



# Theories of Motivation Worksheet

## PSYCHOLOGY

### A. Instinct

Explains inherited patterns behavior that are unlearned. Often, animal behavior is instinctive.

### B. Drive Reduction

Explains behavior than works to satisfy a need, such as the need for food, water, sex or drugs (if a person is addicted). Once the need is satisfied, the internal drive (thirst, hunger for example) is reduced.

### C. Incentive

Explains behavior that is performed because a positive or negative stimulus (reward or punishment) is present in the external environment.

### D. Arousal

Explains behavior that is performed to avoid boredom.

### E. Maslow's Hierarchy of Needs

Argues that a person will behave in order to satisfy his/her physical needs, such as food, water, shelter and safety before trying to satisfy his/her psychological needs (such as belongingness, esteem and self- actualization – reaching one's potential).

### Write the theory of motivation that explains the following behaviors:

1. \_\_\_\_\_ You have been fasting for Ramadan, meaning that you have not eaten since the sun rose in the morning. Once the sun goes down, you partake in a big feast since it has been 12 hours since your last meal.
2. \_\_\_\_\_ You have five loads of laundry to fold. While folding the clothes, you turn on the TV and watch your favorite show that you taped on the DVR.
3. \_\_\_\_\_ Education in Sub-Saharan Africa often takes a back seat finding food or protecting one's family from competing warlords.
4. \_\_\_\_\_ You will get a parking space at Uni. GA if you have the minimum required GPA.
5. \_\_\_\_\_ Geese migrate south for the winter.
6. \_\_\_\_\_ You are marooned on a desert island. There is nothing to eat except for some bananas at the top of the trees. Therefore, you climb the trees to get the bananas.
7. \_\_\_\_\_ You visit a volcano to study the geology. Unexpectedly, the volcano begins to erupt. You ditch the research project to escape from the molten lava that is seeping down the side of the mountain.

Name: \_\_\_\_\_ Class: \_\_\_\_\_ Date: \_\_\_\_\_

8. \_\_\_\_\_ It's 1:00 and you have just eaten lunch. Your neighbors, who are from India, are cooking food with their windows open. You walk to their house to hopefully get a few of the awesome samosas they have made.
9. \_\_\_\_\_ You are eating breakfast alone in your kitchen. Which theory of motivation explains why you begin reading the cereal box?
10. \_\_\_\_\_ You touch a hot stove. Which theory of motivation explains why you immediately move your hand away from the burner?
11. \_\_\_\_\_ Your parents tell your little brother that they will pay him \$20 if he gets all "A"s at the end of the school year.
12. \_\_\_\_\_ A tornado destroys Mr. McPherson's house. While he and his family were all okay, Mr. McPherson misses two weeks of school to make sure his family is settled and that his home will be replaced.
13. \_\_\_\_\_ After a two-hour football practice in the hot sun, your body temperature is high, so you jump into a cold pool in order to cool yourself off.
14. \_\_\_\_\_ Students living in abject poverty have a more difficult time learning in school than students than students living in middle- or upper-class families.
15. \_\_\_\_\_ A diabetic has low blood sugar. She drinks fruit juice in order to get her blood sugar level back to normal.