# Answers for Test 8a

A need or desire that initiates and directs behavior is called "\_\_\_\_\_."

motivation

An association established between a behavior and its consequences, which then motivates that behavior, is called a(n) "\_\_\_\_."

- Incentive

is the need to be at one's best and to strive for one's fullest potential.

- Self-actualization

With extrinsic motivation, the motivation to continue behaviors comes from the \_\_\_\_\_\_
found in the environment.

Consequences

Although instinct theory fell out of favor, the idea that some human behaviors are \_\_\_\_\_
remains an important part of understanding human motivation.

- Innate

Marvin Zuckerman found evidence that some people are \_\_\_\_. They appear to relish activities that increase arousal.

Sensation seekers

f the first three needs of Maslow's hierarchy are being met, then an individual might be motivated by \_\_\_\_\_ needs, including the need to be respected by others, to achieve things, and to have self-respect.

- Esteem

Leonardo goes to a trade school where he is learning how to become a technician. In his spare time he enjoys picking up new hobbies and practicing until he feels he's mastered them. According to Deci and Ryan, which need is BEST demonstrated by Leonardo's behavior?

Competance

Jim has decided to run a marathon. He has been running every morning in preparation. This initiation or production of behavior associated with motivation is also known as

# **Ready To Go On Section 8a Answers**

**Terry C. Jones** 

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