

Motivation

1. What is **motivation**? _____

2. What are the two general categories of motivation?
 - a) _____
Examples: _____
 - b) _____
Examples: _____
3. What is meant by “nature vs nurture”? _____

4. In what ways are each of the following activities biologically motivated, socially motivated or both? Explain your answers.
 - a) playing hockey _____

 - b) eating breakfast _____

 - c) sleeping at night _____

 - d) studying French _____

 - e) blinking when an object approaches the eye _____

 - f) drinking a cold glass of water on a hot day _____

 - g) updating your status on Facebook _____

 - h) getting together with friends _____

 - i) showing respect for teachers _____

 - j) looking for a part-time job _____

k) going on a blind date _____

l) going to Quizno's for lunch _____

Freud and Motivation

5. According to Freud, what motivates people? _____

6. Freud believed that the human mind has three aspects, each of which influences the way we think, feel and act.

| Part of the Mind | Description/Role in Human Behaviour |
|-------------------------|--|
| EGO | |
| ID | |
| SUPEREGO | |

***Figure 4-4 – Freud's Model of the Mind (page 76) – STUDY THIS CHART!!*

Defence Mechanisms

7. According to Freud, what caused Miss Elizabeth's pain? _____

8. How was Miss Elizabeth cured? _____

9. What are **defense mechanisms**? _____

10. What are some examples?

a) _____

b) _____

c) _____

d) _____

11. In what ways did the following psychologists agree and disagree with Freud on his theories?

| | Agree | Disagree |
|---------------------|--------------|-----------------|
| Carl Jung | | |
| Alfred Adler | | |
| Karen Horney | | |

Maslow and Motivation

12. Summarize Abraham Maslow's theory of motivation. _____

13. Identify the stages in Maslow's model and provide an example of each.

a) _____

Example: _____

b) _____

Example: _____

c) _____

Example: _____

d) _____

Example: _____

e) _____

Example: _____

f) _____

Example: _____

g) _____

Example: _____

14. In what ways does Maslow include both biological and social motivation?

15. Maslow's theory does not explain the order in which most people fulfill their needs and approach life choices. Discuss this statement.

16. What might Freud think about Maslow's ideas of motivation?

17. What might Maslow say about Freud's ideas?
