

Patient motivation: A concept analysis

Patcharin Khomkham¹ and Pootsanee Kaewmanee*²

Boromarajonani College of Nursing, Yala, Faculty of Nursing, Praboromarajchanok Institute, Thailand



*Corresponding author:

Pootsanee Kaewmanee, RN

Boromarajonani College of Nursing, Yala,
 Faculty of Nursing, Praboromarajchanok
 Institute, 95/57 Tesaban 1 Rd, Sateng Sub-
 district, Muang District, Yala 95000,
 Thailand

Email: pootsanee@bcnyala.ac.th

Article info:

Received: 17 July 2024

Revised: 19 August 2024

Accepted: 22 September 2024



This is an Open Access article distributed under the terms of the Creative Commons Attribution-NonCommercial 4.0 International License, which allows others to remix, tweak, and build upon the work non-commercially as long as the original work is properly cited. The new creations are not necessarily licensed under the identical terms.

E-ISSN: 2477-4073 | P-ISSN: 2528-181X

Abstract

Background: Patient motivation is crucial in maintaining health-improving activities and helping patients recover from illnesses. Despite extensive research on patient motivation, this concept has not been clearly defined and remains ambiguous. The latest analysis of patient motivation was over two decades ago, thus necessitating the need to reexamine it in more updated literature.

Objective: This study aims to explore the concept of patient motivation.

Methods: The eight-step approach of Walker and Avant was used: concept selection, determining analysis aim, identifying concept use, defining attributes, model case identification, borderline and contrary case identification, antecedents and consequences identification, and empirical referent identification. Five databases, CINAHL, Cochrane, Medline, PubMed, ProQuest, and ScienceDirect, were searched for published works between 2014 and 2024 using the keywords “patient” and “motivation.”

Results: The identified attributes of patient motivation are a psychological drive, a desire to adopt healthy behaviors, and goal-directed action. Antecedents of patient motivation are self-efficacy, provider-patient communication, and social support. Patient motivation leads to consequences, including healthier lifestyles and greater adherence and compliance.

Conclusion: The present concept analysis draws upon current literature to suggest the antecedents, attributes, and consequences of patient motivation. Nurses can promote healthier lifestyles and greater adherence and compliance among patients by employing techniques to raise self-efficacy and provide social support while enhancing patient-centered interactions.

Keywords

motivation; patient; healthcare; concept analysis

Background

Chronic diseases are growing in prevalence and have a profound negative impact on people's lives and health systems (World Health Organization [WHO], 2024). By 2050, chronic diseases such as cancer, diabetes, respiratory disorders, and cardiovascular diseases will be responsible for 86% of the estimated 90 million deaths annually. This represents a startling 90% rise since 2019 (United Nations [UN], 2023). Moreover, the expense of treating chronic diseases is estimated to be \$4.5 trillion a year (Centers for Disease Control and Prevention [CDC], 2024). These figures highlight the urgent need for the healthcare system's response.

Healthcare delivery has shifted from provider-centeredness to patient-centeredness. Patient-centered care is widely accepted as the cornerstone of nursing practice (WHO, 2015), as it incorporates the patients' choices, attitudes, and beliefs into the process of making health decisions. It encourages patients to take an active role in making decisions rather than being passive beneficiaries of their care (Yu et al., 2023). Patient motivation is critical in directing patients' engagement in their own healthcare and sustaining health-promoting habits. It is the primary factor propelling patients to adhere to strict regimens by strengthening their resilience despite struggles (Lachonius et

al., 2023). Motivated patients are more likely to persevere through pain, maintain consistency, and hold onto hope for a speedy recovery. Patient motivation is a significant predictor of better adherence to health monitoring (Gawalko et al., 2023) and good treatment outcomes (Reed et al., 2021).

Outstanding theories of motivation, such as the Self-determination Theory (SDT) (Ryan & Deci, 2017) and the Protection Motivation Theory (PMT) (Rogers, 1975), contribute greatly to the understanding of patient motivation. Nevertheless, more exploration into this concept is required in order to support the application of theories in understanding and improving patient motivation in clinical settings. Thus, a concept analysis remains necessary in offering evidence-based knowledge that can be readily applied in clinical practice (Hellman, 2024).

In recent literature, motivation has been examined in two concept analyses. One concept analysis looked into motivation in nursing education with a particular focus on nursing students (Miller, 2016), and the other was exercise motivation, focusing solely on intrinsic motivation (Turner & Reed, 2022). Patient motivation was examined in the concept analysis by Maclean et al. (2002), but the findings were derived from the understanding of stroke professionals rather than the patients themselves. Unfortunately, the concept of patient motivation is not well defined in the majority of recent

literature specific to the patient population (Hosseini et al., 2021). Such ambiguity may lead to difficulty understanding and assessing patient motivation (Weatherill et al., 2022).

Moreover, with the healthcare system's shift toward patient-centeredness, the patient motivation concept needs to be revisited based on more updated literature for better application, which will facilitate the creation of strategies to engage patients in their healthcare (McCarron et al., 2019). The ongoing refinement of a concept is part of a continuing process of developing and advancing the progress of nursing science (Hellman, 2024). Thus, this paper aims to explore the concept of patient motivation to obtain a clearer understanding based on updated literature.

Concept Analysis of Patient Motivation

Step 1: Concept Selection

A concept should be selected for analysis based on its significance to the development of theory and practice (Walker & Avant, 2019). Patient motivation was chosen for analysis because a greater understanding of patient motivation will create more active engagement in health-promoting behaviors and enhance the sustainability of patients' health engagement.

Step 2: Determining Analysis Aim

This concept analysis sought to comprehensively explore the patient motivation concept based on up-to-date literature.

Step 3: Identifying Concept Use

A comprehensive search for concepts can be achieved by consulting dictionaries, thesaurus, and existing literature (Walker & Avant, 2019). The authors consulted an encyclopedia and dictionaries to define "patient" and "motivation." The word "patient" is derived from an old French term "pacient," which means suffering, injured, or a sick person under medical treatment, as well as from a Latin adjective "patientem," which means suffering (Online Etymology Dictionary, 2024). The term "motivation" originates from the Latin word "motivus," meaning a moving cause, implying the qualities that activate the mechanisms underlying psychological motivation (Petri & Cofer, 2024). In modern English, patient (noun) refers to an individual receiving medical attention or one who receives care from a specific physician or dentist (Cambridge Dictionary, 2024b), while motivation (noun) refers to enthusiasm for doing something (Cambridge Dictionary, 2024a).

Then, the use of patient motivation was explored on databases, including CINAHL, Cochrane, Medline, PubMed, ProQuest, and ScienceDirect, covering literature published between 2014 and 2024, using patient motivation AND healthcare as keywords. The search results yielded 37 papers offering clear definitions of patient motivation (Table 1).

Step 4: Determining Defining Attributes

Possible words with similar meanings were manually grouped into keyword clusters. Each keyword cluster was assigned a name to present an attribute of patient motivation (Table 2).

A psychological drive

A psychological drive is represented by several terms, such as a driving force for action (Purwana et al., 2023), incentive (Oyake et al., 2023), and impetus (Yoshida et al.,

2022) to act. A drive is an energy and determination to achieve things, which is a fundamental factor that propels an organism toward activity (Kovac, 2016) and actively engages in doing it (Scheidegger et al., 2024). This psychological drive occurs when a person's needs are aroused, and he or she is propelled to satisfy such needs (McCarron et al., 2019). Motivation not only involves a drive to initiate action but also to continue performing the action (Lakerveld et al., 2020).

A desire to adopt healthy behaviors

Motivation reflects a desire to optimize health, independence, and wellness (Jowsey et al., 2014), which is not only limited to oneself but also extends to the good health of one's fetus and children (Hughes et al., 2021). In addition to physical health, motivation includes a desire to improve one's physical appearance, mental and emotional well-being, and social, professional, and/or educational functioning (Waldman et al., 2019) by adopting certain forms of self-care techniques (Coventry et al., 2014), changing one's behaviors (e.g., drinking, smoking, exercising, and following treatment plans) (Li et al., 2020), and participating in treatments (Drent et al., 2020).

Goal-directed action

Motivation does not simply involve carrying out any action but rather encompasses an engagement in actions related to a particular goal (Gangwani et al., 2022; Hossieni et al., 2024). A goal represents the value attached to the action and can be both intrinsic and extrinsic (Pessiglione et al., 2018). For example, when exercising is fun and relaxing, the goal is intrinsic in the act of doing the exercise. In contrast, when exercise is done only to improve physical strength, the goal is extrinsic because the act of exercising leads to a valuable outcome.

Step 5: Model case identification

A model case is a concept example that demonstrates every one of its distinctive features (Walker & Avant, 2019).

Jill has hypertension. During a follow-up, her doctor reports high cholesterol and triglyceride levels. Therefore, Jill is suggested to carry out lifestyle changes such as a diet rich in whole grains, fruits, vegetables, lean meats, and omega-3 fatty acids, avoiding salty foods, quitting smoking, reducing alcohol intake, maintaining a healthy weight, and exercising regularly. The doctor gives Jill an opportunity to ask questions regarding these behavior changes. They both openly discuss and together address Jill's concerns, which helps Jill feel more confident that she will be able to accomplish these lifestyle changes. The doctor also provides useful information on health-promoting behaviors and their benefits. Jill realizes the importance of behavior change in promoting her well-being and preventing undesirable consequences of dyslipidemia (A psychological drive). As a result, she wants to follow the suggested lifestyle changes (A desire to adopt healthy behaviors). She sets a goal to cook her own meals instead of store-bought options, exercise after work, reduce alcohol intake, and opt for red wine (Goal-directed action). This leads to healthier lifestyles and greater adherence and compliance to health-promoting behaviors.

This model case shows all attributes of patient motivation. The patient has learned about the necessity of lifestyle changes, so she is psychologically driven to do as recommended and desires to start healthy behaviors. She also sets a goal that will help direct her action.

Table 1 Definitions of patient motivation

Discipline	Authors (year)	Definition
Biology	Hughes et al. (2021)	The desire to prevent pregnancy termination and have a healthy baby
Psychiatry	Buzukashvili and Katz (2019)	Sources or reasons for intentional action
	Drent et al. (2020)	Willingness to engage in treatment and the readiness to modify one's conduct
	Fervaha et al. (2018)	Drive and general attitude to participate in goal-directed tasks
	Pessiglione (2021)	A function that stimulates and guides behavior toward a goal
	Pessiglione et al. (2018)	The function that directs and stimulates behavior based on two characteristics: quantity (the goal value) and content (the goals)
Psychology	Castine et al. (2019)	Driven phases of treatment for substance abuse rehabilitation
	Swanson and Maltinsky (2019)	The extent to which someone "wants," "desires," or intends to behave in order to achieve particular goals
	Lassen et al. (2024)	The likelihood that an individual will initiate, pursue, and follow a certain change strategy
	Scheidegger et al. (2024)	Assuming responsibility for one's therapy, which includes actively seeking it and maintaining a positive outlook on its outcome
	Touré Tillery and Fishbach (2014)	A psychological force that makes action possible
Pharmacy	Tan et al. (2022)	Concern about health
Medicine	Waldman et al. (2019)	A desire to improve one's physical, mental, and emotional well-being as well as one's ability to perform in social, professional, and/or educational settings
	Li et al. (2020)	Readiness to change in behaviors
	Oyake et al. (2020)	A mechanism that directs and stimulates behavior based on quantity (i.e., goal value) and contents (i.e., goals)
	Oyake et al. (2023)	The mental function, which generates the motivation to take action, whether consciously or unconsciously
	Kalra et al. (2024)	The rationale behind beginning, continuing, and/or ending any conduct or activity
	Yan et al. (2024)	Inner drive to complete the prescribed digital health intervention responsibilities in order to accomplish goals for treatment
Nursing	Miller (2016)	A drive to satisfy a need, an impulse directing behavior, and a desire to reach a goal
	Gawalko et al. (2023)	The count of days within the prescription period whereby the anticipated number of measurements (≥ 3 /day) were taken for each day
	Hosseini et al. (2021)	A decision to take action with active engagement during the treatment process
	Soesanto et al. (2021)	A patient's internal desire to receive treatment
	Turner and Reed (2022)	Innate drive for an action or behavior
	Jørgensen et al. (2023)	Feeling empowered by a sense of control over one's mental health
	Lachonius et al. (2023)	A desire for a few more years of good health
	Purwana et al. (2023)	A driving force that propels individuals towards action. It encompasses desires, wishes, encouragement, and goals.
	Imhagen et al. (2023)	The ability to gather the resources and inner power necessary to make a lifestyle change
	Hossieni et al. (2024)	Processes that stimulate and sustain goal-directed activities
Applied health	Coventry et al. (2014)	A willingness to adopt certain self-management techniques
Public health	Jowsey et al. (2014)	The desire of maximizing wellbeing, freedom, and health
	Verrienti et al. (2023)	A mentality that drives behavior toward a goal in both humans and other creatures
Health sciences	Rapoliene et al. (2018)	The entire brain processes, prompting the person to behave with purpose
	McCarron et al. (2019)	The power that emerges when someone feels compelled to satiate a need
	Lakerveld et al. (2020)	The mechanism that starts, directs, and upholds behavior focused on goals
	Yoshida et al. (2022)	The impetus to start, continue, focus, energize, and advance a goal-oriented endeavor
	Gangwani et al. (2022)	A person's will to carry out a specific action in order to accomplish their goals
	Láver et al. (2024)	The act of accomplishing something of personal importance

Step 6: Borderline and Contrary Case Identification

Borderline case

A borderline case contains the majority, but not all, of the defining attributes (Walker & Avant, 2019).

Jane, diagnosed with type 2 diabetes, is advised to make lifestyle changes, including regular exercise, stress management, and consuming fiber and probiotic-rich foods to manage her condition. She realizes that these recommendations are essential and can help her avoid serious complications (A psychological drive). She agrees with the need to change her lifestyle and is happy to comply (A desire to adopt healthy behaviors). Unfortunately, she is very busy with work, making it difficult to exercise, cook healthy meals, or relax. For example, she exercises only when she

has time. Some days, she is too busy and forgets to exercise (No goal-directed action).

This borderline case shows almost all of the attributes of patient motivation. The patient desires to be healthy and free from complications and is driven to perform lifestyle modification. However, she has not set any goal that would guide her effort, resulting in a lack of continuity of lifestyle changes.

Contrary case

A contrary case outlines what the concept is not and omits all of its primary attributes (Walker & Avant, 2019).

Jess, a 62-year-old patient with knee osteoarthritis, is advised by her doctor to lose weight, maintain a healthy diet, and exercise more, particularly Tai Chi and yoga. However, Jess believes that medication is sufficient to reduce pain and prevent further exacerbation of her knee and that the doctor overstates the need for surgery. She believes her condition is not severe enough to necessitate surgery in the near future (**No psychological drive**). Besides, Jess is fond of meat, deep-fried food, and sweets, so she does not want to follow the doctor's recommendations (**No desire to adopt healthy behaviors**). At home, she eats a healthier diet

only when someone in the family coincidentally cooks vegetable dishes and exercises, and she only does it when she feels like doing it (**No goal-directed action**).

This contrary case does not demonstrate any attributes of patient motivation. The patient does not want to change her diet or feel the drive to change her lifestyle as she considers it unnecessary. Therefore, her actions are not goal-directed.

Table 2 Keyword clusters and attributes of patient motivation

Keyword Clusters	Sources	Attributes
<ul style="list-style-type: none"> • A driving force for action • A psychological force • Innate drive • An incentive to act • Impetus • Inner drive/power • A rationale behind the action 	(Fervaha et al., 2018; Imhagen et al., 2023; Kalra et al., 2024; McCarron et al., 2019; Oyake et al., 2023; Rapoliene et al., 2018; Touré Tillery & Fishbach, 2014; Turner & Reed, 2022; Yan et al., 2024; Yoshida et al., 2022)	A psychological drive
<ul style="list-style-type: none"> • Desire • Need • Want • Readiness to change/ modify one's conduct • A will to take a specific health action or engage in treatment/ adopt self-management 	(Coventry et al., 2014; Drent et al., 2020; Gangwani et al., 2022; Hughes et al., 2021; Jowsey et al., 2014; Lachonius et al., 2023; Li et al., 2020; McCarron et al., 2019; Purwana et al., 2023; Soesanto et al., 2021; Swanson & Maltinsky, 2019; Waldman et al., 2019)	A desire to adopt healthy behaviors
<ul style="list-style-type: none"> • Goal-directed activities • Directs the behavior toward goals • Achieving goal • Goal-oriented action • Activate and sustain behavior toward a goal 	(Gangwani et al., 2022; Hossieni et al., 2024; Lakerveld et al., 2020; Oyake et al., 2020; Pessiglione, 2021; Purwana et al., 2023; Swanson & Maltinsky, 2019; Verrienti et al., 2023; Yoshida et al., 2022)	Goal-directed action

Step 7: Antecedent and Consequence Identification

Antecedents

Antecedents are elements that need to happen before a concept manifests itself (Walker & Avant, 2019). The antecedents of patient motivation identified from the literature include self-efficacy, provider-patient communication, and social support.

Self-efficacy. Patients' self-perceptions of their abilities influence their motivation and the way they direct their behavior to reach the established goals (Dicker et al., 2021). Therefore, high self-efficacy boosts motivation to set realistic goals and efficient planning to execute necessary behaviors to achieve those goals (Gangwani et al., 2022). Patient with high self-efficacy tend to consider a health behavior as easy and can cope with arising challenges, thereby feeling motivated to continue their action. In contrast, patients with lower self-efficacy tend to consider a health behavior difficult and are less motivated due to a sense of failure and hopelessness (Dicker et al., 2021).

Provider-patient communication. Motivation arises from the interaction between internal needs and environmental factors that will arouse these needs. Healthcare professionals can motivate a behavior change through positive communication (Jørgensen et al., 2023) by acknowledging resistance, being empathetic, and emphasizing the value of listening. Patients are more likely to feel motivated if they are at ease in discussing their health concerns with healthcare practitioners (Dicker et al., 2021). Communication strategies (e.g., open-ended inquiries, affirmations, contemplative listening, summarizing, educating, and counseling) effectively elicit patient motivation to change behaviors (Xu et al., 2023).

Social support. Motivation to become healthier is influenced by the availability and accessibility of social support (Lachonius et al., 2023). Trusting relationships that lessen feelings of loneliness help shield against the psychological effects of long-term health issues. Individuals with supportive relationships can get practical assistance in scheduling appointments and making health-related decisions (Bradley et al., 2023). Having a social network helps acquire new abilities to manage diseases, improve understanding of health issues, and overcome obstacles in adopting healthy behaviors (Chen et al., 2022). Higher professional and family support predicted higher patient motivation for exercise (Imhagen et al., 2023), stroke rehabilitation (Yoshida et al., 2022), and diabetes self-management (Chen et al., 2022).

Consequences

Consequences are the instances that arise from the manifestation of a concept (Walker & Avant, 2019). The consequences of patient motivation are healthier lifestyles and greater adherence and compliance.

Healthier lifestyles. Motivated patients recognize the importance of healthy lifestyles and fear the consequences of unhealthy living (Duffy et al., 2021). Patient motivation significantly influences health behaviors to prevent and manage illnesses. For disease prevention, patient motivation is associated with maintaining a nutritious diet, regular exercise, and monitoring blood pressure (Tan et al., 2022). Regarding disease management, patient motivation is linked to higher physical activity (Dicker et al., 2021), blood glucose monitoring, and diet control (Lakerveld et al., 2020). Conversely, increased patient motivation reduces health risk

behaviors such as alcoholism, bad eating habits, tobacco use, and insufficient exercise (Spielmann et al., 2023).

Greater adherence and compliance. Motivation involves psychological mechanisms that lead to the initiation, development, and continuation of voluntary behaviors to achieve goals. Motivated patients have a stronger commitment to maintaining and enhancing their health. They are more able to withstand obstacles and temptations, which

promotes long-term compliance with behavioral modifications. Patient motivation is a significant predictor of adherence to heart rate monitoring (Gawalko et al., 2023), adherence to blood glucose self-monitoring (Chen et al., 2022), and compliance with diet for hypertension (Purwana et al., 2023)

Thus, patient motivation can be defined as a psychological drive and a desire to adopt healthy behaviors to take a goal-directed action, as summarized in Figure 1.

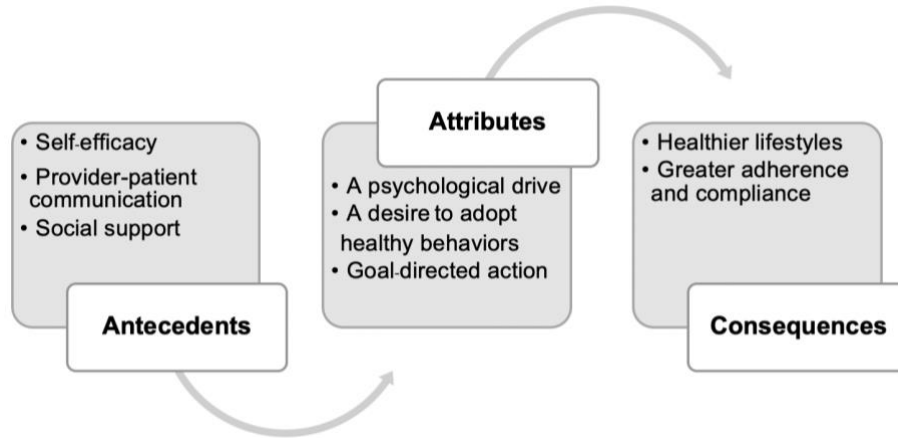


Figure 1 Antecedents, attributes, and consequences of patient motivation

Step 8: Empirical Referent Identification

Empirical referents aim to quantify the defining qualities or properties, not a way to assess the concept itself (Walker & Avant, 2019). Empirical referents give medical professionals measurable phenomena to assess patient motivation in a clinical context.

Direct assessments of the psychological drive are scarce in the literature but can be assessed through the perceived value or importance of health behavior, such as the perceived value or usefulness of the Intrinsic Motivation Inventory (Monardo et al., 2021), the perceived importance of rehabilitation in the Motivation in Stroke Patients for Rehabilitation Scale (Yoshida et al., 2022), and the perceived importance of disease prevention behavior (Stuppy & Smith, 2023). Recognizing the value of health behaviors motivates patient engagement.

A desire to adopt healthy behaviors can be measured through the expectations of treatments on health consequences (Laferton et al., 2017), such as the expectation dimension of the Musculoskeletal Outcomes Data Evaluation and Management System (Tashjian et al., 2007) or the expectation dimension of the New Knee Society Scoring System (Noble et al., 2012). Some tools evaluate expectations of treatment outcomes in general (Barth et al., 2019) and quality of life (Powell et al., 2012). Moreover, a desire to adopt healthy behaviors can be assessed indirectly through patients' willingness to perform healthy behaviors, such as proper nutrition, regular exercise, and medication adherence (Ambroz et al., 2024).

Goal-directed action is evaluated as patients' efforts to achieve goals, such as in stroke rehabilitation (Yoshida et al., 2022) and in a virtual apartment game for children with attention deficit hyperactivity disorder, assessing their efforts to accomplish household tasks (Jylkka et al., 2023). Moreover, it can be evaluated through self-regulation mechanisms involving motivational and cognitive resources to manage

distractions and keep the focus on the goal (Tinaz et al., 2020). Since goals determine patients' pursuit of their actual health behaviors (Pessiglione, 2021), goal-directed action is also assessed by having patients identify the frequency of performing health-promoting behaviors (Nolan et al., 2024).

Discussion

The strength of our concept analysis lies in its focus on literature derived exclusively from the patient population, whereas previous concept analyses examined motivation from health professionals' perspectives (Maclean et al., 2002), motivation in nursing students (Miller, 2016) and exercise motivation only (Turner & Reed, 2022).

Patient motivation's attributes include a psychological drive, a desire to adopt healthy behaviors, and a goal-directed action. These attributes are relatively consistent with those of motivation in nursing students, which include a drive to satisfy a need, an impulse-directing behavior, and a desire to reach a goal (Miller, 2016). However, our findings contradict Maclean et al. (2002), who described patient motivation as patients' behaviors (e.g., proactively asking questions and complying with health recommendations) rather than inner psychological processes. Such inconsistency may be due to the viewpoints of health professionals who tend to evaluate patient motivation by observing patients' behavior, which may not accurately reflect actual patient motivation (Yoshida et al., 2022).

Our attributes also help to distinguish patient motivation from other closely related concepts, such as intention that reflects the likelihood of engaging in certain health behaviors (Pan et al., 2023; Zhou et al., 2023). Patient motivation, in contrast, involves intricate psychological processes (i.e., desires and drives), which lead to different health priorities that compel patients to execute specific actions (Duffy et al., 2021). Nursing researchers should conduct a comparative concept

analysis to obtain a more in-depth understanding of patient motivation compared to intention.

Patient motivation is influenced by self-efficacy, provider-patient communication, and social support as antecedents. This finding stresses the importance of designing nursing interventions that engage patients in effective communication where patients receive social support and self-efficacy enhancement. Motivational interviewing is one of the most widely used strategies for health communication, offering person-centered, goal-oriented counseling to alter how patients view their unhealthy behavior and exert more control over it (Xu et al., 2023). Motivational interviewing is a beneficial communication approach for enhancing social support, self-efficacy, and motivation in lifestyle changes (Michalopoulou et al., 2022). Thus, nurses need training in motivational interviewing techniques, disease prevention psychology, and effective patient communication to foster personalized and meaningful interactions.

It is challenging to identify the empirical referents that directly measure the attributes of patient motivation. From our analysis, a desire to adopt healthy behaviors can be indirectly measured through expectations, while a psychological drive can be indirectly assessed through the perceived importance of health behavior. Goal-directed action can be evaluated through self-regulatory efforts and patients' ratings of the frequency of doing health behaviors. This suggests a necessity to modify the existing instruments or design a valid and reliable tool that can directly assess the attributes of patient motivation. As patient motivation is a concept derived mostly from psychology, psychologists should work in collaboration with nurses to evaluate patient motivation. The integration of psychological concepts into clinical practice will enable healthcare professionals to provide patient-centered care, ensuring a psychologically informed approach to treatment (Dekker et al., 2023).

Limitations

This paper analyses patient motivation without a systematic methodology, suggesting a need for a more thorough systematic approach to examine the literature on patient motivation. The analyzed literature was from a mixed patient population with various chronic diseases. Future research should focus on patient motivation in specific diseases.

Conclusion

This concept analysis proposes the antecedents, attributes, and consequences of patient motivation based on literature specifically derived from the patient population. Nursing researchers should design a valid and reliable tool that can straightforwardly measure patient motivation as represented by its attributes and work in collaboration with psychologists to understand patient motivation. Additionally, nursing interventions should be designed to improve the nurse-patient communication process by employing motivational interviewing strategies to boost patients' self-efficacy and provide social support to increase patient motivation in a patient-centered manner.

Declaration of Conflicting Interest

The authors declare that there is no conflict of interest.

Funding

This study did not receive any specific grant from funding agencies.

Acknowledgment

None.

Authors' Contributions

Patcharin Khomkham conceptualized, designed, analyzed, and drafted the manuscript. Pootsanee Kaewmanee analyzed and reviewed the manuscript. All authors meet the criteria for authorship, with each having approved the final version.

Authors' Biographies

Patcharin Khomkham, RN., Ph.D., is a Nursing Instructor at Boromarajonani College of Nursing, Yala, Faculty of Nursing, Praboromarajchanok Institute, Thailand.

Pootsanee Kaewmanee, RN., is an Assistant Professor at the Boromarajonani College of Nursing, Yala, Faculty of Nursing, Praboromarajchanok Institute, Thailand.

Data Availability

Not applicable.

Ethical Considerations

Not applicable.

Declaration of Use of AI in Scientific Writing

None to declare.

References

- Ambroz, M., de Vries, S. T., Buitenhuis, G., Frost, J., & Denig, P. (2024). Willingness of people with type 2 diabetes to engage in healthy eating, physical activity and medication taking. *Primary Care Diabetes*, 18(3), 347-355. <https://doi.org/10.1016/j.pcd.2024.03.006>
- Barth, J., Kern, A., Lüthi, S., & Witt, C. M. (2019). Assessment of patients' expectations: Development and validation of the Expectation for Treatment Scale (ETS). *BMJ Open*, 9(6), e026712. <https://doi.org/10.1136/bmjopen-2018-026712>
- Bradley, N., Dowrick, C., & Lloyd-Williams, M. (2023). Explaining how and why social support groups in hospice day services benefit palliative care patients, for whom, and in what circumstances. *Palliative Care and Social Practice*, 17, 26323524231214549. <https://doi.org/10.1177/26323524231214549>
- Buzukashvili, T., & Katz, I. (2019). Motivation for medical treatment among people with schizophrenia in a post-hospitalization rehabilitation center: Self-determination theory perspective. *Israel Journal of Psychiatry*, 56(3), 27-35.
- Cambridge Dictionary. (2024a). Motivation. In *cambridge.org*. <https://dictionary.cambridge.org/dictionary/english/motivation>
- Cambridge Dictionary. (2024b). Patient. In *cambridge.org*. <https://dictionary.cambridge.org/dictionary/english/patient>
- Castine, B. R., Albein-Urios, N., Lozano-Rojas, O., Martinez-Gonzalez, J. M., Hohwy, J., & Verdejo-Garcia, A. (2019). Self-awareness deficits associated with lower treatment motivation in cocaine addiction. *The American Journal of Drug and Alcohol Abuse*, 45(1), 108-114. <https://doi.org/10.1080/00952990.2018.1511725>
- Centers for Disease Control and Prevention [CDC]. (2024). *Health and economic benefits of chronic disease interventions*. <https://www.cdc.gov/nccddphp/priorities/index.html>
- Chen, M., Yun, Q., Lin, H., Liu, S., Liu, Y., Shi, Y., Ji, Y., & Chang, C. (2022). Factors related to diabetes self-management among patients with type 2 diabetes: A Chinese cross-sectional survey based on self-determination theory and social support theory. *Patient Preference and Adherence*, 16, 925-936. <https://doi.org/10.2147/PPA.S335363>
- Coventry, P. A., Fisher, L., Kenning, C., Bee, P., & Bower, P. (2014). Capacity, responsibility, and motivation: A critical qualitative evaluation of patient and practitioner views about barriers to self-management in people with multimorbidity. *BMC Health Services Research*, 14, 536. <https://doi.org/10.1186/s12913-014-0536-y>

- Dekker, J., Sears, S. F., Åsenlöf, P., & Berry, K. (2023). Psychologically informed health care. *Translational Behavioral Medicine*, 13(5), 289-296. <https://doi.org/10.1093/tbm/ibac105>
- Dicker, D., Alfadda, A. A., Coutinho, W., Cuevas, A., Halford, J. C. G., Hughes, C. A., Iwabu, M., Kang, J.-H., Nawar, R., & Reynoso, R. (2021). Patient motivation to lose weight: Importance of healthcare professional support, goals and self-efficacy. *European Journal of Internal Medicine*, 91, 10-16. <https://doi.org/10.1016/j.ejim.2021.01.019>
- Drent, H. M., van den Hoofdakker, B., de Bildt, A., Buitelaar, J. K., Hoekstra, P. J., & Dietrich, A. (2020). Factors related to parental pre-treatment motivation in outpatient child and adolescent mental health care. *European Child & Adolescent Psychiatry*, 29(7), 947-958. <https://doi.org/10.1007/s00787-019-01391-9>
- Duffy, E. Y., Ashen, D., Blumenthal, R. S., Davis, D. M., Gulati, M., Blaha, M. J., Michos, E. D., Nasir, K., & Cainzos-Achirica, M. (2021). Communication approaches to enhance patient motivation and adherence in cardiovascular disease prevention. *Clinical Cardiology*, 44(9), 1199-1207.
- Fervaha, G., Takeuchi, H., Foussias, G., Hahn, M. K., Agid, O., & Remington, G. (2018). Achievement motivation in early schizophrenia: Relationship with symptoms, cognition and functional outcome. *Early Intervention in Psychiatry*, 12(6), 1038-1044. <https://doi.org/10.1111/eip.12405>
- Gangwani, R., Cain, A., Collins, A., & Cassidy, J. M. (2022). Leveraging factors of self-efficacy and motivation to optimize stroke recovery. *Frontiers in Neurology*, 13, 823202. <https://doi.org/10.3389/fneur.2022.823202>
- Gawalko, M., Hermans, A. N. L., van Der Velden, R. M., Betz, K., Vm Verhaert, D., Hillmann, H. A. K., Scherr, D., Meier, J., Sultan, A., & Steven, D. (2023). Patient motivation and adherence to an on-demand app-based heart rate and rhythm monitoring for atrial fibrillation management: Data from the TeleCheck-AF project. *European Journal of Cardiovascular Nursing*, 22(4), 412-424. <https://doi.org/10.1093/eurcn/zvac061>
- Hellman, A. N. (2024). The concept analysis: An effective and important starting point in nursing research. *Journal of Radiology Nursing*, 43(1), 11-14. <https://doi.org/10.1016/j.jradnu.2023.12.001>
- Hosseini, F., Alavi, N. M., Mohammadi, E., & Sadat, Z. (2021). Scoping review on the concept of patient motivation and practical tools to assess it. *Iranian Journal of Nursing and Midwifery Research*, 26(1), 1-10. https://doi.org/10.4103/ijnmr.IJNMR_15_20
- Hossieni, F., Mohammadi, E., Hosseini, R., Sadat, Z., & Alavi, N. M. (2024). Development and psychometric evaluation of the Motivation for Healing Scale in patients with cancer. *Journal of Caring Sciences*, 13(1), 12-19. <https://doi.org/10.34172%2Fjcs.2024.31919>
- Hughes, T., Bracewell-Milnes, T., Saso, S., Jones, B. P., Almeida, P. A., Maclaren, K., Norman-Taylor, J., Johnson, M., & Nikolaou, D. (2021). A review on the motivations, decision-making factors, attitudes and experiences of couples using pre-implantation genetic testing for inherited conditions. *Human Reproduction Update*, 27(5), 944-966. <https://doi.org/10.1093/humupd/dmab013>
- Imhagen, A., Karlsson, J., Jansson, S., & Anderzén-Carlsson, A. (2023). A lifelong struggle for a lighter tomorrow: A qualitative study on experiences of obesity in primary healthcare patients. *Journal of Clinical Nursing*, 32(5-6), 834-846. <https://doi.org/10.1111/jocn.16379>
- Jørgensen, S. W., Lee, K., Klausen, S. H., Petersen, E. N., & Nørgaard, B. (2023). Patients' perspectives on telemedicine in the encounter between healthcare and patients with mental illness: A systematic review. *The European Journal of Psychiatry*, 37(1), 44-62. <https://doi.org/10.1016/j.ejpsy.2022.08.003>
- Jowsey, T., Pearce-Brown, C., Douglas, K. A., & Yen, L. (2014). What motivates Australian health service users with chronic illness to engage in self-management behaviour? *Health Expectations*, 17(2), 267-277. <https://doi.org/10.1111/j.1369-7625.2011.00744.x>
- Jylkka, J., Ritakallio, L., Merzon, L., Kangas, S., Kliegel, M., Zuber, S., Hering, A., Salmi, J., & Laine, M. (2023). Assessment of goal-directed behavior with the 3D videogame EPELI: Psychometric features in a web-based adult sample. *PLoS One*, 18(3), e0280717. <https://doi.org/10.1371/journal.pone.0280717>
- Kalra, S., Chawla, K., & Kapoor, N. (2024). Motivation and obesity care. *Journal of Pakistan Medical Association*, 74(1), 182-184. <https://doi.org/10.47391/JPMA.24-04>
- Kovac, V. B. (2016). *Basic motivation and human behaviour: control, affiliation and self-expression*. London: Springer.
- Lachoniuss, M., Wallström, S., Odell, A., Pétursson, P., Jeppsson, A., Skoglund, K., & Nielsen, S. J. (2023). Patients' motivation to undergo transcatheter aortic valve replacement. A phenomenological hermeneutic study. *International Journal of Older People Nursing*, 18(1), e12521. <https://doi.org/10.1111/opn.12521>
- Laferton, J. A. C., Kube, T., Salzmann, S., Auer, C. J., & Shedden-Mora, M. C. (2017). Patients' expectations regarding medical treatment: A critical review of concepts and their assessment. *Frontiers in Psychology*, 8, 233. <https://doi.org/10.3389/fpsyg.2017.00233>
- Lakerveld, J., Palmeira, A. L., van Duinkerken, E., Whitelock, V., Peyrot, M., & Nouwen, A. (2020). Motivation: Key to a healthy lifestyle in people with diabetes? Current and emerging knowledge and applications. *Diabetic Medicine*, 37(3), 464-472. <https://doi.org/10.1111/dme.14228>
- Lassen, E. R., Lia, S. A., Hjertaas, I., Hjemdal, O., Kennair, L. E. O., Hagen, R., & Solem, S. (2024). Patient motivation and adherence in metacognitive therapy for major depressive disorder: An observational study. *Cognitive Behaviour Therapy*, 53(2), 220-234. <https://doi.org/10.1080/16506073.2023.2289863>
- Låver, J., McAleavey, A., Valaker, I., Castonguay, L. G., & Moltu, C. (2024). Therapists' and patients' experiences of using patients' self-reported data in ongoing psychotherapy processes—A systematic review and meta-analysis of qualitative studies. *Psychotherapy Research*, 34(3), 293-310. <https://doi.org/10.1080/10503307.2023.2222896>
- Li, Z., Chen, Q., Yan, J., Liang, W., & Wong, W. C. W. (2020). Effectiveness of motivational interviewing on improving care for patients with type 2 diabetes in China: A randomized controlled trial. *BMC Health Services Research*, 20, 57. <https://doi.org/10.1186/s12913-019-4776-8>
- Maclean, N., Pound, P., Wolfe, C., & Rudd, A. (2002). The concept of patient motivation: A qualitative analysis of stroke professionals' attitudes. *Stroke*, 33(2), 444-448. <https://doi.org/10.1161/hs0202.10.2367>
- McCarron, T. L., Noseworthy, T., Moffat, K., Wilkinson, G., Zelinsky, S., White, D., Hassay, D., Lorenzetti, D. L., & Marlett, N. J. (2019). Understanding the motivations of patients: A co-designed project to understand the factors behind patient engagement. *Health Expectations*, 22(4), 709-720. <https://doi.org/10.1111/hex.12942>
- Michalopoulou, M., Ferrey, A. E., Harmer, G., Goddard, L., Kebbe, M., Theodoulou, A., Jebb, S. A., & Aveyard, P. (2022). Effectiveness of motivational interviewing in managing overweight and obesity: A systematic review and meta-analysis. *Annals of Internal Medicine*, 175(6), 838-850. <https://doi.org/10.7326/M21-3128>
- Miller, V. N. (2016). When push comes to shove: A comparative concept analysis of motivation and coercion in nursing education. *Nursing Forum*, 51, 164-172. <https://doi.org/10.1111/nuf.12134>
- Monardo, G., Pavese, C., Giorgi, I., Godi, M., & Colombo, R. (2021). Evaluation of patient motivation and satisfaction during technology-assisted rehabilitation: An experiential review. *Games for Health Journal*, 10(1), 13-27. <https://doi.org/10.1089/g4h.2020.0024>
- Noble, P. C., Scuderi, G. R., Brekke, A. C., Sikorskii, A., Benjamin, J. B., Lonner, J. H., Chadha, P., Daylamani, D. A., Scott, W. N., & Bourne, R. B. (2012). Development of a new Knee Society scoring system. *Clinical Orthopaedics and Related Research*, 470, 20-32. <https://doi.org/10.1007/s11999-011-2152-z>
- Nolan, R. P., Syed, F., Stogios, N., Maunder, R., Sockalingam, S., Tai, E. S., Cobain, M., Peiris, R. G., & Huszti, E. (2024). The evaluation of goal-directed activities to promote well-being and health in heart failure: EUROIA scale. *Journal of Patient-Reported Outcomes*, 8(1), 47. <https://doi.org/10.1186/s41687-024-00723-x>
- Online Etymology Dictionary. (2024). Patient. In *Etymonline.com*. <https://www.etymonline.com/word/patient>
- Oyake, K., Suzuki, M., Otaka, Y., Momose, K., & Tanaka, S. (2020). Motivational strategies for stroke rehabilitation: A Delphi study. *Archives of Physical Medicine and Rehabilitation*, 101(11), 1929-1936. <https://doi.org/10.1016/j.apmr.2020.06.007>
- Oyake, K., Yamauchi, K., Inoue, S., Sue, K., Ota, H., Ikuta, J., Ema, T., Ochiai, T., Hasui, M., & Hirata, Y. (2023). A multicenter explanatory survey of patients' and clinicians' perceptions of motivational factors in rehabilitation. *Communications Medicine*, 3(1), 78. <https://doi.org/10.1038/s43856-023-00308-7>

- Pan, L., Zhang, X., Wang, S., Zhao, N., Zhao, R., Ding, B., Li, Y., Miao, W., & Fan, H. (2023). Determinants associated with self-management behavior among type 2 diabetes patients in China: A structural equation model based on the theory of planned behavior. *International Journal of Clinical and Health Psychology*, 23(1), 100332. <https://doi.org/10.1016/j.ijchp.2022.100332>
- Pessiglione, M. (2021). Computational fingerprinting: A new approach to motivation deficit in neuropsychiatric diseases. *Comptes Rendus Biologies*, 344(3), 275-296. <https://doi.org/10.5802/crbiol.61>
- Pessiglione, M., Vinckier, F., Bouret, S., Daunizeau, J., & Le Bouc, R. (2018). Why not try harder? Computational approach to motivation deficits in neuro-psychiatric diseases. *Brain*, 141(3), 629-650. <https://doi.org/10.1093/brain/awx278>
- Petri, H. L., & Cofer, C. N. (2024). Motivation. <https://www.britannica.com/topic/motivation>
- Powell, R., Johnston, M., Smith, W. C., King, P. M., Chambers, W. A., Krukowski, Z., McKee, L., & Bruce, J. (2012). Psychological risk factors for chronic post-surgical pain after inguinal hernia repair surgery: A prospective cohort study. *European Journal of Pain*, 16(4), 600-610. <https://doi.org/10.1016/j.ejpain.2011.08.010>
- Purwana, R., Syafratri, A. M., Siregar, M. A., & Siregar, R. B. (2023). The correlation between self-motivation and diet compliance in hypertension patients at Mitra Medika Hospital in Medan. *Jurnal Kesehatan LLDikti Wilayah 1 (JUKES)*, 3(2), 40-50. <https://doi.org/10.54076/jukes.v3i2.361>
- Rapoliene, J., Endzelyte, E., Jaseviciene, I., & Savickas, R. (2018). Stroke patients motivation influence on the effectiveness of occupational therapy. *Rehabilitation Research and Practice*, 2018(1), 9367942. <https://doi.org/10.1155/2018/9367942>
- Reed, P., Osborne, L. A., Whittall, C. M., & Emery, S. (2021). Impact of patient motivation on compliance and outcomes for incontinence. *Physiotherapy*, 113, 100-106. <https://doi.org/10.1016/j.physio.2020.10.003>
- Rogers, R. W. (1975). A protection motivation theory of fear appeals and attitude change. *The Journal of Psychology*, 91(1), 93-114. <https://doi.org/10.1080/00223980.1975.9915803>
- Ryan, R. M., & Deci, E. L. (2017). *Self-determination theory: Basic psychological needs in motivation, development, and wellness*. New York: Guilford Press.
- Scheidegger, A., Gómez Penedo, J. M., Blättler, L. T., Aybek, S., Bischoff, N., & grosse Holtforth, M. (2024). How treatment motivation predicts favorable outcomes in interdisciplinary multimodal pain treatment among patients with chronic primary pain. *Journal of Clinical Psychology in Medical Settings*, 31(1), 48-57. <https://doi.org/10.1007/s10880-023-09958-0>
- Soesanto, E., Ramadlan, I., Setyawati, D., Aisah, S., & Pawestri, P. (2021). Factors affecting medication adherence in hypertension patients: A literature review. *Bali Medical Journal*, 10(3), 1364-1370. <https://doi.org/10.15562/bmj.v10i3.3038>
- Spielmann, M., Krolow-Wicovsky, F., Tiede, A., Krause, K., Baumann, S., Siewert-Markus, U., John, U., & Freyer-Adam, J. (2023). Patient motivation and preferences in changing co-occurring health risk behaviors in general hospital patients. *Patient Education and Counseling*, 114, 107841. <https://doi.org/10.1016/j.pec.2023.107841>
- Stuppy, A., & Smith, R. W. (2023). Self-esteem influences the willingness to engage in COVID-19 prevention behavior and persuasion efficacy. *Social Science & Medicine*, 320, 115715. <https://doi.org/10.1016/j.socscimed.2023.115715>
- Swanson, V., & Maltinsky, W. (2019). Motivational and behaviour change approaches for improving diabetes management. *Practical Diabetes*, 36(4), 121-125. <https://doi.org/10.1002/pdi.2229>
- Tan, P. P. S., Sandhu, R. S., Zain, S. M., Hall, D., Tan, N. C., Lim, H. M., Daud, F., & Pung, Y.-F. (2022). Health motivations and perceived barriers are determinants of self-care behaviour for the prevention of hypertension in a Malaysian community. *PloS One*, 17(12), e0278761. <https://doi.org/10.1371/journal.pone.0278761>
- Tashjian, R. Z., Bradley, M. P., Tocci, S., Rey, J., Henn, R. F., & Green, A. (2007). Factors influencing patient satisfaction after rotator cuff repair. *Journal of Shoulder and Elbow Surgery*, 16(6), 752-758. <https://doi.org/10.1016/j.jse.2007.02.136>
- Tinaz, S., Elfil, M., Kamel, S., Aravala, S. S., Louis, E. D., & Sinha, R. (2020). Goal-directed behavior in individuals with mild Parkinson's disease: Role of self-efficacy and self-regulation. *Clinical Parkinsonism & Related Disorders*, 3, 100051. <https://doi.org/10.1016/j.prdoa.2020.100051>
- Touré Tillery, M., & Fishbach, A. (2014). How to measure motivation: A guide for the experimental social psychologist. *Social and Personality Psychology Compass*, 8(7), 328-341. <https://doi.org/10.1111/spc3.12110>
- Turner, A. R., & Reed, S. M. (2022). Intrinsic motivation in exercise: A concept analysis. *Nursing Forum*, 57, 136-143. <https://doi.org/10.1111/nuf.12658>
- United Nations [UN]. (2023). *Chronic diseases taking 'immense and increasing toll on lives', warns WHO*. <https://news.un.org/en/story/2023/05/1136832>
- Verrienti, G., Raccagni, C., Lombardozzi, G., De Bartolo, D., & Iosa, M. (2023). Motivation as a measurable outcome in stroke rehabilitation: A systematic review of the literature. *International Journal of Environmental Research and Public Health*, 20(5), 4187. <https://doi.org/10.3390/ijerph20054187>
- Waldman, A., Maisel, A., Weil, A., Iyengar, S., Sacotte, K., Lazaroff, J. M., Kurumety, S., Shaunfield, S. L., Reynolds, K. A., & Poon, E. (2019). Patients believe that cosmetic procedures affect their quality of life: An interview study of patient-reported motivations. *Journal of the American Academy of Dermatology*, 80(6), 1671-1681. <https://doi.org/10.1016/j.jaad.2019.01.059>
- Walker, L. O., & Avant, K. C. (2019). *Strategies for theory construction in nursing* (6th ed.). New York: Pearson.
- Weatherill, M., Tibus, E. O., & Rodriguez, A. D. (2022). Motivation as a predictor of aphasia treatment outcomes: A scoping review. *Topics in Language Disorders*, 42(3), 252-265. <https://doi.org/10.1097/TLD.000000000000286>
- WHO. (2015). *WHO global strategy on people-centred and integrated health services: Interim report*. Geneva: World Health Organization. <https://iris.who.int/handle/10665/155002>
- World Health Organization [WHO]. (2024). *Noncommunicable diseases*. https://www.who.int/health-topics/noncommunicable-diseases#tab=tab_1
- Xu, L., Pinxten, W., Vanderey, F., Falter, M., Scherrenberg, M., Kizilkilic, S. E., Van Erum, H., Dendale, P., & Kindermans, H. (2023). Motivational communication skills to improve motivation and adherence in cardiovascular disease prevention: A narrative review. *Clinical Cardiology*, 46(12), 1474-1480. <https://doi.org/10.1002/clc.24128>
- Yan, Y., López-Alcalde, J., Stallings, E., Jimenez Tejero, E., Witt, C. M., & Barth, J. (2024). Patient motivation as a predictor of digital health intervention effects: A meta-epidemiological study of cancer trials. *PloS One*, 19(7), e0306772. <https://doi.org/10.1371/journal.pone.0306772>
- Yoshida, T., Otaka, Y., Kitamura, S., Ushizawa, K., Kumagai, M., Kurihara, Y., Yaeda, J., & Osu, R. (2022). Development and validation of new evaluation scale for measuring stroke patients' motivation for rehabilitation in rehabilitation wards. *PloS One*, 17(3), e0265214. <https://doi.org/10.1371/journal.pone.0265214>
- Yu, C., Xian, Y., Jing, T., Bai, M., Li, X., Li, J., Liang, H., Yu, G., & Zhang, Z. (2023). More patient-centered care, better healthcare: The association between patient-centered care and healthcare outcomes in inpatients. *Frontiers in Public Health*, 11, 1148277. <https://doi.org/10.3389/fpubh.2023.1148277>
- Zhou, Y., Hua, B., Shi, X., Du, S., Yuan, J., & Wang, Y. (2023). Exercise intention and its associated factors among persons post-stroke: A cross-sectional study. *Patient Preference and Adherence*, 2535-2544. <https://doi.org/10.2147/PPA.S424595>

Cite this article as: Khomkham, P., & Kaewmanee, P. (2024). Patient motivation: A concept analysis. *Belitung Nursing Journal*, 10(5), 490-497. <https://doi.org/10.33546/bnj.3529>