

Section
Quiz

12-1

Theories of Motivation

SCORE

Matching

Match each item in Column A with the items in Column B. Write the correct letters in the blanks. (10 points each)

Column A

- B 1. state of tension produced by a need that motivates an organism toward a goal
- E 2. external stimulus, reinforcer, or reward that motivates behavior
- A 3. biological or psychological requirement of an organism
- D 4. innate tendency that determines behavior
- C 5. internal state that activates behavior and directs it toward a goal

Column B

- A. need
- B. drive
- C. motivation
- D. instinct
- E. incentive

Multiple Choice

Choose the item that best completes each statement or answers each question. Write the letter of that item in the blank to the left of the sentence. (10 points each)

- A 6. The flawed theory that simply labels rather than explains behavior is
 - A. instinct theory.
 - B. drive-reduction theory.
 - C. incentive theory.
 - D. cognitive theory.
- C 7. Motives can be inferred from
 - A. instincts.
 - B. drives.
 - C. goal-directed behavior.
 - D. obsessive behavior.
- B 8. _____ was the experimental psychologist who traced motivation back to basic physiological needs.
 - A. William James
 - B. Clark Hull
 - C. William McDougall
 - D. Harry Harlow
- C 9. The theory that stresses the role the environment plays in motivating behavior is
 - A. instinct theory.
 - B. drive-reduction theory.
 - C. incentive theory.
 - D. cognitive theory.
- D 10. José gets a lot of personal satisfaction out of practicing his clarinet. He is _____ motivated to practice.
 - A. cognitively
 - B. instinctually
 - C. extrinsically
 - D. intrinsically