Motivation and Emotion Reading Guide

(Chapter 8 in Barron’s, Chapter 10 in textbook)

1. Fill in the graphic organizer on Theories of Motivation (definition, terms, example)

|  |  |  |  |
| --- | --- | --- | --- |
| Drive Reduction | Arousal Theory | Opponent Process | Incentive |
|  |  |  |  |

2. What is the Yerkes-Dodson Law?

3. Please list the tiers from bottom to top in Maslow’s Hierarchy of Needs.

4. What is the set-point theory?

5. What is a difference between extrinsic and intrinsic motivation? **Please give an example of each.**

6. What is the difference between Theory X and Theory Y?

7. Please give an example of an Approach-Approach conflict-**not Barron’s!**

8. Please give an example of an Avoidance-Avoidance conflict-**not Barron’s!**

9. Please give an example of an Approach-Avoidance conflict-**not Barron’s!**

10. Please describe the different theories of emotion.

**James-Lange Theory**

**Cannon-Bard Theory**

**Two-Factor Theory**

11. Please describe the steps in Hans Seyle’s GAS.