

Motivation Quiz

1. Mary loves hang-gliding. It would be easiest to explain Mary's behavior according to
 - A) incentives.
 - B) arousal theory.
 - C) drive-reduction theory.
 - D) instinct theory.

2. Drive reduction as a motivational concept is best exemplified by which of the following?
 - A) The sweet taste of chocolate
 - B) Electric stimulation to the pleasure center of the brain
 - C) the injection of heroin by an addict to avoid withdrawal symptoms
 - D) The enjoyment of a frightening movie

3. Few human behaviors are rigidly patterned enough to qualify as
 - A) needs.
 - B) drives.
 - C) instincts.
 - D) incentives.

4. Which of the following is a difference between a drive and a need?
 - A) Needs are learned; drives are inherited.
 - B) Needs are physiological states; drives are psychological states.
 - C) Drives are generally stronger than needs.
 - D) Needs are generally stronger than drives.

5. To achieve high performance on a simple task, the Yerkes-Dodson law recommends
 - A) high arousal.
 - B) low arousal.
 - C) relaxation.
 - D) moderate anxiety.

6. Instinct theory and drive-reduction theory both emphasize _____ factors in motivation.

- A) environmental
- B) cognitive
- C) psychological
- D) biological

7. If the ventromedial hypothalamus of a rat is destroyed,

- A) The rat will starve to death.
- B) The rat will only eat when it feels hungry.
- C) The rat will begin to feel full.
- D) The rat will become obese.

8. Jenna invited Mari to a Ben Folds concert. Mari loves Ben Folds but loathes Jenna. What type of conflict is Mari experiencing?

- A) approach-approach
- B) avoidance-avoidance
- C) approach-avoidance
- D) multiple approach-avoidance

9. Which of the following factors signals hunger in our body?

- A) High levels of glucose
- B) Stimulation of the lateral hypothalamus
- C) Stimulation of the ventromedial hypothalamus
- D) Increase in leptin

10. Which of the following is INCONSISTENT with the drive-reduction theory of motivation?

- A) When body temperature drops below 98.6° Fahrenheit, blood vessels constrict to conserve warmth.
- B) A person is driven to seek a drink when their cellular water level drops below its optimum point.
- C) People will continue working on puzzles even when they do not receive food rewards.
- D) A person becomes hungry when their body weight falls below its biological set point.

Answer Key

1. B
2. A
3. C
4. B
5. A
6. D
7. D
8. C
9. B
10. C