

**Terms:**

- |   |  |  |
|---|--|--|
| <ul style="list-style-type: none"> <li>• Motivation</li> <li>• Freudian motivation</li> <li>• Instinct</li> <li>• Drive-reduction theory</li> <li>• Homeostasis</li> <li>• Incentive/incentive theory               <ul style="list-style-type: none"> <li>◦ Conditioned incentives (craving vs. wanting)</li> </ul> </li> <li>• Intrinsic vs. extrinsic motivation</li> <li>• Overjustification</li> <li>• Cognitive consistency theory               <ul style="list-style-type: none"> <li>◦ Cognitive dissonance</li> <li>◦ Self-perception theory</li> </ul> </li> <li>• Hierarchy of needs               <ul style="list-style-type: none"> <li>◦ Self-transcendence needs</li> <li>◦ Self-actualization needs</li> <li>◦ Esteem needs</li> <li>◦ Belongingness and love needs</li> <li>◦ Safety needs</li> <li>◦ Physiological needs</li> </ul> </li> <li>• Agency</li> <li>• Pathways</li> <li>• Evolutionary theory</li> </ul> | <ul style="list-style-type: none"> <li>◦ Natural selection</li> <li>◦ Genetic predispositions</li> <li>• Arousal theory</li> <li>• Ethology</li> <li>• Optimal arousal theory</li> <li>• Sensation-seeking</li> <li>• Glucose</li> <li>• Insulin               <ul style="list-style-type: none"> <li>◦ Hypo vs. hyperglycemic</li> <li>◦ Diabetes</li> </ul> </li> <li>• Hypothalamus               <ul style="list-style-type: none"> <li>◦ VMH</li> <li>◦ LH</li> <li>◦ Arcuate</li> </ul> </li> <li>• Glucostatic theory</li> <li>• Ghrelin</li> <li>• Leptin</li> <li>• CCK</li> <li>• Social coaction</li> <li>• Thrifty genes and obesity</li> <li>• Set point</li> <li>• Basal metabolic rate</li> <li>• Anorexia nervosa</li> <li>• Bulimia nervosa</li> <li>• Binge-eating disorder</li> <li>• Objectification theory</li> <li>• Sexual motivation</li> <li>• Sexual response cycle</li> <li>• Excitement phase</li> </ul> | <ul style="list-style-type: none"> <li>• Vasocongestion</li> <li>• Plateau phase</li> <li>• Orgasm phase</li> <li>• Refractory period</li> <li>• Resolution</li> <li>• Gender differences in sexuality</li> <li>• Sexual disorder</li> <li>• Estrogen</li> <li>• Testosterone</li> <li>• Sexual orientation</li> <li>• Studies on sexual aggression and rape</li> <li>• ostracism</li> <li>• Flow</li> <li>• Industrial-organizational psychology</li> <li>• Personnel psychology</li> <li>• Organizational psychology</li> <li>• Human factors psychology</li> <li>• Structured interviews</li> <li>• Achievement motivation</li> <li>• Task leadership</li> <li>• Social leadership</li> <li>• Abraham Maslow</li> <li>• Carl Rogers</li> <li>• Martin Seligman</li> </ul> |
|---|--|--|

**Cumulative Information**  
Biology, Learning + Essay

**Review questions:**

1. From what perspectives do psychologists view motivated behavior?
2. What physiological factors produce hunger?
3. What psychological and cultural factors influence hunger?
4. How do anorexia nervosa, bulimia nervosa, and binge-eating disorder demonstrate the influence of psychological forces on physiologically motivated behaviors?
5. What factors predispose some people to become and remain obese?
6. What stages mark the human sexual response cycle?
7. Do hormones influence human sexual motivation?
8. How do internal and external stimuli influence sexual motivation?
9. What factors influence teen pregnancy and risk of sexually transmitted infections?
10. What has research taught us about sexual orientation?
11. Is scientific research on sexual motivation value free?
12. What evidence points to our human need to belong?
13. How do personnel psychologists help organizations with employee selection, work placement, and performance appraisal?
14. What is the role of organizational psychologists?

# Psychology Motivation Work Study Guide Answers

**Wolfgang Guggemos**



## **Psychology Motivation Work Study Guide Answers:**

## Reviewing **Psychology Motivation Work Study Guide Answers**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is actually astonishing. Within the pages of "**Psychology Motivation Work Study Guide Answers**," an enthralling opus penned by a highly acclaimed wordsmith, readers set about an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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