

UNIT 8 FLASH CARDS

Motivation, Emotion, and Stress

1. motivation
2. instinct
3. drive reduction theory
 - a. What are drives? **Provide examples**
4. What incentives - **provide examples**
5. Abraham Maslow a. the hierarchy of needs – **LIST IT**
6. lateral hypothalamus
7. ventromedial hypothalamus
8. set point theory
9. anorexia nervosa
10. bulimia nervosa
11. What did Alfred Kinsey research? How?
12. estrogen
13. testosterone
14. achievement motivation
15. Extrinsic motivation
16. Intrinsic motivation
17. Approach-approach conflict
18. Avoidance-avoidance conflict
19. Approach –avoidance conflict
20. James-Lange
21. Cannon-bard theory
22. Two-factor theory (Stanley Schachter)
23. General Adaptation Syndrome -(GAS) - **LIST THE STAGES**