

Quiz Motivation and Emotions

Name _____

MULTIPLE CHOICE. Choose the one alternative that best completes the statement or answers the question.

- 1) _____ is usually an internal condition that initiates, activates or maintains goal-directed behavior. 1) _____
- A) Reaction
 - B) Perception
 - C) Attribution
 - D) Emotion
 - E) Motivation
- 2) Motivation must be inferred because it 2) _____
- A) is a matter of physiological arousal.
 - B) is part of the evolutionary sequence.
 - C) cannot be directly observed.
 - D) is learned.
 - E) is genetically inherited.
- 3) Evolutionary psychologists believe that motivation is _____ while behaviorists such as Hull asserted that motivation is _____. 3) _____
- A) drive-based; heredity
 - B) instinct; drive-based
 - C) nurture; nature
 - D) drive-based; instinct
 - E) heredity; instinct
- 4) A(n) _____ is an internal aroused condition that directs humans to satisfy a(n) _____, which is a state of physiological imbalance causing that arousal. 4) _____
- A) need; incentive
 - B) motivation; drive
 - C) emotion; motivation
 - D) incentive; drive
 - E) drive; need
- 5) Billy has just run a mile and craves water. Billy's thirst is a(n) _____ and drinking a glass of water would reduce his thirst and reestablish _____. 5) _____
- A) drive; motivation
 - B) motivation; drive
 - C) need; homeostasis
 - D) incentive; drive
 - E) homeostasis; need

- 6) _____ is the emotional state or condition that arises when a person must choose between competing motives, behaviors, or impulses. 6) _____
- A) Drive
 - B) Conflict
 - C) Excitement
 - D) Hyper-motivation
 - E) Need
- 7) A state of physiological balance is called 7) _____
- A) homeostasis.
 - B) arousal.
 - C) motivation.
 - D) achievement.
 - E) drive state.
- 8) Daniel has to choose between having the steak or the lobster at a great restaurant. He loves both and can't decide. He's experiencing a(n) 8) _____
- A) state of overly intense arousal.
 - B) approach-avoidance conflict.
 - C) approach-approach conflict.
 - D) avoidance-approach conflict.
 - E) serious lack of homeostasis.
- 9) A state that activates the whole nervous system is called 9) _____
- A) reflex.
 - B) motivation.
 - C) arousal.
 - D) expectancy.
 - E) homeostasis.
- 10) Anthony wants to repair his relationship with Alice and won't feel good about himself until he does. His behavior is based on an attempt to fill a(n) _____ need. 10) _____
- A) self-actualization
 - B) social
 - C) conflict
 - D) instinct
 - E) arousal

- 11) Jasmine volunteers to help out at the local senior center because it makes her feel good. This is an example of a(n) _____ motivation. 11) _____
- A) extrinsic
 - B) overjustified
 - C) intrinsic
 - D) instinctual
 - E) cognitive
- 12) A(n) _____ person works toward developing their full human potential. 12) _____
- A) intelligent
 - B) aroused
 - C) extrinsically motivated
 - D) humanistic
 - E) self-actualizing
- 13) Which of the following is NOT listed in Maslow's hierarchy of needs? 13) _____
- A) love and belongingness needs
 - B) physiological needs
 - C) unconscious impulse needs
 - D) safety needs
 - E) esteem needs
- 14) _____ theory emphasizes the entirety of life and focuses on people's dignity, individual choice, and self-worth. 14) _____
- A) Humanistic
 - B) Psychodynamic
 - C) Evolutionary
 - D) Behavioral
 - E) Arousal
- 15) Hunger is an example of a _____ need. 15) _____
- A) social
 - B) psychological
 - C) extrinsic
 - D) physiological
 - E) achievement
- 16) What structure in the brain is known to influence eating? 16) _____
- A) hippocampus
 - B) corpus callosum
 - C) medulla
 - D) 11th cranial nerve
 - E) hypothalamus

- 17) _____ is a powerful influence in determining food desirability. 17) _____
A) Culture B) Biology C) Politics D) Genetics E) Religion
- 18) The set-point theory for hunger and obesity indicates that some people have difficulty losing weight because 18) _____
A) their bodies contain too many full fat cells.
B) they have no set point.
C) they lack a hormone that will control their weight.
D) their bodies try to maintain a homeostatic weight.
E) they don't have enough will-power to control their eating.
- 19) Eating disorders are more common among _____, but an increasing number of _____ are developing them. 19) _____
A) teens; adults
B) Easterners; Westerners
C) adults; teens
D) women; men
E) men; women
- 20) Excitement, plateau, orgasm, and resolution together make up the four phases of the 20) _____
A) human sexual experience.
B) sexual response cycle.
C) primary sexual pattern.
D) pattern of sexual desire.
E) sexual behavior syndrome.
- 21) The first and most famous scientific survey of sexual attitudes and behavior was 21) _____
A) conducted by William Masters and Virginia Johnson.
B) conducted by *Playboy*.
C) conducted by the U.S. Congress.
D) conducted by Alfred Kinsey and colleagues.
E) conducted by *Redbook* and *Cosmopolitan*.
- 22) Pregnancy rates among Americans and Britains are _____ than other industrialized nations. 22) _____
A) higher
B) more inaccurate
C) the same as
D) more accurate
E) lower

- 23) The Kinsey survey reported that about _____ of men were primarily homosexual in nature, considered by most sex researcher today to be a(n) _____. 23) _____
- A) 15%; accurate statistic
 - B) 2%; underestimate
 - C) 15%; underestimate
 - D) 20%; accurate statistic
 - E) 10%; overestimate
- 24) The Thematic Apperception Test (TAT) is designed to assess 24) _____
- A) ego development.
 - B) sexual orientation.
 - C) underlying motivation.
 - D) underlying self-esteem.
 - E) overt behavioral indicators of motivation.
- 25) In terms of cultural influence on achievement motivation, Eastern cultures are more likely to stress _____, and Western cultures stress _____. 25) _____
- A) achievement; happiness
 - B) independence; happiness
 - C) interdependence; independence
 - D) happiness; achievement
 - E) independence; interdependence
- 26) An emotion contains what three components? 26) _____
- A) cognitive processes, biological processes, evolutionary processes
 - B) physiological response, feeling, behavior
 - C) feeling, physiological response, cognition
 - D) feedback, feeling, physiological response
 - E) feeling, cognition, communication
- 27) According to the James-Lange theory of emotions, people experience emotional states when 27) _____
- A) they interpret their body's physiological responses.
 - B) they observe how others are reacting to the same situation.
 - C) they interpret how other people are reacting to them.
 - D) they interpret their own inner emotional feelings directly.
 - E) they interpret the meaning of the situation they are in.
- 28) Galvonic skin response is a measure of 28) _____
- A) perspiration.
 - B) LeDoux responses.
 - C) temperature.
 - D) lying.
 - E) blood pressure.

29) What deep brain structure is most associated with emotional experience?

29) _____

- A) corpus callosum
- B) medulla
- C) motor cortex
- D) limbic system
- E) brain stem

30) Bard in '34 found that removing parts of the cerebral cortex in cats produced

30) _____

- A) involuntary sleep.
- B) nonspecific rage reactions.
- C) ravenous hunger.
- D) lowered hormone levels.
- E) stereotyped behaviors.