

Module 10 – Motivation
Guided Notes (pgs. 182-193)

1. How many instincts were originally listed in the book written by William James? _____

2. Why did the number of instincts used to describe motivation continue to grow?

3. Describe the Drive-Reduction Theory using a situation from YOUR life.

4. Why is the Drive-Reduction Theory not a valid explanation for ALL motivation?

5. What does the term arousal mean?

6. What is the Yerkes-Dodson Law?

7. "Arousal theorists explain the motivations behind

_____."

8. What is homeostasis?

9. How does homeostasis differ from the Drive-Reduction Theory?

10. "Cognitive theories

_____."

11. Extrinsic Motivation –

12. What is an example of extrinsic motivation in YOUR life? Why is it extrinsic?

13. Intrinsic Motivation –

14. What is an example of intrinsic motivation in YOUR life? Why is it intrinsic?

15. Which form of motivation seems to be more successful? _____

16. What is a negative component of extrinsic motivation?

17. Clinical explanations for motivation do not consider _____ data.

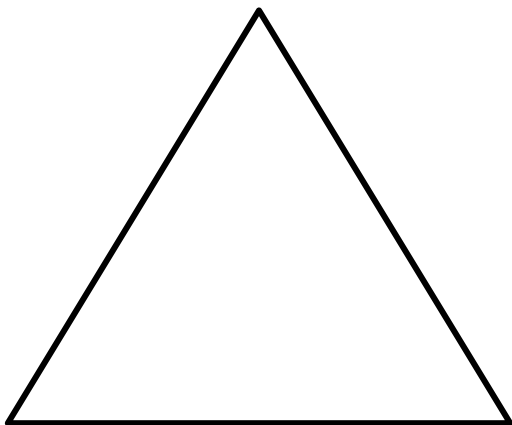
18. What are the two clinical motivational theories outlined in the book?
_____ and _____

19. Abraham Maslow –

20. According to Maslow, how are individuals motivated when it comes to satisfying their needs?

21. What is the final step to the Hierarchy of Needs? _____

22. Outline Maslow's Hierarchy of Needs below:



23. What are the three components to the achievement motivation theory?

* _____

* _____

* _____

25. Select ONE area in your life and describe how the three components above would motivate your achievement.

26. What is grit?