

Chapter 12

Learning Objectives:

Perspectives on Motivation:

1. Define *motivation* as psychologists use the term today, and name four perspectives useful for studying motivated behaviors.
2. Discuss the similarities and differences between instinct theory and the evolutionary perspective.
3. Explain how drive-reduction theory views human motivation.
4. Discuss the contribution of arousal theory to the study of motivation.
5. Describe Maslow's hierarchy of motives.

Hunger:

6. Describe the physiological determinants of hunger.
7. Discuss psychological and cultural influences on hunger.
8. Explain how the eating disorders anorexia nervosa and bulimia nervosa demonstrate the influence of psychological forces on psychologically motivated behaviors.

Sexual Motivation:

9. Describe the human sexual response cycle, and discuss some causes of sexual disorders.
10. Discuss the impact of hormones on sexual motivation and behavior.
11. Describe the role of external stimuli and fantasies in sexual motivation and behavior.
12. Discuss some of the forces that influence teen pregnancy and teen attitudes toward contraception.
13. Describe trends in the spread of sexually transmitted infections.
14. Summarize current views on the number of people whose sexual orientation is homosexual, and discuss the research on environmental and biological influences on sexual orientation.
15. Discuss the place of values in sex research.

The Need to Belong:

16. Describe the adaptive value of social attachments, and identify both the healthy and unhealthy consequences of our need to belong.

Motivation at Work:

17. Discuss the importance of flow, and identify the three subfields of industrial-organizational psychology.

18. Describe how personnel psychologists help organizations with employee selection, work placement, and performance appraisal.
19. Define *achievement motivation*, and explain why organizations would employ an I/O psychologist to help motivate employees and foster employee satisfaction.
20. Describe some effective management techniques.