**Chapter 12: Motivation**

**Study Guide**

**Perspectives on Motivation**

* What is motivation?
* Know the four theories of motivation
  + Instinct (explain and provide an example)
  + Drive reduction (understand how needs trigger drives)
    - What is homeostasis and how does it relate to motivation?
  + Hierarchy of Motives – Know the order of the of the needs
  + Optimum arousal (connect to people and animals seeking out sensation)
* What are incentives and what is an example?

**Hunger**

* Understand the role of the brain in hunger
  + How does the hypothalamus work to regulate hunger?
    - Lateral Hypothalamus
    - Ventromedial Hypothalamus
* What happens in rats that have parts of their hypothalamuses destroyed?
* What is the role of hormones in the hunger drive? Know hormone name, function (increase or suppress appetite), and location.
* What is the difference between anorexia and bulimia?
* What is the role of society/cultuure in the increase in eating disorders?

**Sexual Motivation**

* What does sexual orientation dictate?
* What does research point to as the contributing factors in homosexuality?
* What does research with hormones during gestation in sheep reveal?
* Is sexual orientation something that can be changed through therapy?
* What is the role of the brain in sexual orientation? Be specific about the parts of the brain that differ.

**The Need to Belong**

* What are belongingness needs?
* What would an evolutionary psychologist say was the reason for our need for social bonding?
* How does our need to belong contribute to conformity?
* What do people feel makes life meaningful?
* When people fail to form social connections or are ostracized in some way, what part of the brain is activated?

**Motivation at Work**

* What is the difference between a job, a career, and a calling?
* What contributes to the highest level of satisfaction with work?
* What is flow?
* What are the different types of Psychology that focus on workers and the workplace?
  + Industrial-organizational
    - Organizational
    - Personnel psychology
* What is the interviewer illusion
* What are halo errors?
* What is achievement motivation?
* How do different leadership styles contribute to leader effectiveness?
  + Social leadership style
  + Transformational leadership