

Topic 5 Study Guide

1. Review the evolutionary perspective, focusing on pleasure and the role in survival
Pleasure motivates behavior. Pleasure makes you do things that may not be necessary. Both positive and negative motivations are adaptive. We eat what we see others eating because it is safe. We avoid large animals because they are not safe.
2. Define/explain the motivational theory
the study of understanding what drives a person to work towards a particular goal or outcome
3. Identify and review the terms regarding motivation:
 - Incentive - external factors that motivate behaviors
 - Habit - a behavior that reduces drive over time becomes a habit
 - Drive - a drive is a psychological state that motivates a person to satisfy a need
 - Need - a need is a state of deficiency that can be biological or social.
3. Review Maslow's Hierarchy of Needs and understand each stage
Maslow's hierarchy of needs says that people must satisfy basic needs before they can address higher needs for personal growth.
Physiological needs-food, water, warmth, oxygen, sleep.
Safety-security, protection, freedom from threats.
Belonging and Love-acceptance and friendship
Esteem-Good self-opinion, accomplishment, and reputation.
Self-actualization-living full potential, achieving personal dreams and aspirations
4. Review and understand the difference between intrinsic and extrinsic motivation
Intrinsic motivation is the desire to get the value or pleasure from the activity with no apparent goal.
Extrinsic motivation is the desire to perform an activity to achieve an external goal.
6. Review the functions of the following parts of the brain:
 - Amygdala - processes the emotional significance of stimuli and generates emotional and behavioral reactions
 - Hypothalamus - helps keep the internal functions in balance. Regulates appetite about the size of a pearl, this structure directs a multitude of important functions. It wakes you up in the morning and gets the adrenaline flowing. The

Section 5study Guide Answers

R Bogdan



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