

STUDY GUIDE – MOTIVATION, EMOTION, and INTELLIGENCE

1. Define motivation!
2. Briefly describe the Drive-Reduction theory of motivation.
3. Briefly describe the Incentive theory of motivation.
4. Briefly describe the Cognitive theory of motivation.
5. How are intrinsic and extrinsic motivation different?
6. How do biological needs and social needs differ? Give an example of each.
7. Explain what a *set point* is, and how, as a genetic hunger factor, it can influence your weight.
8. What is Need for Achievement and how can it effect your motivation?
9. How can the Fear of Failure impact motivation?
10. What is the purpose of Maslow's hierarchy of needs?
11. Draw and Label Maslow's hierarchy of needs.
12. Define emotion.
13. How are motivation and emotion related?
14. List and describe the differences between the Physiological and Cognitive theories of emotion
15. According to Paul Ekman, what are the universal facial expressions?
16. Define what the following mean in terms of testing: Standardized, Reliability, and Validity.
17. Compare the difference between achievement and aptitude tests.
18. Compare and contrast fluid and crystalized intelligence.
19. Describe each of the following people contributions to intelligence: Sternberg, Thurston, Gardner, Spearman, Goleman, and Binet.
20. Describe the nature vs nurture of intelligence.