Chapter 12:

1. Motivation
2. Instinct
3. Drive-reduction theory
4. Homeostasis
5. Incentive
6. Hierarchy of needs
7. Glucose
8. Set point
9. Basal metabolic rate
10. Anorexia nervosa
11. Bulimia nervosa
12. Sexual response cycle
13. Refractory period
14. Sexual disorder
15. Estrogen
16. Testosterone
17. Sexual orientation
18. Flow
19. Industrial-organizational psychology
20. Personnel psychology
21. Organizational psychology
22. Structured interviews
23. Achievement motivation
24. Task leadership
25. Social leadership