

Guided Reading Activity

networks

Motivation and Emotion

Lesson 1 *Theories of Motivation*

12-1

Review Questions: Using Headings and Subheadings

Directions: Locate each heading below in your textbook. Then use the information under the correct heading and subheading to help you write each answer.

I. Instinct and Drive-Reduction Theories

A. What are our most basic motivations called and what are some of the needs they meet?

B. What is the flaw in instinct theory, and what are instincts now called by psychologists?

C. How do biological needs relate to the drive-reduction theory?

D. How did Harry Harlow demonstrate that behavior is not always based on biological needs?

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Guided Reading Activity *cont.*



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II. Incentive and Cognitive Theory

A. How does the incentive theory differ from the drive-reduction theory?

B. Are you engaging in extrinsic or intrinsic motivation when you wake up early to exercise? Explain your answer.

Summary and Reflection

Directions: Summarize the main ideas of this lesson by answering the question below.

Describe the instincts, drives, incentives, and cognitive motivation that might cause you to stop by your favorite pizza takeout for a slice of pizza.
