

Reteaching Activity 12

Motivation and Emotion

**Terms and Concepts**

**Directions:** Place the letter beside each term in the correct category to classify the term with a theory of motivation or with Abraham Maslow's hierarchy of needs. Then write a definition of the term in the space beside the letter.

- |                         |                             |
|-------------------------|-----------------------------|
| A. drive                | F. instincts                |
| B. extrinsic motivation | G. intrinsic motivation     |
| C. fundamental needs    | H. need                     |
| D. homeostasis          | I. psychological needs      |
| E. incentive            | J. self-actualization needs |

Theories of Motivation			
Instinct Theory	Drive-Reduction Theory	Incentive Theory	Cognitive Theory
1.	2.	5.	6.
	3.		7.
	4.		
Maslow's Hierarchy of Needs			
8.			
9.			
10.			

**Working with Psychology**

**11. Directions:** Develop a way to test the theory that people are more helpful when they are in a positive emotional state, even if the good mood was caused by a minor event. As an example, place a quarter in the coin return of a phone booth. Discreetly watch for a person to find the quarter. When the person does, approach him or her and ask for directions to a neighboring city or community. Is the person willing to be helpful to you? Test the theory with at least five people and write a summary of your findings on a separate sheet of paper. Below the summary, write your thoughts on whether a bad mood translates into unfriendliness or indifference.