

Lesson Quiz 12-1



Motivation and Emotion

DIRECTIONS: True/False In the blank, indicate whether the statement is true (T) or false (F).

- _____ 1. A *motive* is a reason for doing something.
- _____ 2. A person's motives can be determined by observing his or her behavior.
- _____ 3. A *drive* is a natural or inherited tendency of an organism to make a specific response to certain environmental stimuli without involving reason.
- _____ 4. One problem with drive-reduction theory is that it tends to overlook pleasure as an incentive.
- _____ 5. The drive-reduction theory of motivation stresses the environment's role in motivating behavior.

DIRECTIONS: Multiple Choice Indicate the answer choice that best completes the statement or answers the question.

- _____ 6. What is an important difference between physiological and psychological needs?
 - A. Physiological needs are more likely to develop into habits than psychological needs.
 - B. Psychological needs are more likely to develop into habits than physiological needs.
 - C. Physiological needs must be met in order to survive, but an individual can survive even if his psychological needs are not met.
 - D. Psychological needs must be met in order to survive, but an individual can survive even if his physiological needs are not met.
- _____ 7. Salmon are responding to _____ when they swim upstream to reach the exact spot in the gravel beds where they spawned years earlier.
 - A. instincts
 - B. incentives
 - C. extrinsic motivations
 - D. psychological needs
- _____ 8. Why do certain behaviors become habits?
 - A. They are behaviors that a person is born with.
 - B. They reduce specific drives.
 - C. There are no incentives for the behaviors.
 - D. They are extrinsically motivated.
- _____ 9. Lena drinks water after running because she is thirsty. How would you best describe her motivation?
 - A. social motivation
 - B. psychological motivation
 - C. extrinsic motivation
 - D. intrinsic motivation
- _____ 10. Sammy used to get all A's and B's in school, but since his parents started paying him for his grades, he has dropped to primarily B's. What might have caused this to happen?
 - A. an excessive amount of intrinsic motivation
 - B. a physiological need
 - C. the overjustification effect
 - D. a fixed action pattern

Lesson Quiz 12-2

networks

Motivation and Emotion

DIRECTIONS: True/False In the blank, indicate whether the statement is true (T) or false (F).

- _____ 1. After we eat, the pancreas releases glucagon to convert incoming calories to energy.
- _____ 2. People who eat alone are likely to eat more food than those who eat with others.
- _____ 3. Maslow believed that before we could work on meeting our psychological needs, our fundamental needs must be met.
- _____ 4. Critics claim that the TAT is not a reliable measure of the need for achievement.
- _____ 5. According to the expectancy-value theory of motivation, people will generally choose to perform moderately difficult tasks rather than tasks that are very easy or very hard.

DIRECTIONS: Multiple Choice Indicate the answer choice that best completes the statement or answers the question.

- _____ 6. Jonathan's body mass index indicates that he is significantly overweight. According to Stanley Schachter, when Jonathan is deciding whether to eat, he will
- A. respond more to external cues than internal cues.
B. act primarily out of habit.
C. depend on his instincts.
D. rarely be influenced by psychosocial factors.
- _____ 7. Matina Horner found that fear of success was greatest in
- A. women of average intelligence. C. women of above-average intelligence.
B. men of average intelligence. D. men of above-average intelligence.
- _____ 8. Studies have shown that high achievers prefer to be associated with
- A. non-aggressive people. C. friendly people.
B. low achievers. D. experts who will help them achieve.
- _____ 9. Ling enjoys the attention of her grandparents and knows they care about her. According to Abraham Maslow, Ling's grandparents are meeting one of her
- A. fundamental needs. C. biological needs.
B. psychological needs. D. self-actualization needs.
- _____ 10. Even though he makes little money, George enjoys working for a disaster relief organization that helps people get through difficult times. According to Maslow's hierarchy, what type of need does this job fill for George?
- A. psychological need C. self-actualization need
B. safety need D. physiological need

Lesson Quiz 12-3



Motivation and Emotion

DIRECTIONS: True/False In the blank, indicate whether the statement is true (T) or false (F).

- _____ 1. Even the most basic emotions can be changed by learning.
- _____ 2. Charles Darwin argued that people from different cultures express basic feelings in different ways.
- _____ 3. People often explain their motives in terms of emotions.
- _____ 4. Most humans have a difficult time interpreting other people's facial expressions.
- _____ 5. Only intense emotions, such as disgust or excitement, produce physiological reactions.

DIRECTIONS: Multiple Choice Indicate the answer choice that best completes the statement or answers the question.

- _____ 6. A psychologist is a proponent of the Cannon-Bard theory. Which of the following best states this psychologist's point of view?
 - A. The thalamus arouses the body and triggers emotions simultaneously.
 - B. The body reacts before the brain, triggering emotions.
 - C. Emotions trigger a reaction in the body.
 - D. Bodily reactions and cognitive processes work together to trigger emotions.

- _____ 7. A woman's heart starts beating faster when she wins a prize on a game show. What part of an emotion is this?
 - A. behavioral
 - B. cognitive
 - C. physical
 - D. psychosocial

- _____ 8. A woman jumps up and down and screams when she wins a prize on a game show. What part of an emotion is this?
 - A. behavioral
 - B. cognitive
 - C. physical
 - D. psychosocial

- _____ 9. Which psychologist argued that bodily reactions form the basis of labeling and experiencing emotions?
 - A. James Averill
 - B. William James
 - C. Walter Cannon
 - D. Carroll Izard

- _____ 10. Which of the following is a criticism of the Schachter-Singer experiment?
 - A. Your thoughts do not play a large role in appraising your emotions.
 - B. You do not need to first experience physiological arousal to feel an emotion.
 - C. Emotional reactions are instantaneous.
 - D. Internal components of emotion affect a person differently depending on his or her interpretation of the situation.

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