

Name: \_\_\_\_\_

Period: \_\_\_\_\_

## AP Psychology – Guided Reading Chapter 11 – Motivation

1. What is motivation?
2. What is an instinct?
3. What are some human instincts? How do most psychologists view human behavior though?
4. What is the drive-reduction theory? How is it related to homeostasis?
5. What are incentives? Examples?
6. What is meant by optimum arousal?
7. Yerkes-Dodson law – difficult or challenging tasks cause arousal to be lower, and easy tasks cause arousal to be higher.
8. Incentive theories – external stimuli “push” people to positive incentives and “pull” people away from negative incentives.
9. According to Abraham Maslow, what is a hierarchy of needs?  
**\*\* Know the hierarchy chart on page 447.**

10. How can the power of activated motives hijack our consciousness?

11. Describe A.L. Washburn's study.

12. How does glucose influence hunger motivation?

13. What is the role of the *lateral hypothalamus* (sides of the hypothalamus)?

14. What is the role of the *ventromedial hypothalamus* (lower mid-hypothalamus)?

15. Know the following appetite hormones:

- a. Insulin
- b. Leptin
- c. Orexin
- d. Ghrelin
- e. Obestatin
- f. PYY

16. What is a set point?

17. What is basal metabolic rate?

18. Why, when depressed, many crave starchy, carbohydrate-laden foods?

19. How can culture affect taste?

20. What is *neophobia*?

21. What is *social facilitation*?

22. What is *unit bias*?

23. Describe the following eating disorders:

a. Anorexia nervosa

b. Bulimia nervosa

c. Bing-eating disorder

24. \_\_\_\_\_ may influence \_\_\_\_\_ to eating disorders, but these

disorders also have \_\_\_\_\_ and \_\_\_\_\_ components.

25. What are some social effects of obesity?

26. What is the role of fat cells in obesity?

27. Why does someone who becomes fat require less food to maintain the weight?

28. In regards to genetics, the specifics of our \_\_\_\_\_ predispose the size of our \_\_\_\_\_ .

29. How do the following affect weight gain?

a. sleep loss –

b. social influence –

c. changing food consumption and activity levels –

30. How is the condition of an obese person's body reduced to average weight much like that of a semistarved body?

31. When losing weight, what is some advice to be successful?

32. What is the sexual response cycle?

33. What is the refractory period?

34. What is estrogen?

35. What is testosterone?

36. Many studies confirm that men become aroused when:

a. But, so do:

37. It has been said that the \_\_\_\_\_ is our most significant sex organ.

38. List the reasons why American teens have a higher rate of teen pregnancy than European teens.

a.

b.

c.

d.

e.

39. What are four predictors of sexual restraint?

a.

b.

c.

d.

40. What is sexual orientation?

41. When do most homosexual people report becoming aware of same-sex attraction?

42. What does it feel like to be homosexual in a heterosexual culture?

43. Most of today's psychologists view sexual orientation as:

44. Read the questions posed on page 355-56. The answer to all four of the is:

45. What does it mean that homosexual people appear more often in certain populations?

46. What did researcher Simon LeVay find as he studied sections of the hypothalamus?

47. What were the findings in regards to hormone-derived sexual scents?

48. Describe the twin study findings in regards to genetic influences.

\*\* Pay attention to table 11.1 on page 476.

49. What is meant that human beings have a deep *need to belong*.

50. Use a couple examples of why the need to belong is an important motivator in the following categories:

- a. Aiding survival –
- b. Wanting to belong –
- c. Sustaining relationships –
- d. The pain of ostracism -

51. According to Freud, the healthy life is filled with

52. Psychologist Mihaly Csikszentmihalyi formulated the concept of \_\_\_\_\_, which is defined as:

People who experience this state also experience increased feelings of

53. In industrialized nations, the nature of work has changed from \_\_\_\_\_  
to \_\_\_\_\_ to \_\_\_\_\_  
\_\_\_\_\_

54. Researchers note that the first step to a stronger organization is to institute

55. What is the first step toward workplace effectiveness?

56. What is the "interviewer illusion? What are the four factors that explain this gap?

57. What are some of the biases that affect performance appraisals?

58. What is achievement motivation?

59. What has been shown to be a better predictor of school performance than intelligence scores?