

Chapter 8 - Motivation and Emotion

Extra Credit Study Guide - Complete this and place at the end of your chapter 8 notes in order to earn 10 points extra credit.

- 1) From the evolutionary perspective, we can understand emotions as helping organisms identify
 - A) others of their own gender.
 - B) locations in which to find food and mates.
 - C) beauty and wonder in the world around them.
 - D) sources of danger.
 - E) important and recurring situations.
- 2) Which one of the following is NOT one of the culturally universal emotions identified by Ekman's research?
 - A) surprise
 - B) fear
 - C) anger
 - D) contempt
 - E) regret
- 3) Plutchik would say that regret is
 - A) one of a thousand distinct emotions of which people are capable.
 - B) one of the most basic human emotions.
 - C) a combination of more basic emotions.
 - D) the basis for other emotions.
 - E) not really an emotion, because it does not appear on the emotion wheel.
- 4) In which respect do men and women differ in their emotional expressions?
 - A) In Asian countries, men are more open about their feelings than are women.
 - B) Women are more rational than men.
 - C) Women are, overall, more emotionally expressive than men.
 - D) Men are more rational than women.
 - E) Certain emotional disorders, such as depression, occur more often in women.
- 5) During emotional arousal, the _____ nervous system sends messages to internal organs.
 - A) autonomic
 - B) somatic
 - C) afferent
 - D) sensory
 - E) cerebellar
- 6) We would be most likely to misattribute the source of our arousal when
 - A) taking a drug, such as a diet pill, that has the unexpected side effect of physical arousal.
 - B) losing a race.
 - C) winning a race.
 - D) taking a drug, such as caffeine, that we know produces arousal.
 - E) feeling depressed after the death of a loved one.
- 7) In the field of emotion, theorists have long debated whether
 - A) we are aware of our emotions.
 - B) cognition and emotion are independent of each other.
 - C) feelings are associated with emotional responses.
 - D) emotions are valid.
 - E) men are sensitive to women's emotions.
- 8) Emotions result from an interaction of biological arousal, subjective feelings, cognitive interpretation, and behavioral expression. Which two of these are emphasized in the two-factor theory of emotion?
 - A) subjective feelings and cognitive interpretation
 - B) cognitive interpretation and behavioral expression
 - C) biological arousal and cognitive interpretation
 - D) subjective feelings and behavioral expression
 - E) biological arousal and subjective feelings

- 9) People with emotional intelligence
- A) can always deceive a polygrapher.
 - B) feel no emotions.
 - C) know how to control their emotional responses.
 - D) are extremely emotionally responsive.
 - E) sense others' feelings.
- 10) "Lie detectors" detect
- A) physical arousal.
 - B) feelings.
 - C) motivation.
 - D) emotion.
 - E) untruthfulness.
- 11) Psychological research suggests that it might be best to handle your feelings of anger toward a friend by
- A) venting your anger by yelling at your friend.
 - B) calmly telling your friend that you feel angry.
 - C) doing nothing except "stewing" in your angry feelings.
 - D) engaging in other, unrelated activities.
 - E) hitting a punching bag.
- 12) Research suggests that the ability to control one's emotional responses is
- A) a personality trait that cannot be changed.
 - B) a genetic predisposition.
 - C) largely a matter of hormones.
 - D) a skill that can be learned.
 - E) closely connected to IQ.
- 13) Psychologists use the concept of motivation in several important ways. Which of the following is NOT among them?
- A) to explain perseverance despite adversity
 - B) to explain reflexive responses
 - C) to relate behavior to internal feelings
 - D) to account for variability in behavior
 - E) to connect observable behavior to internal states
- 14) What makes Maslow's theory of motivation different from most other theories?
- A) It deals with a wide range of motives.
 - B) It preceded all other theories.
 - C) It deals with both emotion and motivation.
 - D) It deals with biological motives.
 - E) It helps us understand both animal behavior and human behavior.
- 15) Which one of the following is often considered a biological drive?
- A) fear
 - B) *nAch*
 - C) safety
 - D) hunger
 - E) all of the above
- 16) How did Murray and McClelland measure *nAch*?
- A) by using grade-point averages (GPAs)
 - B) with a polygraph
 - C) with the Thematic Apperception Test
 - D) by measuring achievement-related hormones in the blood
 - E) by using AP tests
- 17) Which motive seems to regulate behavior in order to maintain a certain physical condition in the body, known as a *set point*?
- A) sex
 - B) achievement
 - C) hunger
 - D) homeostasis
 - E) all of the above
- 18) Which of the following motives would most likely be influenced by living in an individualistic culture versus a collectivist culture?
- A) sex
 - B) homeostasis
 - C) thirst
 - D) hunger
 - E) *nAch*
- 19) Name the seven emotions that Paul Ekman believes can be recognized universally.

- 20) Briefly explain the differences often found in the U.S. between men and women in terms of how they display emotions.
- 21) Explain the key idea behind the James-Lange theory of emotion.
- 22) Name the two factors in Stanley Schachter's two-factor theory of emotion.
- 23) Name the five theories that propose to explain emotions.
- 24) Studies of arousal and performance imply that there is an optimal arousal level for one's best performance. What pattern describes this relationship?
- 25) What is emotional intelligence?
- 26) Briefly explain how a lie detector works and address its accuracy.
- 27) Provide an example of something you do primarily because of intrinsic motivation and something because of extrinsic motivation.
- 28) What is the difference between drive and motive?
- 29) We seek to eat when we are hungry and drink when we are thirsty primarily because our body tries to maintain a constant balance. What is this balance called?
- 30) Ernie does not study for his final exams because he does not think that studying will do any good. He believes that the professor just selects his five favorite students and they will receive As. Ernie is not in this category, he thinks it is worthless to try to improve. What can be said of Ernie's expectations and goals?
- 31) List the levels of Maslow's hierarchy in the correct order.
- 32) What type of students are likely to strive harder to achieve good grades when the class is especially difficult?
- 33) Whenever fat stores in specialized fat cells fall below a specific level, signals are sent to the body to begin eating once again. What is the name of the level?
- 34) In the 1940s and 1950s, whose research involved interviewing 17,000 Americans regarding their sexual behavior?
- 35) In order, name the four phases that Masters and Johnson found in the human sexual response cycle.
- 36) Explain and give an example of a multiple approach-avoidance conflict.