

Motivation: the process by which activities are started, directed and continued so that physical or psychological needs/ wants are met.

- **Extrinsic motivation:** a person performs an action because it leads to an outcome that is separate from the person (ex, a kid is motivated to get good grades because their parents give them 10 dollars for every A)
- **Intrinsic motivation:** a person performs an action because the act itself is rewarding. (ex, a kid is motivated to get good grades because they enjoy showing their knowledge.)

Instincts: biologically determined and innate patterns of behavior.

→ hereditary factors can account for more than 50% of variance in some aspects of cognition, temperament and personality.

Need: a requirement that is essential for survival

Drive: the psychological tension and physical arousal that motivates an organism to act to fulfill a need.

Drive-Reduction Theory:

- 2 kinds of drives exist: primary drives, involving survival needs such as hunger and thirst, and acquired (secondary) drives which are learned through experience or conditioning, such as the need for money or social approval.
- When there is a primary drive need, the body is in a state of imbalance
- This stimulates behavior to restore homeostasis, causing the person to act in order to reduce the drive.

McClelland's Theory:

→ three types of psychological needs:

1. Need for affiliation: a need for friendly social interactions and relationships, desire to be liked by others and held in high regard by those around us.
2. Need for power: a need for influence and impact; not about reaching goals as much as having control.
3. Need for achievement: a need to succeed in attaining not only realistic but challenging goals, as well as a desire for feedback about one's performance.

Carol Dweck's Self-Theory of Motivation:

- People's "theories" about themselves (their perception of their abilities and relationships) affect their level of achievement motivation and willingness to keep working towards success in the face of failure
- People who believe that intelligence is fixed and unchangeable have an external locus of control and give up quickly when they fail
- People who believe that intelligence is changeable and can be shaped by experience and effort have an internal locus of control and persevere through challenges.
- "Fixed" vs "growth" mindset.

Stimulus motive: an unlearned motive that increases stimulation, such as curiosity, playing and exploration.

Arousal Theory:

Motivation And Emotion Study Guide

Charles G. Morris, Jan Mendoza



Motivation And Emotion Study Guide:

Understanding Motivation and Emotion Johnmarshall Reeve, 2018-01-18 The past ten years have seen an explosion of useful research surrounding human motivation and emotion new insights allow researchers to answer the perennial questions including What do people want and Why do they want what they want By delving into the roots of motivation the emotional processes at work and the impacts on learning performance and well being this book provides a toolbox of practical interventions and approaches for use in a wide variety of settings In the midst of the field's golden age there has never been a better time to merge new understanding and practical application to improve people's lives Useful in schools the workplace clinical settings health care sports industry business and even interpersonal relationships these concepts are profoundly powerful incorporated into the state of the art intervention programs detailed here they can enhance people's motivation emotion and outlook while answering the core questions of any human interaction *Study Guide* Charles G. Morris, Jan Mendoza, 2007-08 The Student Study Guide's features include chapter highlights key terms and concepts comprehensive guided progress tests with multiple choice fill in the blank matching short answer and essay questions and a language support section with key term flashcards The Student Study Guide was revised by William Premo Ph D of the Minnesota School of Business **Study Guide for CTET Paper 2 (Class 6 - 8 Teachers) Social Studies/ Social Science with Past Questions 5th Edition** Disha Experts, 2019-10-21 **Study Guide for Nairn's Psychology: the Adaptive Mind** Janet Proctor, James S. Nairne, 2003 The new edition of the Study Guide includes the following for each chapter of the text learning goals mastering the vocabulary fill in the blanks test items mastering the concepts test items questions that are cross referenced with PsychNOW 1.5 and Psyk Trek and a multiple choice evaluating your progress for every main heading in the chapter It will also contain short essay matching and two sets of multiple choice pre tests questions All the test item answers will contain main text page references as well as rejoinders Also included is an update of the language development guide with the phonetic pronunciation of appropriate glossary words **Psychology Study Guide** Janet D. Proctor, Proctor, Donald, 1999-09-08 Study Guide for Use with Psychology Susan Martin Burns, 2004 *Motivation, Emotion, and Cognition* David Yun Dai, Robert J. Sternberg, 2004-07-13 The central argument of this book is that cognition is not the whole story in understanding intellectual functioning and development To account for inter individual intra individual and developmental variability in actual intellectual performance it is necessary to treat cognition emotion and motivation as inextricably related *Motivation Emotion and Cognition Integrative Perspectives on Intellectual Functioning and Development* represents a new direction in theory and research on intellectual functioning and development portrays human intelligence as fundamentally constrained by biology and adaptive needs but modulated by social and cultural forces and encompasses and integrates a broad range of scientific findings and advances from cognitive and affective neurosciences to cultural psychology addressing fundamental issues of individual differences developmental variability and cross cultural differences

with respect to intellectual functioning and development By presenting current knowledge regarding integrated understanding of intellectual functioning and development this volume promotes exchanges among researchers concerned with provoking new ideas for research and provides educators and other practitioners with a framework that will enrich understanding and guide practice

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Study Guide Plus for Essentials of Psychology Baron, 2001-06

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test learning objectives a concepts and exercises section that shows students how to apply their knowledge of psychology to everyday issues and concerns a critical thinking exercise and personal learning activities In addition each chapter concludes with a two part self quiz consisting of 40 multiple choice questions An answer key tells the student not only which response is correct but also why each of the other choices is wrong and quiz analysis tables enable students to track patterns to their wrong answers either by topic or by type of question definition comprehension or application **Ie-Psych Conc/Conn**

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