**Introduction to Psychology**

**Study Guide: Chapter 8: Motivation**

1. What is the difference between internal and external motivations?

2. Describe drive-reduction theory. How does the process result in behavior? What is homeostasis?

3. What level of arousal is most comfortable for individuals? According to the Yerkes-Dodson law, when does optimal performance occur?

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

5. What is the difference between intrinsic and extrinsic motivation?

6. Who provided an organized framework for discussing human emotions? What psychological motives did he include?

7. What is the primary problem with the theory?

8. What is the definition of obesity?

9. According to McDougall, what is an instinct? What is the problem with instinct theory?

10. What shapes our eating patterns? Name two or three biological factors. What is the difference between internals and externals? What are some cultural factors in eating patterns and food choices?

11. What are the biological and social consequences of being fat?

12. Describe anorexia and bulimia. Why are they culturally influenced mental disorders? What conflicting factors do into creating them?

13. Is sex a survival need for the individual?

14. What three categories of factors affect sexual motivation?

15. Are sexual choices and behaviors more cultural or biological? How do we know this?

16. In what situation is sex the most satisfying and least likely to cause psychological harm?

17. You should be able to recognize or name several psychological motives for sexual behavior. How do you know when you are being used?

18. Why is sex a “socially significant act”?

19. Explain how ignorance of consequences, sex-related guilt, lack of communication, alcohol, and media norms affect sexual choices, attitudes and/or behavior.

20. Explain the statement that” lack of clear cultural standards leaves individuals with a lack of reasons not to have sex.”

21. What elements should probably be added to existing sex education programs?

22. What are some reasons for irresponsible sexual behavior?

23. How do survey results indicate that our culture may have become sexually coercive?

24. What are three questions that responsible individuals should ask themselves regarding appropriate situations and partners for sexual activity?

**Study Guide: Chapter 8: Emotion**

**Introduction to Psychology**

1. What is an emotion? What are three components of an emotion?

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

3. What is the behavior component of an emotional called?

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

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

6. Are emotional cultural or universal?

7. What different roles can emotions play in human behavior and experience? How do emotions affect relationships?

8. What are emotions compared to in the physical domain?

9. What question does the functionalist view of emotions ask? What are the purposes of emotions?

10. How did Salovey and Mayer define emotional intelligence? What are some of its components?

11. What mental disorders may be caused in part by emotions gone awry? How is antisocial personality disorder related to the others?

12. What three brain regions coordinate emotional responses?

13. What part/s of the nervous system regulate the arousal that comes with emotions? Which part causes arousal? What part calms you down?

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

15. Define or describe the *feel-good, do-good phenomenon, subjective well-being, adaptation-level phenomenon,* and *relative deprivation*.

16. Does money buy happiness? In what way does it contribute to happiness? If you want good life satisfaction, what should you value most, love or money? What factors do and do not correlate with happiness?