

### Exam 3 Study Guide

Here's **important topics** for preparing the exam 3. Anything regarding to the topics, or concepts listed below could be on the exam, therefore please use textbook and lecture slides to thoroughly understand the materials. We didn't discuss chapter 10 lecture slides # 24-25 (Kinsey's research and Masters and Johnson's research in sexual behavior) so you don't have to study this part for the exam 3. Good luck!

#### \*Chapter 10. Emotion and Motivation

- Intrinsic vs extrinsic motivation
- Intrinsic (arise from internal factors)
  - Personal satisfaction they bring
  - purpose , autonomy
- Extrinsic (arising from external factors)
  - Performed to receive something from others
  - Compensation, reward, punishment

Tangible rewards ie. money = decreases intrinsic motivation

Intangible reward ie. praise = increase motivation

- Overjustification effect
  - Internal motivation is diminished when external motivation is given.
  - Internal motivation is lessened and external rewards are used instead to keep them going since it is no longer fun for them.
  - Intrinsic motivation decreases when extrinsic reward is expected.

- Drive theory of motivation

Intrinsic Theory of Motivation = William James = asserted that behavior was driven by a number of instincts

- Instinct = behavior that is not learned
- Included a mother's protection of her baby, the urge to lick sugar & hunting prey
- Received criticism for ignoring the role of learning in shaping human behavior

Drive theory = maintenance of homeostasis important in directing behavior

- Deviations from homeostasis create physiological needs (food, water, shelter, sex, clothing) which drives a person psychologically to exhibit behavior to bring back the body to a state of homeostasis
- Habit = pattern of behavior we regularly engage
- Engage in a habit that reduces the drive, we will kept doing it whenever faced with that drive
- Role of habits in behavioral responses

- Arousal theory of motivation

# Chapter 3 Psychology Study Guide Answers

**Victor Benassi**



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