

# UNIT 8A — MOTIVATION

| Vocabulary Term                      | Definition of Term   | Example   |
|--------------------------------------|--|---|
| Motivation                           | A need or desire that energizes and directs behavior   | The motivation to reproduce                         |
| Drive Reduction Theory               | Idea that physiological needs create aroused tensions that motivates an organism to satisfy need   |   |
| Hierarchy of needs                   | Once the previous stage's needs are concretely met, the next tier can be achieved. In order: Physiological, Safety, Belongingness and Love, Esteem, Self-Actualization, Self-Transcendence | Need to avoid loneliness, live up to potential etc. |
| Set Point                            | Point of weight thermostat at which an individual's metabolic rate is constant   |   |
| Eating disorder                      | Purposeful divergence from normal eating habits  | Anorexia Nervosa, Bulimia Nervosa                   |
| Sexual Response Cycle                | Four stages of Sexual pleasure according to Masters and Johnson  | Excitement, Plateau, Orgasm, and Resolution         |
| Sexual Disorders                     | Problems that impairs sexual arousal or functioning  | Erectile dysfunction                                |
| Estrogen                             | Sex hormones found in a higher concentration in women  |   |
| Testosterone                         | Sex hormones found in a higher concentration in men  |   |
| Industrial-Organizational psychology | Applying psychology to optimize workplace efficiency   |   |
| Personnel Psychology                 | Focuses on employee recruitment and such. Sub-faction of IO psych  |   |
| Organizational Psychology            | Focuses on worker satisfaction and such. Sub-faction of IO psych   |   |
| Achievement Motivation               | Desire for significant accomplishments   | Desire to run a 4 minute mile                       |
| Intrinsic Motivation                 | When the desire to achieve comes from rewards and incentives within  |   |
| Extrinsic Motivation                 | When the desire to achieve can be attributed to a secondary source   |   |
| Incentive                            | A positive or negative environmental stimulus that motivates behavior  |   |

| Name of Important Person | What this person is known for | Impact on Psychology                                  |
|--------------------------|-------------------------------|---|
| Abraham Maslow           | Hierarchy of Needs            | Somewhat firmly established humans' needs in order    |
| Clark Hull               | Drive-reduction theory        | Changed the way we think humans act to satisfy drives |
| William Masters          | Sexual response cycle         | Organized the sexual saga                             |
| Virginia Johnson         | Sexual response cycle         | Organized the sexual saga                             |