

Unit 7: Motivation, Emotion, and Personality

Topic 7.1 – Theories of Motivation

1. Identify three things that motivate people.
2. Explain the difference between primary needs and secondary needs.
3. What is the difference between intrinsic motivation and extrinsic motivation?
4. Explain the overjustification effect and why it happens.
5. What is achievement motivation?
6. How is self-efficacy different from self-esteem?

7. Complete the table

Theory	Description
Instinct theory	
Drive reduction theory	
Arousal Theory	
Maslow's theory	
Cognitive dissonance theory	

8. Complete the table below

Individual	Contribution/Description
William James	
Alfred Kinsey	

Topic 7.1 – Theories of Motivation (Continued)

8. Complete the table below (Continued)

Individual	Contribution/Description
Abraham Maslow	
Stanley Schachter	
Hans Selye	

Topic 7.2- Specific Topics in Motivation

1. Explain how hunger and motivation create a cycle.
2. Use the biopsychosocial approach to explain a person's hunger drive.
3. Identify two ways in which society or culture impact what a person eats.
4. Besides biological drives for sex how can psychological influences impact a person's sex drive?
5. Describe affiliation motivation.

Topic 7.3- Theories of Emotion

1. Complete the following table

Theory	Description
James-lange Theory	
Cannon-Bard Theory	
Schachter Two-Factor Theory	
Joseph LeDoux's Theory	
Appraisal Theory	

Topic 7.3- Theories of Emotion (Continued)

1. Complete the following table (Continued)

Theory	Description
Facial feedback Hypothesis	

2. Explain what Paul Ekman believed about emotions.

3. Provide an example of a facial expression that is universal.

4. How can culture influence how emotions are expressed and shown?

Topic 7.4- Stress and Coping

1. Explain how stress can be both positive and negative.

2. Describe how the perception of a stressor impacts a person.

3. What is the difference between eustress and distress?

4. Describe each stage of General Adaptation Syndrome.

Stage	Description
Alarm Reaction	
Resistance	
Exhaustion	

5. What happens to the immune system when the body enters the exhaustion stage?

6. Describe each pattern that Kurt Lewin identified for coping with stress

	Description
Approach-approach conflict	
Avoidance-avoidance conflict	
Approach-avoidance conflict	

Topic 7.5- Introduction to Personality

1. What does your personality consist of?

2. Complete the table below

Approach	View On personality
Psychodynamic	
Behaviorism	
Humanism	

3. How can researchers expand their understanding of an individual and their personality?

4. How do personality inventories work?

5. Complete the table below.

Individual	Contribution to Personality Theories
Alfred Adler	
Albert Bandura	
Paul Costa & Robert McCrae	
Sigmund Freud	
Carl Jung	
Abraham Maslow	
Carl Rogers	

Topic 7.6- Psychoanalytic Theories of Personality

1. What is free association?

2. Explain how people use an iceberg to describe Freud's ideas on the mind.

Topic 7.6- Psychoanalytic Theories of Personality (Continued)

3. Complete the table below.

Ego	
Superego	
Id	

4. What did Freud believe people were born with?

5. Explain how the Ego works with the superego and id.

6. Explain what defense mechanisms were and what Freud believed they were used for.

7. Complete the table below

Stage	Timeframe	Description
Oral		
Anal		
Phallic		
Latency		
Genital		

8. Explain what Aldred Adler thought about Freud's ideas.

9. Explain what Carl Jung believed about a person's unconscious mind.

Topic 7.7- Behaviorism and Social Cognitive Theories of Personality

1. Behaviorism believes our personality comes from where?

2. How do rewards and punishments impact a person's personality?

3. Explain how Julian Rotter believed a person's personality developed.

4. Describe Rotter's expectancy theory.

5. Explain how reciprocal determinism shows how a person's personality changes.

6. What three things does Bandura's social learning theory consist of?

Topic 7.8- Humanistic Theories of Personality

1. What do Humanistic theories focus on?
2. Describe self-concept.
3. What is positive regard?
4. Describe why it is important for an individual to get positive regard that aligns with a person's thinking.
5. Draw or describe Roger's ideas of the self-concept.
6. What is the difference between self-actualization and self-transcendence?
7. Describe each level of Maslow's Hierarchy of needs

Physiological Needs	
Safety Needs	
Love and Belonging	
Esteem	
Self-Actualization	

8. Explain how Maslow's theory can be used to understand human achievement.
9. Explain the difference between collectivism and individualism.
10. Identify how a collectivistic culture and individualistic culture would shape a person's self-concept.

Topic 7.9- Trait Theories of Personality	Topic 7.10- Measuring Personality										
<p>1. What are personality traits?</p> <p>2. Gordon Allport determined that a person's personality is made up of central traits, secondary traits, and rarely cardinal traits. Describe those traits.</p> <p>3. Describe how Hans Eysenck and Sybil Eysenck looked at an individual's personality.</p> <p>4. What does factor analysis do?</p> <p>5. Complete the table below on the 5 different dimensions of personality identified by Paul Costa and Robert McCrae.</p>	<p>1. What is the goal of personality inventories?</p> <p>2. Identify four sources of information that can be used to assess an individual's personality traits.</p> <p>3. What does the MMPI stand for and what is it used for?</p> <p>4. What was the MMPI originally designed to do?</p> <p>5. Explain the difference between an objective personality test and a projective personality test.</p> <p>6. Identify two examples of an objective personality test.</p> <p>7. Identify two examples of a projective personality test.</p> <p>8. Describe when you would use a projective personality test.</p> <p>9. Describe when you would use an objective personality test.</p>										
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