

# Vocabulary Activity 12-1

## Theories of Motivation

Directions: Write the letter of the response that best fits the description in the blank to the left of each sentence.

- \_\_\_\_ 1. The biological or psychological requirements of an organism are known as
  - A. instincts.
  - B. drives.
  - C. incentives.
  - D. needs.
- \_\_\_\_ 2. Eating to satisfy our hunger is an example of
  - A. intrinsic motivation.
  - B. extrinsic motivation.
  - C. homeostasis.
  - D. instincts.
- \_\_\_\_ 3. The physiological and psychological factors that cause us to behave as we do describe our
  - A. incentives.
  - B. motivation.
  - C. instincts.
  - D. drives.
- \_\_\_\_ 4. The tendency of all organisms to correct imbalances in their normal states is known as
  - A. homeostasis.
  - B. extrinsic motivation.
  - C. intrinsic motivation.
  - D. instincts.
- \_\_\_\_ 5. Natural or inherited tendencies of an organism are its
  - A. incentives.
  - B. drives.
  - C. instincts.
  - D. needs.
- \_\_\_\_ 6. Spending hours playing a computer game because you love the challenge is an example of a(n)
  - A. extrinsic motivation.
  - B. intrinsic motivation.
  - C. incentives.
  - D. instincts.
- \_\_\_\_ 7. An internal condition that orients a person toward a particular goal is known as a(n)
  - A. drive.
  - B. incentive.
  - C. instinct.
  - D. need.
- \_\_\_\_ 8. An object we seek or the result we are trying to achieve through our motivated behavior is a(n)
  - A. drive.
  - B. need.
  - C. incentive.
  - D. instinct.

Directions: Answer the following question in the space provided.

9. Compare and contrast extrinsic and intrinsic motivation.

---

---

---

---

---

---

---

---