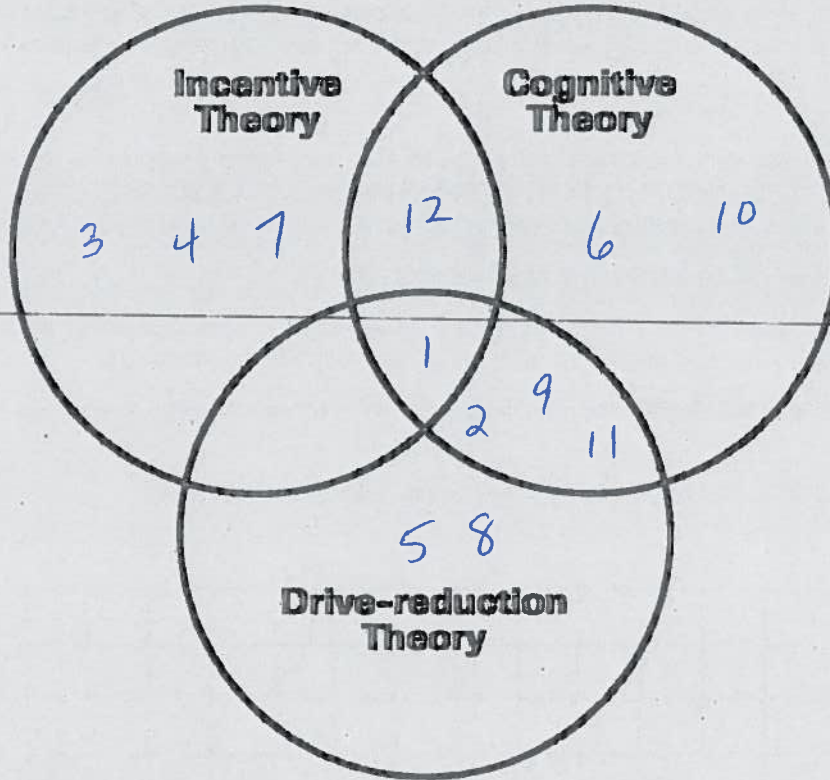


**Graphic Organizer  
Activity**

**12**

**Motivation**

**Directions:** Three of the theories of motivation are represented by circles below. Each of the statements below the circles belongs with one or more of the theories. Decide which statements belong with each theory and write its number in the appropriate place on the diagram. Some of the statements may belong with more than one theory. Place those numbers in the appropriate areas where the circles overlap.



1. Something motivates us to act.
2. A biological need may motivate us.
3. The rewards we receive motivate us.
4. If the incentive is weak, the drive must be strong to motivate us.
5. All organisms seek homeostasis.
6. An intrinsic motivator leads us to do things that fulfill our expectations.
7. If the incentive is strong, we will likely be motivated to act even if the drive is weak.
8. The responses to needs often become habitual.
9. Physical needs that we seek to satisfy include hunger and thirst.
10. The overjustification effect states that when extrinsic motivation increases, intrinsic motivation declines.
11. Psychological needs that motivate us include the need for self-esteem or social approval.
12. We are motivated to obtain external rewards.