CHAPTER **REVIEW WORKSHEET MOTIVATION AND EMOTION** In the space provided, write the letter of the choice that best answers each question or completes each statement. 1. A stimulus that moves a person to exhibit behaviors designed to accomplish a specific goal is a(n)**b.** drive. a. need. d. instinct. **c.** motive. 2. Which of the following is an example of a physical need? a. food **b**. self-esteem **d**. achievement **c.** approval from others 3. Which of the following are forces associated with needs that motivate an organism to take action? **b**. needs **a.** instincts **c.** motives **d**. drives 4. What theory of motivation proposes that behavior patterns are genetically transmitted? **a.** instinct theory **b**. humanistic theory **c.** drive-reduction theory **d**. sociocultural theory 5. What theory of motivation suggests that people act to satisfy basic needs? **a.** instinct theory **b**. humanistic theory **c**. drive-reduction theory **d**. sociocultural theory 6. Which of the following statements best describes the hunger drive? **a.** Only biological factors regulate the hunger drive. **b.** Psychological factors have little to do with the hunger drive. **c.** Both biological and psychological factors regulate hunger. **d**. The hunger drive is strictly a survival technique. 7. Which of the following is *not* a consequence of obesity? a. Obese people are more likely to come down with illnesses such as heart disease. **b**. Obese people tend to be less popular than people who are not obese. **c.** Obese people tend to be less successful than people who are not obese. **d**. Obese people have fewer social problems than people who are not obese.

Name

▶ Review Worksheet (continued)

8. Which of the following is(are) <i>not</i> a characteristic of a sound weight-control program?	
a. fasting and fad diets	b . reducing calorie intake
c. gaining better knowledge	d . an exercise program
about nutrition	1 0
9. What are desires for stimulation called?	
a . sensory deprivation	b . homeostasis
c. stimulus motives	d. instincts
10. People who strive to move ahead in their careers demonstrate	
a. sensory deprivation.	b. sensory stimulation.
c. manipulation.	d. achievement motivation.
11. Which of the following is a reward that would satisfy a person who was driven by learning goals?	
a. good grades	b . self-satisfaction
c. good income	d. praise from others
12. Thinking and behaving in a way that fits one's beliefs reflect	
a. cognitive consistency.	b. achievement.
c. exploration.	d. sensory stimulation.
13. People helping other people and joining groups demonstrate the need for	
a. cognitive consistency.	b. achievement.
c. affiliation.	d. sensory deprivation.
14. A state of feeling is which of the following?	
a . need	b . emotion
c. drive	d. instinct
15. What two emotions do psychologists believe are common to all people?	
a . love and fear	b . surprise and curiosity
c. anger and happiness	d . sadness and disgust
16. What theory of emotion suggests that people's emotions follow bodily responses?	
a . James-Lange theory	b . opponent-process theory
c. the Cannon-Bard theory	d . theory of cognitive appraisal