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That's a mistake, says Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*).

In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction-at work, at school, and at home-is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

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As Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*) explains in his paradigm-shattering book *Drive*, the secret to high performance and satisfaction in today's world is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world.

About Daniel Pink | Daniel H. Pink

About Daniel Pink Short Bio: Daniel H. Pink is the author of six provocative books including his newest, *When: The Scientific Secrets of Perfect Timing*, which has spent four months on the New York Times bestseller list and has been named a best book of 2018 by Amazon, iBooks, Goodreads, and several more outlets.

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Daniel H. Pink is the author of six provocative books -- including his newest, *WHEN: The Scientific Secrets of Perfect Timing*. *WHEN* is a New York Times, Wall Street Journal, USA Today, Washington Post, and Publishers Weekly bestseller.

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Drive - Keith Walker

The earliest form of human motivation existed as the mere drive to survive, or, as Pink refers to it, operating system Motivation 1.0. As humans formed more complex societies, the second drive, to seek reward and avoid punishment,