**Study Guide: Chapter 9: Motivation & Emotion**

**Introduction to Psychology**

**Motivation**

1. What is the difference between intrinsic and extrinsic motivations?

2. Describe drive-reduction theory. In this theory, what is the difference between a need and a drive? What does a primary drive involve? What is homeostasis?

3. Describe the three human needs that McClelland’s theory presents.

4. How does arousal theory explain motivation? What level of arousal do people seek to maintain, and how do they do this? According to the Yerkes-Dodson law, when does optimal performance occur? What is a sensation seeker?

5. How does incentive theory explain motivation? What is an incentive, and how does it relate to a positive reinforcer?

6. What does self-determination theory have to say about motivation?

7. What does the hormone leptin do?

8. You should be able to recognize the social components of hunger.

9. On average, who has the higher BMR, men or women?

10. What is an emotion? What are three components or aspects of an emotion?

11. What is the bodily component of an emotion called?

12. What is the most frequent behavioral indicator of an emotional state?

13. How are emotions related to thoughts? Can a person have an emotional episode totally driven by thoughts rather than immediate experience?

14. Are emotional cultural or universal?

15. Part of the cognitive aspects of emotion involve labeling? What is labeling?

16. What is the common sense theory of emotion? What do the James-Lange, Cannon-Bard and Common Sense theories of emotion disagree about primarily?

17. What is the facial feedback theory of emotion?

18. What do polygraphs measure? Should you take one to prove your innocence? Why or why not?