

Terms:

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

Motivation And Work Study Guide

L Darling-Hammond



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