed by four thousand, one hundred and twenty-four students at Centro Escolar INSA

#### 3.3. Units of observation

After having decided to use the non-probability sampling of thirty-seven students of Centro Escolar INSA, 2017, no matter their sex or age, the researchers took into account some criteria of inclusion and exclusion for the population.

Criteria of inclusion for the population:

- ✓ Centro Escolar INSA students
- ✓ Students who attended every single class during the week
- ✓ The students must belong to nineth grade
- ✓ Students who belong to section F

- ✓ Afternoon students
- ✓ Group selected by the person who was in charge of 9<sup>th</sup> grades
- ✓ The most suitable schedule for researchers

Criteria of exclusion for the population:

- ✓ Students who did not attend classes every day
- ✓ Students from High School
- ✓ Students from seventh grade
- ✓ students from eighth grade
- ✓ Students from other sections

Researches took into account those units of observations based on non-probability Sampling Procedure since that was the best technique to select students who accomplish the criteria already explained in order to obtain better and reliable results in the research.

## 3.4. Sampling procedure

Researchers made use of the Purposive Sampling to carry out the investigation. According to that type of sampling, the researchers decided who the sampling population were based on the criteria previously established according to the objectives and purpose of the investigation.

Researchers selected one section of ninth grade at C.E INSA, 2017. The selected group for the research was group "F" which was chosen as a suggestion from the person who was in charge of 9<sup>th</sup> grades. This group had thirty-seven students, and researchers took into account all of the students in the class.

# 3.5. Operationalization of variables

GENERAL	SPECIFIC OBJECTIVES	CRITERIA TO	DEFINITION	INDICATORS	INSTRUME	TIME
OBJECTIVE		OBSERVE			NTS	
✓ To	✓ To determine factors	Intrinsic	It is a stimulation	-Eagerness	-Interviews	8 h.
describe	that affect students'	Motivation	that drives an	and Interest	-Diary	8 h.
9 <sup>th</sup> grade	intrinsic motivation at		individual to adopt		-Observati	8 h.
student's	C.E. INSA.		or change a	-Internal	on Guide	
motivation			behavior for his or	Satisfaction		
	✓ To identify how		her own internal	- Behavior		
in the	teacher's attitude					
English	alters students'		satisfaction or	-Desire to		
Learning	extrinsic motivation		fulfillment.	learn		
Process	during EFL classes.			- Anticipation		
at C.E.	Ŭ			of reward or		
INSA.	✓ To monitor how			punishment		
	intrinsic and extrinsic					

motivation influences			
EFL classes.	Extrinsic	Extrinsic	- Enjoyability
	Motivation	motivation refers	of activities
		to behavior that is	
		driven by externa	-Type of
		rewards such as	activities
		money, fame	developed in
		grades, and	class
		praise.	-Teacher's
			reaction
			toward
			student's
			participation
			in class
			-Teacher's
			reaction
			toward
			student's
			negative
			attitude

		-Teacher's	
		error	
		correction	
		-Teacher's	
		encouragem	
		ent	
		-Teachers'	
		attitude	
		during the	
		class	

#### 3.6. Research techniques

To conduct the project, the researchers developed some tools to gather important information about the situation studied.

3.6.1. Interview

An interview is a conversation where questions are asked and answers are given. In common parlance, the word interview refers to a one-on-one conversation with one person acting in the role of the interviewer and the other in the role of the interviewee. By means of an interview guide, the researchers checked how intrinsic motivation influenced on the learning process of ninth grade students at C.E INSA, 2017.

#### 3.6.2. Observation guide

By means of using an observation guide, the researchers had the opportunity to analyze which factors act on ninth grade students' extrinsic motivation and how those factors influenced in the process of learning EFL at C.E INSA, 2017. The researchers measured and organized the information based on the results obtained in the observation guide; in order to, know if extrinsic motivation affected student's performances in the subject.

#### 3.6.3. Personal diary

A Personal Diary is a book in which the researchers write down their personal experiences and thoughts each day they meet the group they are

working with. By doing so, the researchers took notes every class to describe the different activities and the performance of the students.

#### 3.7. Approaching the field of study

In March 2017, researchers observed 9th grade section "F" at C.E INSA. And by means of a direct observation, researchers noticed that the most of the students were not intrinsic motivated, and because of that, they were not willing to participate in the class. Students were just listening to the teacher and when the teacher asked them to participate, only few students felt motivated to participate. Also, researchers observed that the tutor's attitude during classes affected student extrinsic motivation because the tutor only used the English language in the class and this made students felt afraid of participating, even though it helps students to get accustomed to the English language. It was also observed that students got extrinsically motivated if they worked in pairs or groups. Taking into account the observation about what the research was, some validated instruments were administered to collect and analyze the data gathered.

#### **3.8. Methods to analyze the information**

The information that was obtained in the research was processed through the Microsoft word program in order to have all the information organized. Microsoft word is a graphical word processing program that users can

type with. It is included in the Microsoft Office suite of applications. The software's purpose is to allow users to type and save documents.

By using Microsoft word, the research team organized, processed, and analyzed the entire data gathered in the instruments above mentioned. Then, they analyzed and graded the information gathered from the diaries, interviews and observations that was administered to the participant students of the project. Finally, the team discussed all results in order to analyze all the details they had gotten.

#### 3.9. Validity of data collection instruments

Under the qualitative study, it was measured all the data gathered from the instruments used through the full research about how motivation affected nineth grade student at C.E. INSA. It was validated by the research expert in charge of the research team; and all the data was analyzed and interpreted in an accurate and objective way.

#### 3.9.1. Descriptive and interpretive validity

Descriptive Validity is a research term that refers to the accuracy and objectivity of the information gathered. Descriptive validity forms the base on which all the other forms of validity are built upon. Without an accurate account of the formative data all else is irrelevant (Glaser & Strauss, 1967).

The research tools used in the study were validated by research experts and authorities in the field of the English language department at the Western Multidisciplinary Campus of the University of El Salvador. To do so, the researchers provided the experts with a validation sheet for each instrument. The researchers took into account all the suggestions and recommendations provided by the experts on the field, and thus, made the necessary variations in the instruments to improve their reliability and quality.

Those instruments were presented to different research experts at the Western Multidisciplinary Campus to get feedback and recommendations. An Expert Validation Sheet was fastened for such purpose. The validation sheet had five sections containing different items that were graded in the following way: 1. Acceptable, 2. Needs Improvement, 3. Non-acceptable. At the end of all sections, there was a space for suggestions.

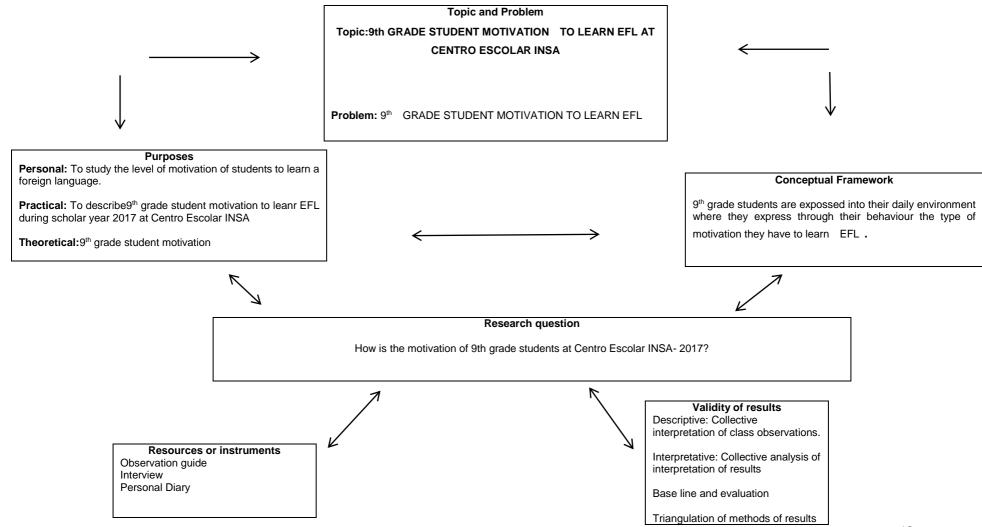
The research tools were also administered to a small sample of the target population to ensure the questions and items were not ambiguous and to identify any blurred concept or term in any of the items. The small sample did not participate in the real study.

To the interpretative validity, students, and researchers' feelings were taken into account in the project. At that time, some students felt demotivated to learn English at school. Other students were worried about how things were going to be in the evaluations, and some others felt enthusiastic and motivated

to learn English. Also, researchers felt worried the low motivation that the majority of students presented in the subject

During the observation sessions, the researchers took field notes in the form of a "Research Diary" to make the information more reliable. The analysis of those dairies was made by all the members of the research team during casual meetings after each observation session, and all the members came into an agreement at the end.

#### 3.9.2. Triangulation of methods of results



#### 3.10. Reliability

Researchers tested the reliability of the tools by controlling the consistency of the items that made up its body in order to had reliable results. It was carried out by assessing the degree of reliability of each item and by determining if the tools brought about results as similar as possible when applied in two different times. To ensure consistency in the results, the data collection process took place in a short lapse of time and under the same conditions for the whole population, taking into account aspects as, number of items, heterogeneity of items administrator factors etc.

#### 3.11. Ethical aspects

The researchers followed basic ethics principles throughout the whole research project. Such principles were the following:

- a) Confidentiality: participant's personal information was kept anonymous and confidential.
- b) Forcing results: participants responded the items of the tools without any pressure from the researcher or any leading question that may provoke unreliable information.
- c) Non-maleficence norm: no participant's integrity was damaged in the research process.

Free will: the participants were free to make choices. Any participant could decide to quit the study if he or she considered it was necessary.

# CHAPTER IV: ANALISYS AND INTERPRETATION OF DATA

The following chapter helps students, teachers and future readers know how was 9<sup>th</sup> grade students' motivation at C.E INSA to learn EFL in the scholar year 2017. In this chapter, it is analyzed and described the type-level of motivation they have toward learning EFL.

#### 4.1. Factors affecting students' intrinsic motivation

#### 4.1.1. Eagerness and Interest

The majority of 9° students from C.E INSA said that English opens more job opportunities and nowadays is very important for a future mayor. According to some experts, intrinsic motivation happens when the person is eagerness and interest in the activity (in this case learning the English language) and students at C.E INSA were interesting in learning the language; however, some of them thought that English language is important because we need it to communicate with foreigner when traveling to other countries. (see appendix A1.1)

#### 4.1.2. Internal Satisfaction

Learning English as a second language is a big opportunity for youngers and even older people and we can say that parents know this. Parents motivational orientation helps students' intrinsic motivation. Learning begins with parental orientation and according to some students their parents paid for their learning. This can be obvious, but in our country is not always in this way because of economic problems. If parents are there for their kids not just economical but orientational, kids will be intrinsic motivated to do their best in any activity or subject. when asked about this, students said that their parents are there when they need it, not just paying for their needs but also with their studies.

Moreover, Researchers notice that during this question students were excited to answer how they would feel if they understood an audio or a person speaking in English. Competition and challenge are important factors for intrinsic motivation and learning a new language is a big challenge and also during classes the learning process can be a competition between students depending of the teacher. English learning process makes students intrinsic motivated because they are acquiring knowledge and they feel powerful when acquiring it. Students also said that if this happen or when this happen, they felt like teachers or masters in the language which improved their intrinsic motivation to keep learning the English language. (see appendix A1.1)

#### 4.1.3. Behavior

Human beings are more likely to be intrinsic motivated when they are congratulated for their performance or their behavior. This was asked to the students, and almost all of them said that their parents congratulated them, got excited, were glad or proud of their efforts and gave gifts for their performance. (see appendix A1.1) Recognition is an important factor for intrinsic motivation,

and this can be observed in students whose parents recognized their effort in the school or every day activity.

When students were asked for their parents' thoughts about the English language almost all of them said that English was very important to successes in life, but pushing them to learn something they did not want to was not helping their intrinsic motivation and that was reflected in their academic performance and behavior. An autonomy support is the key to intrinsic motivate a kid. Parents have to avoid pushing them and start to monitor them with patience and resilience. You have to like something or have an interest in order to be intrinsic motivated and parents must know this.

# 4.2. Teacher's attitude reflected on students' extrinsic motivation

#### 4.2.1. Teacher's attitude

Researchers observed that positive teacher behavior on students affected their motivation level. For example, during classes it was observed that if the teacher was smiling, listening to students, interesting on what they were doing or at least showing confidence to them, student's motivation increased and they used to participate on the activities; but most of the time, there was not a positive behavior or attitude from the teacher so students were affected by that (See appendix B1- Jun. 08<sup>th and</sup> 29<sup>th</sup> -July 06<sup>th</sup>). They did not want to participate, repeat or read because the teacher's attitude was not ok. It was observed that almost all the time the teacher did not want to teach classes to the students. She

did not show any confidence, smile or interest, and students noticed it and were not interested on the class. In other words, it can be said that teachers' non-verbal actions had a big influence on student's motivation.

In consequence, it is also important that the extrinsic motivation on students can be affected by the rewards or punishments they receive. For example, on 9<sup>th</sup> grade, it was observed that students were more motivated when the teacher offered them one extra point to their next exam, they were participating and interesting on what was going on during the full class. Another time, she let them create like a mini presentation on the class, but it was going to be graded and that increased student's interest on developing everything in the right way. Moreover, every time that students were not motivated to receive classes or when they were not interested on what the class was about, the teacher seemed to be frustrated, and more than one time, she was yelling or arguing with them, she let them know how important it was for them to learn English but her attitude made students feel even less interested. Finally, there were some punishment applied to some students, and it was observed that they did not enjoy being yelled by the teacher and it affected student's extrinsic motivation.

#### 4.2.2. Error correction

Researchers observed that 9th grade students of section "F" at C.E INSA were sometimes corrected by the teacher if they committed a mistake. However, error correction was not presented in all of the classes, but whenever

the teacher used this strategy; researchers observed that student's motivation was affected if they were corrected. If the teacher engaged in belittling comments towards a student due to his/her failure, the negative effects of this were inevitable.

The majority of students were afraid to be corrected in front of the class because they thought that the rest of their classmates were going to make laugh of the mistake, and it was predictable that they did not participate in class. (see appendix B1). Students did not present motivation on participating in class if they were afraid of being corrected by the teacher.

However, if the teacher presented a positive behavior when she gave feedback to the students, students changed their fear of being corrected. It was observed that sometimes the teacher did not threaten the students when correcting mistakes, and also asked the rest of students not to laugh if someone committed a mistake. In that case, students participated more and their motivation of learning the subject increased. (See appendix B1) In the effect of positive teacher behavior on the student's motivation level, the author concentrated on certain behaviors for teachers such as giving feedback for student works, complimenting, wanting to listen to students and being interested, but most of the time students were afraid when there were corrected and preferred not to participate in the subject.

#### 4.2.3. Activities

Researchers observed that the kind of activities affected the student motivation level. For example, during classes it was observed that if the activity was based on working on the workbook, it was not attractive at all for students; on the contrary, they started to do whatever except working on it. It was interesting to see that when the teacher tried to do the class a little bit dynamic, but, they did not want to participate. It was observed that almost all the time the students were not interested on working on any activity in the class. They did not show any interest on the English classes (see appendix B1-Jun 01<sup>st</sup>). Actually, some of them manifested that they were not interested on that subject, but they were in others, or some others said that they just did not understand.

In consequence, activities that engage students in the learning process increases their attention and focus, motivates them to practice higher-level critical thinking skills and promotes meaningful learning experiences. Teachers should be who adopt a student-centered approach to increase opportunities for student engagement, which then would help everyone more successfully achieve the course's learning objectives.

# 4.3. The influence of extrinsic and intrinsic motivation in EFL classes

4.3.1. Desire to learn

By means of the observation, researchers realized that 9<sup>th</sup> grade students at C.E INSA- 2017 did not show desire to learn. Researchers noticed that the majority of the students were not willing to participate in the class. During the classes, students were passively listening to the teacher and when the teacher asked them to participate, only some of them were doing the task while some other students were doing other things (see appendix C; diary 4).

Motivation is a basic and essential part of learning, and there must be something that the learner desires to achieve or do. Nevertheless, Students did not show desire to learn. Some of them mentioned openly that they do not like English; that they were interested on Language and Math (see appendix C; diary 4).

During the classes, the students did not make questions about the topic they were receiving, and neither they were involved in the classroom activities. Almost all of them worked on something else that was not related to the class (see appendix C; diary 8). Motivation is the effort which learners put into learning an L2 as a result of their need or desire to learn it. However, the majority of students arrived late the classroom, and when they were there, they did not make the effort to learn.

#### 4.3.2. Anticipation of reward or punishment

Researchers observed that students' extrinsic motivation influenced their EFL classes and the activities that they developed in class. When students had an assignment to be evaluated, they worked on the activity and

showed motivation because they were graded. That grade was a reward if their work was well done, but if they worked incorrectly or did nothing, they received a bad grade (see appendix C; diary 2). Researchers monitored students' behavior and observed that if students had this kind of motivation, they worked better on their activities. Researchers also noticed that students did their assignments if their teacher threatened students with a punishment. They anticipated the punishment and started working, as the team realized in one of the classes in which they had to complete all of the pages of the book that were going to be checked and evaluated (see appendix C; diary 5).

#### 4.3.3. Enjoyability of activities

By means of class observations, researchers found out that 9th grade students of section "F" at C.E INSA showed intrinsic motivation if the activities developed in class were enjoyable, but it was noticed that the majority of students did not like English. During their classes, some of them mentioned that they did not like the subject and prefered other subjects (see appendix C diary 4).

Moreover, students found English difficult to learn. Most of the students did not understand the language, found unpleasant when the teacher only spoke in English and started getting distracted during class. Also, if students found an activity too difficult for them to develop, they did not feel that motivation to do the task they were required to do. Listening audios in English or reading paragraphs in English was too difficult for them, so they felt the subject unpleasant; however,

if students were taught with an interesting topic, they participated more, but most of the time, they found English too difficult (see appendix C; diary 3). As summary, students who were intrinsically motivated do and practice the activities and works because they felt that the activities were enjoyable, but most of them found the subject unpleasant.

# CHAPTER V: CONCLUSIONS AND RECOMMENDATIONS

Through the thesis, it was gotten some conclusions based on all the results obtained after having done the qualitative research, the researchers concluded that the phenomenon of 9<sup>th</sup> grade student motivation to learn EFL at C.E INSA was a real fact that could be observed and analyzed during English classes. Also, the team had emphasized the importance on making some recommendations to future researchers in order to improve their investigation.

#### 5.1. Conclusions

1. The research team concluded that there were some factors that were affecting intrinsic motivation in most of the students; those are, eagerness and interest, their own internal satisfaction, and their behavior because it was observed that if there was an activity or something that motivated them in the class they tended to develop a better and active participation because it constructed more successful relationships, and made them feel interest for learning about the class. It was observed that if a student enjoyed the language, they learnt because they want, and they had those intrinsic factors that challenged them to focus on the class.

2. It was concluded that interesting and funny activities; such as, roll plays, brainstorming, or games are very important when teaching a second language. Sometimes, if the teacher did not promote any type of activity during the class;

students did not get involved in the class. Therefore, if the teacher showed a good attitude to teach students new topics and made them feel motivated to learn what he or she was teaching, they participated in the class and learnt more.

3. The research team concluded that motivation could influence students in two ways; those are, intrinsic motivation the one that made them learn by themselves, and extrinsic motivation the one that they received from the external environment; in this case, EFL classes. It can also be said, that in 9<sup>th</sup> grade students from C.E. INSA it was observed that just the ones that had intrinsic motivation, in other words those who were with eagerness and interest to learn English, were the ones who really learnt something new every day, but the ones that did not have intrinsic feeling to learn did not get interested on the topic or on the activities almost all the time. To conclude, the research team observed that whenever the teacher created extrinsic motivation through activities (Roll plays, games, ect.) or through a good environment; students, even the ones who had lack of interest for the language, got involved and motivated to learn or participate.

4. Researchers concluded that the answer to the research question "How is the motivation of 9<sup>th</sup> grade students at C.E INSA- 2017?" was that almost half of the students on the classroom had lack of motivation to learn EFL because they rarely showed any interest on the topics. Also, there were other aspects that were observed; such as, students` preference on checking their phones instead of paying attention, students` preference of their mother tongue, the lack of

interest in class, and finally that students` intrinsic and extrinsic motivation influenced a lot for them to learn the new language.

#### 5.2. Recommendations

1. To the teacher in charge of instructing 9<sup>th</sup> grade students, it is recommended to be part of the extrinsic motivation for students to learn English; that means, he or she should create a positive environment showing a good attitude towards students, and this can also be done through activities which involves all students and makes them feel interesting on the classes. If this happens, students will learn ELF.

2. To the teacher in charge of instructing 9<sup>th</sup> grade student motivation, it is recommended to implement contextualization to teach EFL, so that learners can use natural learning strategies to help them to understand contextualized language and recall it at the later date. Using contextualization, students will be extrinsic motivated.

3. To the students, it is recommended to get involved actively in the several topics they receive during classes, taking notes, paying attention and participating. Also, it is suggested to create intrinsic motivation by themselves, thinking for their future in order to get better opportunities, thinking about the doors that will be opened if they learn EFL or thinking about the challenge they have to improve as students now and as professionals later. That will increase their interest for learning EFL.

4. To the future researchers, it is important to take into account the schedule that schools have because sometimes they do not have classes.

5. Finally, it is advised to take into account the different academic activities and evaluations carried during the year; like holidays, meetings, and exams, since these ones interfere with the observations and the interviews.

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#### **APPENDICES**

## **APPENDIX A: SAMPLE INTERVIEW**





#### WESTERN MULTIDISCIPLINARY CAMPUS

#### FOREIGN LANGUAGES DEPARTMENT

#### INTERVIEW

Objective: To gather information about 9th grade students' intrinsic motivation

inside the classroom.

How important do you consider the English language subject?

What is the role your parents play in your education?

How important do your parents consider to learn English?

What kind of reaction do your parents have when you get excellent grades in your tests?

How do you feel when you understand an audio or even a person talking in

English?

### **APPENDIX A1: SAMPLE INTERVIEW IN SPANISH**

# UNIVERSITY OF EL SALVADOR WESTERN MULTIDISCIPLINARY CAMPUS FOREIGN LANGUAGES DEPARTMENT INTERVIEW



# ....

**Objective:** To gather information about 9<sup>th</sup> grade students' intrinsic motivation inside the classroom.

¿Qué tan importante consideras la materia del Idioma Ingles?

¿En tu hogar qué papel juegan tus padres respecto a tu Educación?

¿Para tus Padres que tan necesario es el aprender Inglés?

¿Cuándo tienes buenos resultados en tus exámenes que tipo de reacción tienen tus padres? ¿Cómo te sientes cuando entiendes un audio o a una persona hablando el idioma Ingles?

## APPENDIX B: EXTRINSIC MOTIVATION INSIDE THE. CLASSROOM

### UNIVERSITY OF EL SALVADOR

#### WESTERN MULTIDISCIPLINARY CAMPUS

#### FOREIGN LANGUAGES DEPARTMENT

#### **OBSERVATION GUIDE**

**Objective:** To gather information about 9<sup>th</sup> grade students' extrinsic motivation

inside the classroom.

Indicator	Comments
Type of activities developed in class	
Teacher's reaction toward student's participation in class	
Teacher's reaction toward student's negative attitude	
Teacher's error correction	
Teacher's encouragement	
Teachers' attitude during the class	

# APPENDIX A1.1: FACTORS AFFECTING STUDENT'S INTRINSIC MOTIVATION

QUESTIONS	ANSWERS	INDICAT ORS	OBJECTIVE	INTERPRETATION
1)How important do you consider the English language subject?	<ul> <li>For me, it is really necessaire because nowadays it is a requirement in most jobs and it opens up more opportunities.</li> <li>Over all everything you have said, it is important because thanks to that I can get a job.</li> <li>Nowadays, it is really important to get a job; it opens up doors.</li> </ul>	s and	factors that affect students' intrinsic	The majority of students agree that English language subject is important because it opens up more opportunities. For this question, all of the students made emphasis on how the subject can help to find a good job. For them, English could be interesting only for getting a job, but they do not show eagerness and interest on the subject, and just a few of them have the motivation of learning the language for

- I think it is important to know
another language because it opens
doors.
- Nowadays, English is the most
spoken language.
- I feel that it is really important
because how can I say it, there are
a lot of jobs opportunities for people
who learn it, practice it, and
understand it, so it opens up
opportunities.
- For me it is an important subject
because I consider that English can
open many doors in life. Nowadays,
it is a requirement for many jobs

- Well, for me it is really important
because it is one, as I told you, is
one subject that helps us in
occasions to find job opportunities.
- Well, for me it is really important
because it wider the job
opportunities. For that reason, I feel
that it is really important to learn it.
- Ehh it is really important ehh it has
a <u>big monopoly</u> the language.
- For me it is really important
because it has become the second
language and it is the first language
of importance.
- I think it is really important

because most companies ehh to be
able to get a job, they require
English so, for the reason, I think it
is really important.
- Well a lot because it can open
doors.
- Well, it is really important ahh
because it helps us to get more
opportunities for our future.
Nowadays, it is a worldwide
language.
- A lot because nowadays if you
don't know English, you cannot
work in a company.
- Well nowadays, it is really

important since to get a good job
one must speak English at least
because it is one of the most
spoken language in the world.
-It is important because when we go
to another country the U.S. for
example, people can understand us
if we speak English; otherwise, if we
speak Spanish, they won't.
- A lot because it is worldwide.
It is really important.
- Well, for me it is a really important
subject because it helps to have
grater expectations for job
opportunities.

2)What is the role your	- My dad is in charge of paying for	Eagernes	-To determine	Parents play an important role to
parents play in your	everything I need for school, and	s and	factors that	increase eagerness and interest, since
education?	my mom is in charge of making	Interest	affect students'	they are asking for good results. It helps
	sure I accomplish all of my		intrinsic	the students to be involved in the
	responsibilities.		motivation at	learning process to get good grades.
	- They ask me to study, and pay for	-Internal	C.E. INSA.	
	everything. They pay attention to	Satisfactio		At the end, students express internal
	me.	n		satisfaction, and they show a good
	- They care because they want me			behavior because they are extrinsically
	to succeed in the future.			motivated and monitored by their
	- Well, they are demanding and	-		parents. This becomes an important
	they always are asking me to study	Behavior		factor that affect positively students'
	all my subjects			intrinsic motivation.

- It is really important; it motivates
me to keep going and to get a better
job.
- People advise me to learn it
because in my case I have family in
the U.S. and if - I want to travel I
have to learn it. And it is something
that it can actually help me.
- She always motivates me to enroll
in English courses.
- They pay for everything and they
are always there for me.
- Mostly, economically.
- They play an important role. They
are the ones that ask me to give my

best effort.		
- They play an important role, they		
ask me to do my homework, and		
they always pay attention to me.		
- They are the ones the support me		
and motivate me to keep studying.		
Moreover, I have a scholarship to		
study. Thanks to my parents I am		
here and they have supported me		
to keep going.		
- Well, it is really important because		
ehh they support my decisions.		
- Well, my mom is ehh really strict,		
that is how she like to be and she		
wants me to get good grades; she		

is even paying me English courses.			
- I can't really tell you exactly, but			
they really care about it; how I am			
doing with my grades and my dad			
helps me with English.			
- My mom and dad are demanding,			
especially with the English			
language because it opens doors.			
- Well, for me they play an			
important role because they are the			
ones who support me, and			
everything I need to come to class,			
and they also help me when I have			
to do team work; they really support			
me			
	<ul> <li>I can't really tell you exactly, but they really care about it; how I am doing with my grades and my dad helps me with English.</li> <li>My mom and dad are demanding, especially with the English language because it opens doors.</li> <li>Well, for me they play an important role because they are the ones who support me, and everything I need to come to class, and they also help me when I have to do team work; they really support</li> </ul>	<ul> <li>I can't really tell you exactly, but they really care about it; how I am doing with my grades and my dad helps me with English.</li> <li>My mom and dad are demanding, especially with the English language because it opens doors.</li> <li>Well, for me they play an important role because they are the ones who support me, and everything I need to come to class, and they also help me when I have to do team work; they really support</li> </ul>	<ul> <li>I can't really tell you exactly, but they really care about it; how I am doing with my grades and my dad helps me with English.</li> <li>My mom and dad are demanding, especially with the English language because it opens doors.</li> <li>Well, for me they play an important role because they are the ones who support me, and everything I need to come to class, and they also help me when I have to do team work; they really support</li> </ul>

- How? Ohh yeah, they ask me to
study.
- They are my biggest support
because they are always helping
me with homework or if I need
money to get something for my
homework. They are always paying
attention to me, and they are
always there to help me with
homework or something else.
- Well, they are the ones who help
me anytime I have a hard work if
not, I do everything for myself.
- Well, they are the responsible of
taking care of me, and making sure

that I attend to classes every day.
Also, they make sure that I do my
homework and that I don't
misbehave at school.
- They play an important role
because they take care of me, they
give me money and everything I
want.
- Umm I don't know.
- Almost, umm it is important as
well.
- Well, my parents really care about
my education, they make a great
effort for me to get good grades.

3)How important do your	-Well, for them it is really important,	Eagernes	-To determine	Students agree that their parents see
parents consider to learn	and they want me to learn English	s and	factors that	English as a very important part of their
English?	because I will have more	Interest	affect students'	children's education; Students
	opportunities. However, I do not like		intrinsic	answered that for their parents, learning
	it.		motivation at	English is essential nowadays for better
	- My dad had a job the required	-Internal	C.E. INSA.	job opportunities. Some others
	knowing English; he even had job	Satisfactio		answered that knowing English in very
	trips outside the country. My mom	n		important for them to travel and visit
	says that it is really important, and			relatives who live in the United States.
	my dad also says that nowadays			For parents if their children learn English
	degrees are no complete if you do	-		would be a success in life.
	not know English.	Behavior		When students are that English as a
	- For them it is really important,			When students see that English as a subject is very important for their
				subject to very important for their

	again for better job opportunities,		parents, they are intrinsically motivated
	they advise me to learn English.		to learn the language because students
	- They say yes because it is		gain determination to do the best in the
	essential for a job.		subject. Students see how important
	- For example; In my case I have		their studies are for their parents. That is
	family in the U.S. and if I want to		why they are motivated to learn the
	travel I have to learn it. And it is		language because it brings internal
	something that it can actually help		satisfaction for students and changes
	me.		their behavior according to the subject.
	- For my mom, it is really important		
	because she wants me to get a		
	scholarship and travel outside the		
	country.		
	- For them it is really important and		
	they say they will enroll me in		
L		I	

English classes.
- No, for them it is not important, but
the other subjects are important.
- Well, I have a brother that studies
languages. And they ask me to give
the same effort in all of the subjects.
- A lot, they want me to learn
English because they want me to
have better jobs opportunities.
- For me and mainly for my father it
is really necessary, ehh he is one of
those people that like English even
though he doesn't know it very well;
he has learned some. He tells me
that I have to make my best effort

and learn it. As I said it opens	
doors.	
- Well, they tell me to learn English	
and that it is important for my future;	
for example, to reach some goals I	
consider are possible.	
- A lot because she says that I can	
be someone with better	
opportunities for my future.	
Knowing English, I understand	
miss; miss my power knowing	
English, right?	
- Well a lot, mostly because	
everybody knows English.	
- My mom thinks it is important ehh	

because it is going to give me a
better life style.
- They really care that I learn
English in fact they are looking for a
way I can get a scholarship to study
English, to learn it more, and
practice it besides what I am
learning at school.
- It is really important being able, it
is really necessaire because they
say that I can get a job, a good job
with knowing English.
- It is really important because half
of my family lives in the U.S. so,
that is a reason for me to learn and
that is a reason for me to learn and

move there with them.	
- Well, they have never told me to	
learn English; actually, my uncles	
are the ones telling me to learn it.	
- Well, for them it is really important	
because they are not here ehh so	
they had to learn it too. They want	
me to learn it in case I go there with	
them so, in that way it will be easier	
for me.	
- It is really important for them	
because there are some jobs that	
required to know English.	
- Well, it is pretty necessary	
- A lot because if I want to go to	

	another country, I know another			
	language.			
	- For my parents, it is really			
	important that I learn English; since,			
	I can get greater opportunities and I			
	can go further in life.			
4) What kind of reaction	- None, they say that that is my	Eagernes	-To determine	When people do their activities in a
do your parents have	responsibility, and there is not point	s and	factors that	correct form, they get internal
when you get excellent	in congratulating me.	Interest	affect students'	satisfaction. In the case of students who
grades in your tests?	- I always tell them, they		intrinsic	were interviewed, students are
	congratulate me; however, they say		motivation at	intrinsically motivated if they get good
	it is my responsibility.	-Internal	C.E. INSA.	grades at school. Moreover, they
	-They congratulate me and	Satisfactio		answered that parents are also satisfied

encourage me to keep going.	n	if	f students	get	good	grade	s,
- Happiness, they congratulate me.		c	congratulate	students	and moti	vate the	m
- They congratulate me; they don't		te	o keep going				
give me gifts but motivate me to	-		t araataa inta	root in o	tudanta f	or Engli	ah
keep going.	Behavior		t creates inte			-	
- She feels good because I am			because the	y gain	interest	on u	ie
learning English.		5	subject				
- They congratulate me because I							
am above the average grades.							
- They are glad of my effort.							
- They get really excited.							
- Ehh they don't really care, if I get							
good grades or not.							
- Happiness, they are proud of me.							
They say that if I could do it already							

I can do it again and even better.	
- They congratulate me and	
sometimes they give me gifts,	
things I need.	
- Well, my mom gets happy	
because she says that at least	
ehh how do I explain? Ehh that at	
least I am taking into advantage the	
opportunity she is giving me; the	
opportunity of studying English.	
- Well happiness and I don't know,	
they reward me with something;	
sometimes with something I like	
and other times with something I	
am into.	

- I don't really show them my test,
but if I did they would get excited.
- Well, they congratulate me. They
also motivate and encourage me to
continue going by taking me to eat
or getting something that I want.
- Well, they get happy.
- They just congratulate me.
- They congratulate me because
they know how it is in here haha
they congratulate me.
- Well, they congratulate me and tell
me that they are so pleased to
know that I am doing great. They as
well motivate me to keep going and

	<ul> <li>improving.</li> <li>Happy, they congratulate me for my good grades.</li> <li>They get really happy.</li> <li>Proud, they feel proud of me.</li> <li>Well, they get really happy.</li> </ul>			
	- Happy and capable of being able of understanding another language.	Eagernes s and	-To determine factors that	It is really difficult for students to develop some activities of their learning English
or even a person talking	- Haha great! Because I feel that I	Interest	affect students'	process but when they are able to do
in English?	am bilingual.		intrinsic	any task, even if it is difficult, students
	- Well, good because that means I		motivation at	get internal satisfaction because they
	am learning, and that I know more	-Internal	C.E. INSA.	know that they can do things if they try to
	English.Well, I feel ehh I try to focus	Satisfactio		do the best.
	on what I am doing and listening to	n		The listening skill is one of the most

	what they are saying, listening all		difficult part of the learning English
tr	he words to give a proper answer		process, that is why students answered
ir	n the say way with her.	-	that they are very satisfied if they are
-	Hahaha that would be like	Behavior	able to understand an audio or a person
k	knowing I am learning.		speaking in English.
-	I feel great! Haha because it is		Students answered that they are
s	something good to be learning		motivated if they know that with effort,
a	another language.		they can do anything, so they try to do
-	Good because I know what they		the things as well as possible every time.
a	are asking me.		In contrast, if they are not able to do any
-	Good teacher haha I feel like I		
h	nave a master in English.		task as understanding an audio, they get
-	· Ehh it would be a success if I		afraid and frustrated. Indeed, internal
	understood, even understanding a		satisfaction places an important role in
	, , , , , , , , , , , , , , , , , , ,		student's motivation to learn English
S	sentence.		

- Uhh I feel out of this world. Almost		
always, I try to understand; I like		
English.		
- How do I feel? Weird because I		
don't really understand that is why I		
feel weird.		
- Ahh I feel at the same time happy		
and motivated to keep going and		
learn English as the teacher do.		
And also, to be able to send audios		
in English haha even to myself.		
- Well, I feel ehh I try to focus on		
what I am doing and listening to		
what they are saying, listening all		
the words to give a proper answer		

in the say way with her.
- Well, sincerely it feels good
because I am able to know a little
bit of English and at least I am able
to communicate in English.
- Good because it was worthy all
the effort.
- I feel so happy because I know
that the classes I am attending are
helping me.
-I feel happy because now haha it is
something new for me not only
Spanish that we usually speak; but
also, I am able to understand
something else that is not from my

country
- I am happy haha because I know
that I have learned something in
class.
- Well, I feel proud of myself
because I know I have learned
somehow the language and I
started to understanding it.
- I feel that you are helping me a lot
because you are explaining me a
little bit.
- Well, I feel unique, I don't know
maybe because not everybody
understands it. However, there are
something that I still don't

understand.	
- Good because now I understand	
some words and I have an idea of	
what they are saying.	
- Well, I feel confuse sometimes,	
but happy because that person	
already knows English.	
- Well, really happy because I feel	
like I am understanding a bit.	

## APPENDIX B1: TEACHER'S ATTITUDE INFLUENCE ON EFL CLASSES

INDICATORS	OBSERVATIONS	OBJECTIVE	INTERPRETATION
Type of activities	-May 25 <sup>th</sup> -Students worked	□To identify how teacher's	- It was observed that the
developed in class	the whole class i the	attitude alters students'	kind of activities affected the
	workbook	extrinsic motivation during	student motivation level. For
	-June 01 <sup>st</sup> -T hey worked in	EFL classes.	example, during classes it
	a handout		was observed that if the
	-June 08 <sup>th</sup> - they worked on		activity was based on
	the workbook the whole		working on the workbook, it
	class. Students were		was not attractive at all for
	working on the grammar		students; on the contrary,
	part of the workbook		they started to do whatever

ordering sentences in the	except working on it. It was
correct form, and passing to	interesting to see that when
the board. Then asked the	the teacher tried to do the
rest of students if the	class a little bit dynamic, but,
sentences were good or	they did not want to
wrong.	participate. It was observed
-June 15 <sup>th</sup> The teacher	that almost all the time the
checked student's	students were not interested
homework. She asked	on working on any activity in
students to past to the front	the class. They did not show
and write their sentences in	any interest on the English
	classes (Jun 01 <sup>st</sup> ). Actually,
	some of them manifested
-June 29 <sup>th</sup> The students	that they were not interested
basically did not	on that subject, but they
	some of them manifested

participated in class as they	were in others, or some
worked on the workbook the	others said that they just did
whole class.	not understand.
-July 06 <sup>th</sup> - The students	
worked on a reading activity	
from the book; they tried to	
read and understand about	
some holydays	
-July 13 <sup>th</sup> The students	
worked on a reading activity	
from the book; they tried to	
read and understand about	
some holydays	
-July 19 <sup>th</sup> - Students worked	

	the whole class i the workbook		
Teacher's reaction toward student's participation in class	- May 25 <sup>th</sup> - Most of the students didn't participate	extrinsic motivation during	behavior on students
	class. - June 01 <sup>st</sup> - Some students didn't do the homework and because of that they did not participate in class, so the teacher was really angry and disappointed.		if the teacher was smiling, listening to students, interesting on what they were doing or at least showing confidence to them, student's motivation increased and they used to

	participate on the activities;
- June 08 <sup>th</sup> - The students	but most of the time, there
basically did not	
participated in class as they	was not a positive behavior
	or attitude from the teacher
worked on the workbook the	so students were affected
whole class.The students	so siduents were affected
basically did not	by that. They did not want to
	participate, repeat or read
participated in class as they	because the teacher's
worked on the workbook the	
whole class.She only told	attitude was not ok. Almost
	all the time the teacher did
them be quiet, work on the	not want to teach classes to
workbook	
	the students. She did not
- June 15 <sup>th</sup> - The teacher	show any confidence, smile
challenged the students to	or interest, and students
participate; and every time a	noticed it and were not

student participated, she felt	interested on the class. In
satisfied.	other words, it can be said
satisfied. - June 29 <sup>th</sup> -The students basically did not participated in class as they worked on the workbook the whole class.The students basically did not participated in class as they worked on the workbook the whole class.She only told them be quiet, work on the workbook	other words, it can be said that teachers' non-verbal actions had a big influence on student's motivation.
- July 06 <sup>th</sup> - The students	

 basically did not	
participated in class as they	
worked on the workbook the	
whole class.The students	
basically did not	
participated in class as they	
worked on the workbook the	
whole class.She only told	
them be quiet, work on the	
workbook	
- July 13 <sup>th</sup> The students	
basically did not	
participated in class as they	
worked on the workbook the	

	whole class.She only told		
	them be quiet, work on the		
	workbook		
	- July 19 <sup>th -</sup> The students		
	basically did not		
	participated in class as they		
	worked on the workbook the		
	whole class.She only told		
	them be quiet, work on the		
	workbook		
Teacher's reaction toward	- May 25 <sup>th</sup> - The teacher was	□To identify how teacher's	- Extrinsic motivation on
student's negative	a practitioner. She was	attitude alters students'	students can be affected by
attitude	nervous and seem as she	extrinsic motivation during	the rewards or punishments
	wanted to leave the	EFL classes	they receive. It was

classroom.	observed that students
- June 01 <sup>st</sup> - The teacher was disappointed and stressed so she decided to	were more motivated when the teacher offered them one extra point to their next
give extra grade as reward	exam,or activities related to the creation of mini
to the ones who did the homework and participated	presentations that were going to be graded and that
- June 08 <sup>th</sup> - She monitored	increased student's
students she knows that	motivation to do it, .
they do not like to work. She	Moreover, every time that
scolded them	students were not motivated
- June 15 <sup>th</sup> - She seemed to	to receive classes or when
be frustrated.	they were not interested or
	had a negative on what the

Im	ne 29 <sup>th</sup> - The teacher tell	class was about, the
	n to work on the	teacher seemed to be
		frustrated, and more than
	books that she was	one time, she was yelling or
goin	g to check it.	arguing with them. Although
- Ju	ly 06 <sup>th</sup> - She monitored	she let them know how
stud	ents she knows that	important it was for them to
they	do not like to work. She	learn English; her attitude
scol	ded them	made students feel even
- Ju	ly 13 <sup>th</sup> - She monitored	less interested. Finally,
stud	ents she knows that	there were some
they	do not like to work. She	punishment applied to some
scol	ded them	students, and it was
		observed that they did not
- Jul	y 19 <sup>th</sup> - She could notice	enjoy being yelled by the

	that many of the students		teacher and it affected
	don't like to participate in		student's extrinsic
	class, and start making		motivation.
	noise, but she didn't		
	reacted angry. she just		
	seemed to be frustrated		
Teacher's error correction	- May 25 <sup>th</sup> -The teacher tried	□To identify how teacher's	- Students sometimes were
	to give feed back to the	attitude alters students'	corrected by the teacher if
	students but students didn't	extrinsic motivation during	they committed a mistake.
	- Jun 01 <sup>st</sup> - The teacher was	EFL classes	However, error correction
	asking the rest of students if		was not presented in all of
	the sentences were good or		the classes, but whenever
	wrong and asked students		the teacher used this
	not to laugh if someone		strategy, it was observed

ma	ide a mistake.	that student's motivation
-	June 08 <sup>th</sup> - Teacher	was affected if they were
COL	rrected students mistakes	corrected. If the teacher
	en they get closer to her	engaged in belittling
	entitley get closer to her	comments towards a
-	June 15 <sup>th</sup> - Teacher	student due to his/her
сог	rrected students mistakes	failure, the negative effects
wh	en they get closer to her	of this were inevitable.
-	June 29 <sup>th</sup> - Teacher	The majority of students
сог	rrected students mistakes	were afraid to be corrected
wh	en they get closer to her	in front of the class because
	July 6 <sup>th</sup> - There was no	they thought that the rest of
	or correction.	their classmates were going
		to laugh at them.
-	July 13 <sup>th</sup> Teacher	

	corrected just some students who got closer to her. - July 19 <sup>th</sup> - Teacher corrected students mistakes when they get closer to her		There were times in which the teacher did not threaten the students when correcting mistakes, and also asked the rest of students not to laugh if someone committed a mistake. In that case, students participated more and their motivation of learning the subject
			increased.
Teacher's encouragement		□To identify how teacher's attitude alters students'	

work on it because she was	extrinsic motivation during	students succeed /get
going to check it before the	EFL classes	interested in the target
class ended.		language. During almost all
- June 01 <sup>st</sup> - She didn't		the classes encouragement
encouraged them as she		was barely observable from
was too nervous to		the teacher to the students.
encourage them		As the only thing she told
June 08 <sup>th</sup> - She didn't say		them was that it was going
anything encouraging, the		to be checked but, nothing
only thing was that she		more. Although there was 3
asked them to be quiet and		times in which she
to work on the workbook.		encouraged them by giving
- June 15 <sup>th</sup> - During the		them clues about the
reading she encouraged		activity.
students in the right way.		

June 29 <sup>th</sup> - The only thing	
she said was they had to	
work on it because she was	
going to check it before the	
class ended.	
- July 06 <sup>th</sup> - During the	
reading she encouraged	
students in the right way.	
-July 13 <sup>th</sup> - She reward the	
students who practiced in	
class and encouraged the	
others to be better students	
- July 19 <sup>th</sup> -We could notices	
that even though students	

	don't feel motivated to		
	participate in class, the		
	teacher doesn't do anything		
	to help them		
Teachers' attitude during	- May 25 <sup>th</sup> -Nevous and	□To identify how teacher's	- Teacher's attitude is
the class	afraid	attitude alters students'	crucial in the learning
	- June 01 <sup>st</sup> -Confident but	extrinsic motivation during	process of a foreign
		EFL classes	language. During the
	disappointed		majority of the classes it
	- June 08 <sup>th</sup> -She seemed to		was observed that hte
	be frustrated		teacher had a passive
	- June 15 <sup>th</sup> She seemed to		attitude in which she never
	be frustrated		showed energy or any
	- June 29 <sup>th</sup> -Passive		interest and that was

- J	luly 06 <sup>th</sup> -Passive	ti	ransmitted to the students.
1	luly 13 <sup>th</sup> -Passive	s	Students were not
		ir	nterested on the English
		c	class, sometimes they did
		n	not even know what was the
		c	class about.

## APPENDIX C: EXTRINSIC-INTRINSIC MOTIVATION IN EFL CLASSES

DIARIES	INDICATORS	OBJECTIVE	INTERPRETATION
DIARY: 1	- Desire to	- To monitor	Students are motivated if the activities that they
DATE: May 26 <sup>th</sup>	learn		develop are enjoyable for them. During the class,
The class was supposed to start at 3:20		and extrinsic motivation	the teacher encouraged students to repeat sentences from a reading, and they seemed to
p.m., but students arrived late to the		influences	enjoy repetition of sentences, but they do not like
classroom because they were going to take the promotion picture that day.	of reward or punishment	EFL classes.	reading. Moreover, students did not show any
the promotion picture that day.			desire to learn about the reading, they looked
After waiting all the students, the			boring and when they were interrupted by a
teacher passed the attendance list, and then	- Enjoyability		person who told the teacher that students needed
students they working on a reading from the book they use to learn English. The reading	of activities		to be prepared for their promotion picture, they
was about "shopping".			forgot about the reading and the topic they were studying. In the class, the teacher did not make

students leave the classroom and the calls			
ended up at 4:00 p.m.			
DIARY: 2	- Desire to	- To monitor	The type of activities are very important at the
DATE: June 2 <sup>nd</sup>	learn	how intrinsic	time students are learning a new language. It was
The class started at 3:25 p.m. The first thing the teacher did was passing the attendance list to make sure all of the students were present. After that, students needed to prepare like a mini presentation. The presentation consisted of introducing animals	- Anticipation of reward or punishment	and extrinsic motivation influences EFL classes.	observed that students were highly motivated for the semi-controlled activity that was carried out and they were even more motivated because they were going to obtain a grade from that enjoyable activity.
or people using some pictures; such as, a dog, a cat, one man, a woman, a girl, etc. But at this time; instead of students presenting the animal	- Enjoyability of activities		

or the person they had chosen, they had to	
write down on their paper like if the picture was	
presenting itself. For example, if the picture	
was a man, he needed to say his name, his	
age, his nickname, etc.	
Students were all working hard to finish	
their assignment, and they looked very happy.	
They were motivated to work because they	
were sharing information to each other, and	
they were having fun. Moreover, they were	
motivated because they were going to receive	
a grade for their mini presentation.	
The class finished at 4:00 p.m. and	
students gave their papers to the teacher in	

charge. Everybody left the classroom and			
were home.			
DIARY: 3	- Desire to	- To monitor	In this class, students had a practitioner teacher,
DATE: June 9 <sup>th</sup>	learn	how intrinsic	and because of that, they felt free to make noise
Even though the students had sport		and extrinsic	and bothering their classmates and were not
practice before their English class, almost all	- Anticipation	motivation	motivated to participate in class because they din
of them were on time, and after three minutes,	of reward or	influences	not have a reward for their work. In addition, they
the class started exactly at 3:25 p.m. The	punishment	EFL classes.	did not participate in class because they felt that
teacher started the class greeting the students			they would not have a punishment if they did not
and passing the attendance list. At first, the			work. The practitioner teacher had students
students seem to be motivated, but	- Enjoyability		develop a reading and comprehension activity
unfortunately, the teacher had to leave the	of activities		from the book, and it could be observed that
class and a practitioner took her place. The			students din not like reading paragraphs, but the

practitioner begun teaching and the majority of		topi	c of the	readin	g was	interes	ted and er	njoyable
students started talking with their classmates.		for	them,	and	when	they	teacher	started
After some minutes, the practitioner asked		exp	laining	about	the	topic,	students	payed
questions about a new topic. She was giving		atte	ntion.					
her class only in English, and for that reason								
most of the students were disappointed								
because the said that they didn't understand								
anything. The lack of knowledge of English								
makes students feel demotivated.								
The first activity was a reading and								
comprehension from the book. Researchers								
could realize that Students didn't like to read.								
Some of them whispered that they don't even								
read in Spanish because reading was not								

enjoyable for them. The after reading was		
really difficult for the students because they		
didn't understand the questions that the		
practitioner was asking about the topic. Some		
of them were afraid of answer the questions		
because they thought they would make a		
mistake and everybody would laugh about it.		
At the same time, students at the back were		
distracted, talking and playing. Some of them		
said they wouldn't participate in the class		
because they didn't understand. However, the		
practitioner noticed that things started getting		
out of control, and because of that she started		
listing the students who were playing in class.		
After that, students started paying attention.		

Finally, the teacher practitioner explained in Spanish what the topic was about. The topic was about the Independence Day celebration in the United States . Researchers noticed that the topic was interesting for the students because even the students at the back of the classroom got involved in the class at that moment. Five minutes later the class finished at 4:00 p.m.			
DIARY: 4	- Desire to	- To monitor	Since the very beginning of the class it was
DATE: June 23 <sup>rd</sup>	learn	how intrinsic	observed a lack of interest in the class, specially
The class started at 3:20 p.m. The first	- Anticipation	and extrinsic motivation	because the activity was about working on the workbook. It was observable that this behavior

thing the teacher did was passing the	of reward or punishment	influences	was repeated many times when they had to work
attendance list to make sure all of the students	panionnon	EFL classes.	on the workbook as the teacher barely explained
were present although some came late.			what they had to do. At the end of the class it was
Everybody started to make noise. It did not	- Enjoyability		even more obvious their lack of interest in the
look like a class for the noise there was in the	of activities		class as some students never started to work on
classroom. Students were working on the			what they had to because they did not know what
workbook., in a self test. The teacher told them			they they had to do or they had other subjects as
that if they had any doubt they could approach			priorities as some student mentioned us.
her. Students were supposed to be working			
on the workbook, some of them were some			
other did not.			
There were some students at the back			
who approached me and asked about doubts			
they had on their assigned activity. Some of			

them mentioned me that they do not like		
English that they are interested on language		
and math. On the other hand there was a girl		
who was not working, she was arguing with a		
classmate. Near them there was a group of		
boys talking random things not related to the		
activity they were supposed to be developing.		
The class ended and they did not do anything.		

DIARY: 5	- Desire to	- To monitor	
DATE: June 30 <sup>th</sup>	learn	how intrinsic	
The class started at 3:25 p.m. The first thing the teacher did was passing the attendance list to make sure all of the students were present. Students started working on the workbook while some other were talking with the teacher about the activity they had to developed on the workbook. The teacher started checking workbooks as they were working on then since previous days and today was the deadline. As a result students were very quiet and working on their workbooks, some were just copying	- Anticipation of reward or	and extrinsic motivation influences EFL classes.	observed that most of the students were afraid because the teacher would punish them for their irresponsibility, so they started copying information from who had done it. Student's anticipation of punishment motivated students to do the task. However, students did not work on the activity when it was required because the activity was not interesting for them and they did not understand the activity. Students find the activities too difficult to develop so they do not present desire to learn the language,

all the information from those who already had					
done it. Teacher started calling the students					
who had not handed in the workbook. Teacher					
was correcting mistakes in the workbook to					
students that were in her desk.					
Some students from 12 grade came to					
the classroom and took them to vote (there					
were elections of representative of students					
and CDE)As a result the class ended earlier					
because the students were voting.					
DIARY: 6	-	Desire	to	- To monitor	It was observed that students were not interested

DATE: July 7 <sup>th</sup>	learn	how intrinsic	in the class. They did not show desire to learn
DATE: July 7 <sup>th</sup> The class started at 3:20 p.m. Students started working on workbook. It did not look like that as the majority of them were just talking and standing and some of them just arriving ( the most troublesome ones). I asked one student about what they were doing and he told me he did not know that maybe learning a list of irregular verbs the teacher taught some days ago. Some time later a classmate appeared with some photocopies for all the students. Students started working on the worksheets. The teacher briefly explained what they had to do in the	of reward or punishment - Enjoyability of activities	how intrinsic and extrinsic motivation influences EFL classes.	

worksheets( a crossword related to verbs in			
past, and other exercises related to verbs in			
past).			
There was a group that was not working, they			
were talking. The teacher passed the			
attendance list because she says there are			
some who come late. Students were working			
on the worksheets, at least the majority of			
them. Another teacher came in to tell students			
they had a meeting in the auditorium and that			
they had to go. As a result students left			
classes 5 minutes earlier			
DIARY: 7	- Desire to	- To monitor	In this class, students arrived late which affected

DATE: July 14 <sup>th</sup>	learn	how intrinsic	the beginning of the class. The teacher advised
The class started at 3:20 p.m. and some of the students haven't arrived to the classroom, for that reason, the teacher waited five minutes for the rest of the students to come to the classroom. After those minutes, all of the students were in class. The teachers passed the attendance list and greeted the students.	·	and extrinsic motivation influences EFL classes.	students about the importance of the grammar information she was going to teach. This motivated students (anticipation of reward) and they were willing to listen; however, not all understood the explanation. This frustrated some of the students. At the end of the class, everybody understood the lesson and the objective was fulfilled.
After greeting the students, the teacher told the students to pay attention because she was going to explain very important grammar information, and that information would be evaluated in the trimestral exams. Since that			

`	very moment, students were quiet and paying			
á	attention. some students at the back were still			
t	alking with each other, but one students told			
t	hem to be quiet because all of them needed			
t	o understand the teacher's explanation that			
\	was very important for them to get a good			
Q	grade.			
\$	Some minutes later, the teacher had explained			
Ŗ	part of the simple past tense, and she said it			
١	was time for students to participate, but			
5	students didn't want to participate because			
t	hey felt afraid of committing mistakes.			
F	Fortunately some students had understood the			
e	explanation and participated making			

sentences in the simple past tense. Even though some of them were wrong, many of them finally started understanding the grammatical rules of the simple past tense by asking questions. The class finished exactly at 4:00 p.m			
DIARY: 8	- Desire to	- To monitor	In this class, it was observed the same factor;
DATE: July 21 <sup>st</sup>	learn	how intrinsic	students arrived too late.
The class started at 3:20 p.m. and students were happily entering at the classroom. The teacher started the class passing the attendance list ;and it was observed that some students were present, but some of them were arriving ten or fifteen	of reward or	and extrinsic motivation influences EFL classes.	The students were not interested in the class. The activity was based on the workbook, it was not attractive at all for students. At the end, the activity was not relevant for the students; Most of them finished talking and checking their cell phone.

minutes late.	- Enjoyability		
The teacher told the students to take out	of activities		
their books and open a page about the Mardi			
Gras tradition; and she began asking some			
questions to make sure if students had			
previous knowledge about it. Since the			
students didn't know anything about the topic,			
the teacher spent 15 minutes to explain it, but			
the information was given in Spanish. After all,			
the teacher assigned an activity from the book			
to fill in the blanks.			
Finally, just a few part of the students			
worked on the activity. Almost all of them were			
working on something else that was not			

related to the class. And then, the class	
finished at 4:00 p.pm.	

## **APPENDIX D: Budget**

Office supplies	Pens	\$0.40	10	\$4.00
	Pencils	\$0.25	10	\$2.50
	Printer ink	\$ 25.00 black ink	2	\$50.00
	Printer paper	\$ 0.05	200	\$10.00
	Stapler/ Staples	\$4.00	1	\$4.00
	Folder	\$ 0.35	10	\$3.50
	Fastener	\$0.35	10	\$3.50
		1	Tota	al: \$51.00

Services	Cost	Total			
Photocopies	\$0.05/ page	\$25.00			
Internet	\$35.00	\$35.00			
Validators	\$60.00	\$60.00			
Other expenses (food, transportation, and electricity)	\$200.00	\$200.00			
Total: \$320.00					

Service	Cost	Total
Investigation	\$50.00/researcher * 6	\$250.00
	Tota	l: \$250.00

## **APPENDIX E**:**Timetable**

		MONTHS								
ACTIVITY	3	FEBR 2017	MARC H 2017	APRIL 2017	MAY 2017	JUN E 2017	JULY 2017	AUG 2017	SEPT 2017	OCT 2017
Team formation, choosing of the										
topic, and preliminary research	Research team									
PRELIMINARY PHASE			I	<u> </u>						
Approaching the field of study	Research team									
Diagnostic study	Research team									
Definition of the problema	Research team									
PLANING PHASE										
Literature review	Research team									
Elaboration of the research project	Research team									

First delivery of the research	Research team							
study								
Development of State of Art	Research team							
Elaboration of data collection instruments	Research team							
Checking and incorporation of the suggestions made by the advisor	Research team							
Second delivery of the research study	Research team							
EXECUTION PHASE		I	l	I	L		1	
Validation of data collection instruments	Research team							
Data collection	Research team							
Analysis of data collection	Research team							
Presentation	Research team							
Final report								