AP Psychiology

Unit 8 - Motivation and Work - Guide to Your Study

Teerme:

- Motivation
- Freudian motivation
- Instinct
- Drive-reduction theory
- Homeostasis:
- Incentive/incentive theory
 - Conditioned incentives (craving vs. wanting)
- Intrinsic vs. extrinsic motivation
- Overjustification
- Cognitive consistency theory
 - Cognitive dissonance
 - Self-perception theory
- Hierarchy of needs
 - Self-transcendence needs
 - Self-actualization needs
 - o Esteem needs
 - Belongingness and
 - love needs o Safety needs
 - o Physiological needs
- Agrency
- Pathways
- · Evolutionary theory

- Natural selection.
- Genetic predispositions
- Anousal theory
- Ethology
- Optimal arousal theory
- Sensation-seeking
- Géudosse
- Insulin.
 - Hypo vs.
 - hyperglycemic
 - o Diabetes
- Hypothalamus.
 - o VMH
 - co LH.
 - o Arcuate
- Glucostatic theory
- Ghretin
- Leptin.
- OCK
- Social coaction
- Thrifty genes and obesity.
- Set point
- Basal metabolic rate
- Anorexia nervosa
- Bulimia nervosa
- Binge-eating disorder
- Objectification theory
- Sexual motivation.
- Sexual response cycle
- Excitement phase

- Vasocongestion
- Plateau phase
- Orgasm phase
- Refractory period
- Resolution
- Gender differences in sexuality
- Sexual disorder
- Estrogeni
- Testosterone
- Sexual orientation
- Studies on sexual aggression and rape
- ostracism
- Element
- Industrial-organizational psychology
- Personnel psychology
- Organizational psychology
- Human factors psychology
- Structured interviews
- Achievement motivation
- Task leadership
- Social leadership
- Abraham Maslow
- Carl Ropers
- Martin Seligman

Cumulative Information

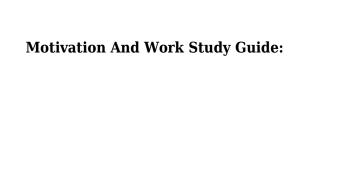
Biology, Learning + Essay

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?
- 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?

Motivation And Work Study Guide

L Darling-Hammond



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