

Motivation
Chapter 8

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Discussion Questions...

1. Explain what Motivation is. (D/T)
2. Recognize the Model of Motivation. (D/T)
4. Recognize the following Motivational Theories:
Instinct/Evolutionary, Drive , Arousal, Incentive &Hierarchy of Needs. (D/T)
5. Recognize the individual who developed the Hierarchy of Needs. (D/T)
- 6 . Recognize some of the criticisms of the Hierarchy of Needs. (D/T)
8. Provide real life examples of each of the levels of the Hierarchy of Needs. (D/T)

What is Motivation?

Why Do Some Have it?

And Others Don't?

Definition...

- Why do people go to college?
- Why do babies cry?
- Why do people get married?
- Why do people murder?
- Why do people steal?
- Why do people have sex?
- Why do people eat? Not eat? Overeat?
- Why do people lie? Cheat?

Definition...

NEED!!!!

Definition...

What is Difference Between
A Need & A Want?

Needs...
Energize Behavior

Direct Us Towards A Goal

Model of Motivation

- Need -> Drive -> Response -> Goal
- | | | | |
|----------|----------|-----------|-----------|
| Physical | Symptoms | All | Sometimes |
| Or | of | Behaviors | Only |
| Psych | Need | | Reduced |

- Incentive Value: Value Increase or Decreases!

Model of Motivation - Hunger

- Need -> Drive -> Response -> Goal
- | | | | |
|----------|----------|-----------|-----------|
| Physical | Symptoms | All | Sometimes |
| Or | of | Behaviors | Only |
| Psych | Need | | Reduced |
| ? | ? | ? | ? |

Model of Motivation - Bathroom

- Need -> Drive -> Response -> Goal
- | | | | |
|----------|----------|-----------|-----------|
| Physical | Symptoms | All | Sometimes |
| Or | of | Behaviors | Only |
| Psych | Need | | Reduced |
| ? | ? | ? | ? |
