

Guided Reading Activity



Motivation and Emotion

Lesson 2 *Biological and Social Motives*

12-2

Review Questions: Recording Who, What, When, Where, Why, and How Statements

Directions: Read each main idea and answer the questions below. Refer to your textbook to write the answers.

Main Idea A: Some motivation comes as a reaction to biological needs, though even physiological needs like hunger might be influenced by other factors.

1. **Why** do variations in the nervous system cause changes in behavior?

2. **Where** are signals created in the brain telling us to eat or stop eating?

3. **What** did Stanley Schacter's study show about the difference in the way obese and normal-weight people respond to hunger?

4. **How** might a psychosocial hunger factor like eating with friends affect a person's eating habits?

Main Idea B: Social motives—such as the need for achievement, the fear of failure, and the fear of success—are learned from our interactions with other people.

1. **Who** created the Thematic Apperception Test (TAT) and how was it used?

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2. How might fear of failure motivate people when they choose a task?

3. When did Matina Horner conduct her study about fear of success and why might that time period affect her results?

4. What is the competency theory?

Main Idea C: Psychologist Abraham Maslow believed that all human beings share the need to achieve, and he created a hierarchy showing the different levels of need that people go through.

1. What are the three main levels of Maslow's hierarchy? Describe each.

2. How might a person respond if his or her need goes unmet, according to Maslow?

Summary and Reflection

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

Maslow's hierarchy includes hunger as a physiological need at the lowest level. How might psychosocial hunger factors change this view of hunger and where it fits in the hierarchy?

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