

What Drives Us: Hunger, Sex, Friendship, and Achievement

Overview

Motivation is the study of forces that energize and direct our behavior. Chapter 11 discusses various motivational concepts and looks closely at four motives: hunger, sex, the need to belong, and our need to achieve. Research on hunger points to the fact that our biological drive to eat is strongly influenced by psychological and social-cultural factors. Sexual motivation in men and women is triggered less by physiological factors and more by external incentives. Even so, research studies demonstrate that sexual orientation is neither willfully chosen nor easily changed.

The last part of the chapter discusses our human needs for affiliation and achievement. The need to build social relationships is a basic human motivation. Social bonds boosted our early ancestors' chances of survival, and social isolation is painful. Research on achievement motivation underscores the importance of self-discipline and persistence in achieving one's goals.

NOTE: Answer guidelines for all Chapter 11 questions begin on page 267.

Outline



Basic Motivational Concepts

Hunger

Sexual Motivation

Affiliation and Achievement

Instructions

First, skim each section, noting headings and boldface items. After you have read the section, review each objective by answering the fill-in, essay-type, and multiple-choice questions for that section. In some cases, Study Tips explain how best to learn a difficult concept and Applications and Section Reviews help you to know how well you understand the material. Finally, try to define the important terms and concepts using your own words. As you proceed, evaluate your performance by consulting the answers on page 267. Do not continue with the next section until you understand each answer. If you need to, review or reread the section in the textbook before continuing.

Before You Move On includes activities that test you on material from the entire chapter.



Basic Motivational Concepts

Objective 11-1: Define *motivation* as psychologists use the term today, and identify the perspectives from which they view motivated behavior.

- Motivation is defined as _____.
- Four perspectives on motivation are _____ theory (which has been replaced by the _____ perspective), _____ theory, _____ theory, and the _____ of needs proposed by _____.
- As a result of Darwin's influence, many complex behaviors were classified as rigid, unlearned behavior patterns that are characteristic of a species, called _____. Although early instinct theory _____ (did/did not) explain human motives, the underlying assumption that _____ predispose species-typical behavior remains strong.
- According to another view of motivation, organisms may experience a physiological _____, which creates a state of arousal that _____ the organism to reduce the need.
- The physiological aim of drive reduction is to maintain a steady internal state, called _____.
- Behavior is often not so much pushed by our drives as it is pulled by _____ in the environment.
- Rather than reduce a physiological need, some motivated behaviors actually _____ arousal. This demonstrates that human motives _____ (do/do not) always satisfy some biological need.
- Human motivation aims not to eliminate _____ but to seek _____.

of arousal. The principle that performance increases with arousal only up to a point is the _____.

- Starting from the idea that _____ needs such as the need for water take precedence over others, Maslow constructed a hierarchy of needs.
- According to Maslow, the _____ needs are the most pressing, whereas the highest-order needs relate to _____ and _____.
- A criticism of Maslow's theory is that the sequence is _____ and not _____ fixed.
- Surveys of life satisfaction reveal that _____ satisfaction is strongly predictive of subjective well-being in poorer nations, whereas _____ satisfaction matters more in wealthy nations and _____ in individualist nations.

APPLICATIONS:

- Mary loves hang-gliding. It would be most difficult to explain Mary's behavior according to
 - incentives.
 - achievement motivation.
 - drive-reduction theory.
 - Maslow's hierarchy of needs.
- For two weeks, Orlando has been on a hunger strike to protest his country's involvement in what he perceives as an immoral war. Orlando's willingness to starve himself to make a political statement conflicts with the theory of motivation advanced by

a. Darwin.	c. Dodson.
b. Yerkes.	d. Maslow.
- Which of the following is NOT an example of homeostasis?
 - perspiring to restore normal body temperature
 - feeling hungry and eating to restore the level of blood glucose to normal
 - feeling hungry at the sight of an appetizing food
 - All of these are examples of homeostasis.

SECTION REVIEW:

16. Motivation is best understood as a state that
- reduces a drive.
 - aims at satisfying a biological need.
 - energizes an organism to act.
 - energizes and directs behavior.
17. Which of the following is a difference between a drive and a need?
- Needs are learned; drives are inherited.
 - Needs are physiological states; drives are psychological states.
 - Drives are generally stronger than needs.
 - Needs are generally stronger than drives.
18. One problem with the idea of motivation as drive reduction is that
- because some motivated behaviors do not seem to be based on physiological needs, they cannot be explained in terms of drive reduction.
 - it fails to explain any human motivation.
 - it cannot account for homeostasis.
 - it does not explain the hunger drive.
19. One shortcoming of the instinct theory of motivation is that it
- places too much emphasis on environmental factors.
 - focuses on cognitive aspects of motivation.
 - applies only to animal behavior.
 - does not explain human behaviors; it simply names them.
20. Instinct theory and drive-reduction theory both emphasize _____ factors in motivation.
- environmental
 - cognitive
 - psychological
 - biological
21. Few human behaviors are rigidly patterned enough to qualify as
- needs.
 - drives.
 - instincts.
 - incentives.
22. According to Maslow's theory
- the most basic motives are based on physiological needs.
 - needs are satisfied in a specified order.
 - the highest motives relate to self-transcendence.
 - all of these statements are true.
23. Which of the following is **INCONSISTENT** with the drive-reduction theory of motivation?
- When body temperature drops below 98.6° Fahrenheit, blood vessels constrict to conserve warmth.
 - A person is driven to seek a drink when his or her cellular water level drops below its optimum point.
 - Monkeys will work puzzles even if not given a food reward.
 - A person becomes hungry when body weight falls below its biological set point.
24. Beginning with the most basic needs, which of the following represents the correct sequence of needs in the hierarchy described by Maslow?
- safety; physiological; esteem; belongingness and love; self-actualization; self-transcendence
 - safety; physiological; belongingness and love; esteem; self-actualization; self-transcendence
 - physiological; safety; esteem; belongingness and love; self-actualization; self-transcendence
 - physiological; safety; belongingness and love; esteem; self-actualization; self-transcendence
25. Homeostasis refers to
- the tendency to maintain a steady internal state.
 - the tendency to seek external rewards for behavior.
 - the highest level of needs in Maslow's hierarchy.
 - the optimum level of arousal that most people seek.

TERMS AND CONCEPTS TO REMEMBER:

- motivation
- instinct
- drive-reduction theory
- homeostasis
- incentive
- Yerkes-Dodson law
- hierarchy of needs

Essay Question

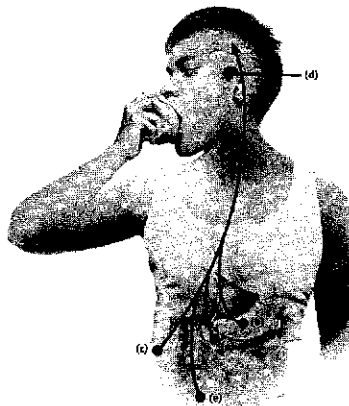
Differentiate the three major theories of motivation, discuss their origins, and explain why they cannot fully account for human behavior. (Use the space below to list the points you want to make, and organize them. Then write the essay on a separate sheet of paper.)

 **Hunger**

The Physiology of Hunger

Objective 11-2: Describe the physiological factors that produce hunger.

1. Researchers observed that men became preoccupied with thoughts of food when they underwent _____.
2. Cannon and Washburn's experiment using a balloon indicated that there is an association between hunger and _____.
3. When rats had their stomachs removed, hunger _____ (did/did not) continue.
4. Increases in the hormone (a) _____ secreted by the _____ diminish blood _____, partly by converting it to stored fat, which causes hunger to _____.
5. The brain area that plays a role in hunger and other bodily maintenance functions is the _____.



- One area called the _____ has a center that secretes appetite-stimulating hormones. Another neural center secretes appetite-suppressing hormones.
6. The hunger-arousing hormone secreted by an empty stomach is (b) _____.
 7. When a portion of an obese person's stomach is surgically sealed off, the remaining stomach produces _____ (more/less) of this hormone. Other appetite hormones include (c) _____, which is secreted by fat cells and decreases hunger; (d) _____, which is secreted by the hypothalamus and triggers hunger; and (e) _____ from the digestive tract, which decreases hunger.
 8. The weight level at which an individual's body is programmed to stay is referred to as the body's _____.

A person whose weight goes beyond this level will tend to feel _____ (more/less) hungry than usual and expend _____ (more/less) energy.

9. The rate of energy expenditure in maintaining basic functions when the body is at rest is the _____ rate. When food intake is reduced, the body compensates by _____ (raising/lowering) this rate.
10. The concept of a precise body set point that drives hunger _____ (is accepted/is not accepted) by all researchers. Some researchers believe that set point can be altered by _____ and that _____ also sometimes drive our feelings of hunger. In support of this idea is evidence that when people and other animals are given unlimited access to tasty foods, they tend to _____ and _____. For these reasons, some researchers prefer to use the term _____ as an alternative to the idea that there is a fixed set point.

APPLICATIONS:

11. Kenny and his brother have nearly identical eating and exercise habits, yet Kenny is obese and his brother is very thin. The MOST LIKELY explanation for the difference in their body weights is that they differ in
 - a. their bone structure.
 - b. amygdala activity.
 - c. their set points and their metabolic rates.
 - d. their differing exposure to carbohydrate-laden foods.
12. Lucille has been sticking to a strict diet but can't seem to lose weight. What is the most likely explanation for her difficulty?
 - a. Her body has a very low set point.
 - b. Her pre-diet weight was near her body's set point.
 - c. Her weight problem is actually caused by an increase in basal metabolic rate.
 - d. Lucille is influenced primarily by external factors.

The Psychology of Hunger

Objective 11-3: Discuss cultural and situational factors that influence hunger.

13. Research with amnesia patients indicates that part of knowing when to eat is our _____ of our last meal.
14. Carbohydrates boost levels of the neurotransmitter _____, which _____ (calms/arouses) the body.
15. Taste preferences for sweet and salty are _____ (genetic/learned) and _____. Other influences on taste include _____ and _____.
16. We have a natural dislike of many foods that are _____; this _____ was probably adaptive for our ancestors, and protected them from toxic substances.
17. Our eating is also controlled by _____. This phenomenon is called the _____.
18. Because of _____ facilitation, people tend to eat _____ (less/more) when they are with other people. The phenomenon of _____ is the tendency to mindlessly eat more when portions are larger. Another

factor that stimulates eating is food _____.

APPLICATION:

19. Randy, who has been under a lot of stress lately, has intense cravings for sugary junk foods, which tend to make him feel more relaxed. Which of the following is the most likely explanation for his craving?
 - a. Randy feels that he deserves to pamper himself with sweets because of the stress he is under.
 - b. The extra sugar gives Randy the energy he needs to cope with the demands of daily life.
 - c. Carbohydrates boost levels of serotonin, which has a calming effect.
 - d. The extra sugar tends to lower blood insulin level, which promotes relaxation.

Obesity and Weight Control

Objective 11-4: Discuss the factors that predispose some people to become and remain obese.

20. Obesity has been associated with lower psychological _____, especially among _____ (men/women), and increased _____. It also increases the likelihood of suffering _____ among 6- to 9-year-olds.
21. An overweight person has a _____ (BMI) of _____ (what number?) or more. A person who is obese has a BMI of _____ or more.
22. In the United States, _____ percent of adults are obese. Significant obesity increases the risk of _____.
23. Being slightly overweight _____ (poses/does not pose) serious health risks. More important is a person's _____.
24. Obesity has also been linked in women to their risk of late-life _____ decline, including _____ disease, and brain tissue loss.
25. Fat tissue has a _____ (higher/lower) metabolic rate than does muscle. The result is that fat tissue requires _____ (more/less) food energy to be maintained. Also, overweight people tend

to move about _____ (more/less) than lean people.

Explain why, metabolically, many obese people find it so difficult to become and stay thin.

26. Studies of adoptees and twins _____ (do/do not) provide evidence of a genetic influence on obesity.
27. Also contributing to the problem of obesity are _____ factors. For example, adults who suffer from _____ are more vulnerable to obesity. Also, people are _____ (less/more) likely to become obese when a friend becomes obese, thus demonstrating _____ influence as a factor in obesity.
28. Two reasons for global increases in the prevalence of obesity are changing _____ and _____.

State several pieces of advice for those who want to lose weight.

APPLICATION:

29. Which of the following would be the WORST piece of advice to offer to someone trying to lose weight?
- "To treat yourself to one 'normal' meal each day, eat very little until the evening meal."
 - "Reduce your consumption of saturated fats."
 - "Boost your metabolism by exercising regularly."
 - "Begin only if you feel motivated and self-disciplined."

SECTION REVIEW:

30. Increases in insulin will
- lower blood sugar and trigger hunger.
 - raise blood sugar and trigger hunger.
 - lower blood sugar and trigger satiety.
 - raise blood sugar and trigger satiety.
31. The text suggests that a *neophobia* for unfamiliar tastes
- is more common in children than in adults.
 - protected our ancestors from potentially toxic substances.
 - may be an early warning sign of obesity.
 - only grows stronger with repeated exposure to those tastes.
32. The brain area known as the arcuate nucleus is notable in the study of motivation because it
- secretes hormones that affect appetite.
 - secretes hormones that cause obesity.
 - raises blood sugar.
 - increases the set point.
33. In their study of men on a semistarvation diet, researchers found that
- the metabolic rate of the men increased.
 - the men eventually lost interest in food.
 - the men became obsessed with food.
 - the men's behavior directly contradicted predictions made by Maslow's hierarchy of needs.
34. Research on genetic influences on obesity reveals that
- the body weights of adoptees correlate with that of their biological parents.
 - the body weights of adoptees correlate with that of their adoptive parents.
 - identical twins usually have very different body weights.
 - the body weights of identical twin women are more similar than those of identical twin men.
35. Research on obesity indicates that
- pound for pound, fat tissue requires more food to maintain than lean tissue.
 - given an obese parent, boys are more likely than girls to be obese.
 - overweight people have a higher metabolic rate than lean people.
 - when weight drops below the set point, hunger increases.

36. Which of the following influences on hunger motivation does NOT belong with the others?
- set/settling point
 - attraction to sweet and salty tastes
 - reduced production of ghrelin after stomach bypass surgery
 - memory of time elapsed since your last meal
37. The tendency to overeat when food is plentiful
- is a recent phenomenon that is associated with the luxury of having ample food.
 - emerged in our prehistoric ancestors as an adaptive response to periods when food was scarce.
 - is greater in developed, than in developing, societies.
 - is stronger in women than in men.
38. Unit bias refers to the research finding that people tend to
- eat more when a portion of food is supersized.
 - avoid unfamiliar tasting foods.
 - overeat during celebrations with other people.
 - do all of these things.
39. Which of the following is NOT necessarily a reason that obese people have trouble losing weight?
- Fat tissue has a lower metabolic rate than lean tissue.
 - Once a person has lost weight, it takes fewer calories to maintain his or her current weight.
 - The tendency toward obesity may be genetically based.
 - Obese people tend to lack willpower.

TERMS AND CONCEPTS TO REMEMBER:

- glucose
- set point
- basal metabolic rate



Sexual Motivation

The Physiology of Sex

Objective 11-5: Describe how hormones influence human sexual motivation.

- In most mammals, females are sexually receptive only during ovulation, when the hormones, called _____ (such as _____), have peaked.
- The importance of the hormone _____ to male sexual arousal is confirmed by the fact that sexual interest declines in animals if their _____ are removed. In women, low levels of the hormone _____ may cause a waning of sexual interest.
 - Hormones affect human sexual behavior _____ (as much as/more than/less than) they do other mammals. Among women with mates, sexual desire rises slightly at _____, when there is a surge of _____ and a smaller surge of _____.
 - Hormone levels surge or decline at two predictable times in the life span: the _____ surge triggers the development of sex _____ and sexual interest, and in _____ (middle adulthood/late adulthood), _____ levels fall, and women experience _____. A third hormone shift may occur as a result of _____ or _____.
- Objective 11-6:** Describe the human sexual response cycle, and explain how sexual dysfunctions and paraphilias differ.
- The two researchers who identified a four-stage sexual response cycle are _____ and _____. In order, the stages of the cycle are the _____ phase, the _____ phase, _____, and the _____ phase. During resolution, males experience a _____, during which they are incapable of another orgasm.
 - Problems that consistently impair sexual functioning are called _____. Examples of such problems include _____, _____, and _____.

- 7. When a person's sexual arousal is related to socially unacceptable behavior, it is called a _____, Examples include _____ and _____.

Objective 11-7: Explain how sexually transmitted infections can be prevented.

- 8. Unprotected sex has led to an increase in adolescent rates of _____.
Teenage girls, because of their not yet fully mature biological development and lower levels of protective _____, may be especially vulnerable to STIs.
- 9. Condoms are about _____ percent effective in preventing transmission of _____—the virus that causes _____.
- 10. Rates of AIDS are increasing fastest in _____ (women/men).
- 11. Oral sex _____ (has/has not) been linked to the transmission of STIs, such as the _____.
- 12. One factor that increases the risk of STI transmission is the _____.

The Psychology of Sex

Objective 11-8: Describe how external and imagined stimuli contribute to sexual arousal.

- 13. Research has shown that erotic stimuli _____ (are/are not) nearly as arousing for women as for men.
- 14. With repeated exposure, the emotional response to an erotic stimulus often _____.

Explain some of the possible harmful consequences of sexually explicit material.

- 15. Most women and men _____ (have/ do not have) sexual fantasies. Compared with women's fantasies, men's sexual fantasies are more _____.

Sexual fantasies _____ (do/do not) indicate sexual problems or dissatisfaction.

Teen Pregnancy

Objective 11-9: Discuss the factors that influence teenagers' sexual behaviors and use of contraceptives.

- 16. Sexual expression varies widely from one _____ to another.
- 17. Compared with European teens, American teens have _____ (higher/lower) rates of teen pregnancy, but a _____ (higher/lower) rate than their parents' generation.

State four factors that influence teen sexual behaviors.

- 18. Most characters in top-selling video games are _____ (males/females). The _____ (male/female) characters in video games are likely to be _____, which means that they are _____.
Such depictions contribute to the early _____ of girls, which leads to _____ about sexuality.

State several predictors of sexual restraint (reduced teen sexuality and pregnancy).

APPLICATIONS:

19. Which of the following was NOT identified as an influence on teenagers' sexual behavior?
- alcohol use
 - thrill-seeking
 - mass media sexual norms
 - guilt
20. Which of the following teens is most likely to delay the initiation of sex?
- Jack, who has below-average intelligence
 - Jason, who is not religiously active
 - Ron, who regularly volunteers his time in community service
 - It is impossible to predict.

Sexual Orientation

Objective 11-10: Summarize what research has taught us about sexual orientation.

21. A person's sexual attraction toward members of a particular sex is referred to as _____.
- Attraction to members of our own sex is a _____ orientation, to the opposite sex is a _____ orientation, and to both sexes is a _____ orientation.
22. Studies in Europe and the United States indicate that approximately _____ percent of men and _____ percent of women are exclusively homosexual. This finding suggests that popular estimates of the rate of homosexuality are _____ (high/low/accurate).
23. Some homosexuals struggle with their sexual orientation. Without social support, the result may be lower _____ and higher _____ and depression, as well as an increased risk of contemplating _____.
24. A person's sexual orientation _____ (does/does not) appear to be voluntarily chosen. Several research studies reveal that sexual orientation among _____ (women/men) tends to be less strongly felt and potentially more changeable than among the other sex. This phenomenon has been called a difference in _____.
25. Measuring men's genital response to various sexual images indicates that sexual orientation _____ (is/is not) related to pedophilia.
26. Childhood events and family relationships _____ (are/are not) important factors in determining a person's sexual orientation. Also, homosexuality _____ (does/does not) involve a fear of the other sex that leads people to direct their sexual desires toward members of their own sex.
27. Sex hormone levels _____ (do/do not) predict sexual orientation.
28. As children, most homosexuals _____ (were/were not) sexually victimized.
29. Same-sex attraction _____ (does/does not) occur among animals.
30. Researcher Simon LeVay discovered a cluster of cells in the _____ that is larger in _____ men than in all others. Gays and lesbians differ from their straight counterparts in their preference for sex-related _____.
31. Studies of twins suggest that genes probably _____ (do/do not) play a role in homosexuality. However, because sexual orientation differs in some twin pairs, other factors, including _____ influences, might also be at work. Research has confirmed that homosexual men have more homosexual relatives on their _____ (mother's/father's) side than on their _____ (mother's/father's) side, which is called the _____.
32. Sexual orientation has been altered by abnormal _____ conditions during prenatal development. In humans, prenatal exposure to hormone levels typical of _____, particularly between _____ and _____ months after conception, may predispose an attraction to males.

33. Men who have older brothers are somewhat _____ (more/less) likely to be gay. This phenomenon, which has been called the _____, may represent a defensive maternal _____ response to substances produced by _____ (male/female) fetuses.
34. Gays and lesbians may have certain physical traits that fall midway between straight males and females, including _____ counts, greater odds of being _____ (right/left)-handed, and anatomical traits of the _____ within the hearing system. Gay men's scores on tests of _____ resemble those of straight women.
35. The consistency of brain, genetic, and prenatal findings suggests that _____ plays the larger role in predisposing sexual orientation, which explains why sexual orientation is _____ (difficult/relatively easy) to change.

APPLICATION:

36. Summarizing his presentation on the origins of homosexuality, Dennis explains that the fraternal birth-order effect refers to the fact that
- men who have younger brothers are somewhat more likely to be gay.
 - men who have older brothers are somewhat more likely to be gay.
 - women with older sisters are somewhat more likely to be gay.
 - women with younger sisters are somewhat more likely to be gay.

Sex and Human Values

Objective 11-11: Discuss whether scientific research on sexual motivation is value free.

37. The study of sexual behavior and what motivates it _____ (can/cannot) be free of values.
38. How we label a behavior depends on our _____ toward that behavior. Labels describe, but they also _____.

SECTION REVIEW:

39. Some scientific evidence makes a preliminary link between homosexuality and
- late sexual maturation.
 - the age of an individual's first erotic experience.
 - atypical prenatal hormones.
 - early problems in relationships with parents.
40. The correct order of the stages of Masters and Johnson's sexual response cycle is
- plateau; excitement; orgasm; resolution.
 - excitement; plateau; orgasm; resolution.
 - excitement; orgasm; resolution; refractory.
 - plateau; excitement; orgasm; refractory.
41. Which of the following is NOT true regarding sexual orientation?
- Sexual orientation is neither willfully chosen nor willfully changed.
 - Some homosexuals struggle with their sexual orientation.
 - Men's sexual orientation is potentially more fluid and changeable than women's.
 - Women, regardless of sexual orientation, respond to both female and male erotic stimuli.
42. Castration of male rats results in
- reduced testosterone and sexual interest.
 - reduced testosterone, but no change in sexual interest.
 - reduced estradiol and sexual interest.
 - reduced estradiol, but no change in sexual interest.
43. Exposure of a fetus to the hormones typical of females between _____ and _____ months after conception may predispose the developing human to become attracted to males.
- 1; 3
 - 2; 5
 - 4; 7
 - 6; 9
44. Which of the following statements concerning homosexuality is true?
- Homosexuals have abnormal hormone levels.
 - As children, most homosexuals were molested by an adult homosexual.
 - Homosexuals had a domineering opposite-sex parent.
 - Research indicates that sexual orientation may be at least partly physiological.

- 45. Sexual orientation refers to
 - a. a person's tendency to display behaviors typical of males or females.
 - b. a person's sense of identity as a male or female.
 - c. a person's enduring sexual attraction toward members of one's own sex, the other sex, or both sexes.
 - d. all of these.
- 46. According to Masters and Johnson, the sexual response of males is most likely to differ from that of females during
 - a. the excitement phase.
 - b. the plateau phase.
 - c. orgasm.
 - d. the resolution phase.

TERMS AND CONCEPTS TO REMEMBER:

- 47. asexual
- 48. testosterone
- 49. estrogens
- 50. sexual response cycle
- 51. refractory period
- 52. sexual dysfunction
- 53. erectile disorder
- 54. female orgasmic disorder
- 55. paraphilias
- 56. AIDS
- 57. sexual orientation



Affiliation and Achievement

The Need to Belong

Objective 11-12: Describe the evidence that points to our human affiliation need—our need to belong.

- 1. The philosopher _____ referred to humans as the _____ animal. The deep need to belong—our _____ need—seems to be a basic human motivation.
- 2. From an evolutionary standpoint, social bonds in humans boosted our ancestors' _____ rates. As adults, those who formed

_____ were more likely to _____ and co-nurture their offspring to maturity.

- 3. People experience a deep sense of well-being when their need for relatedness is satisfied along with two other basic psychological needs: _____ and _____.
- 4. Feeling accepted and loved by others boosts our _____.
- 5. Much of our _____ behavior aims to increase our belonging. For most people, familiarity leads to _____ (liking/disliking).
- 6. We have a need to form and maintain relationships in part because feelings of love activate brain _____ and _____ systems.
- 7. After years of placing individual refugee and immigrant families in _____ communities, U.S. policies today encourage _____.
- 8. _____ (Throughout the world/ Only in certain cultures do) people use social exclusion, or _____, to control social behavior. Researchers have found that social exclusion elicits increased activity in brain areas, such as the _____ that also activate in response to physical _____.
- 9. Researchers have found that people who are rejected are more likely to engage in _____ behaviors, to underperform on _____, and to act in disparaging or _____ ways.
- 10. Phone talking and e-mailing are being displaced by the greater use of _____ sites, and other messaging technology.

Objective 11-13: Describe how social networking influences us.

11. People who are _____ tend to spend greater-than-average time online.
12. People who are active in _____ are less likely to know their real-world neighbors.
13. Electronic communication can stimulate healthy _____ but an even better predictor of life satisfaction is _____.
14. Generally speaking, social networks _____ (reveal/do not reveal) people's real personalities.
15. People who are overly self-important, self-focused, and self-promoting are said to be _____. People who score high on this trait tend to be _____ (especially active/less active) on social networking sites.

List some suggestions by experts for maintaining a healthy balance between real-world and online time.

APPLICATIONS:

16. Summarizing her report on the need to belong, Rolanda states that
 - a. "Cooperation amongst our ancestors was uncommon."
 - b. "Social bonding is not in our nature; it is a learned human trait."
 - c. "Because bonding with others increased our ancestors' success at reproduction and survival, it became part of our biological nature."
 - d. "Our male ancestors were more likely to bond than were females."
17. Right after dinner, Dennis goes to his room, turns on his computer, and begins chatting with friends on Facebook. Which of the following is true, according to the most recent research?
 - a. His connections with friends have been strengthened.

- b. He is more willing to disclose personal thoughts and feelings, which deepens his friendships.
 - c. He reveals his true personality to friends and others online.
 - d. All of these statements are true.
18. Brad's parents worry that he spends too much time on social networking sites collecting superficial "friends." He also seems excessively self-absorbed and goes to great lengths to promote himself online. A psychologist might say that Brad is showing signs of
 - a. ostracism.
 - b. narcissism.
 - c. autonomy.
 - d. competence.

Achievement Motivation

Objective 11-14: Define *achievement motivation*.

19. Psychologists refer to the desire for significant accomplishments, for mastering skills or ideas, for control, and for attaining a high standard as _____.
20. Research has shown that _____ is a better predictor of school performance than _____ have been. Extremely successful individuals differ from equally talented peers in their _____, their passionate dedication to a long-term goal.

STUDY TIP: Research studies have shown that people who possess a low need for achievement tend to prefer situations and tasks that are either very easy or impossibly hard. Conversely, people with a high need for achievement tend to prefer tasks that are moderately difficult. Why do you think this might be? Which types of tasks (for example, college courses) do you prefer?

APPLICATIONS:

21. During a meeting with the parents of a struggling high school student, the guidance counselor notes which of the following as the best predictor of school performance?
 - a. attendance
 - b. intelligence scores
 - c. talent
 - d. self-discipline

22. Shawna's teacher admires the passion and perseverance with which she pursues her long-term goals. A psychologist would say that Shawna has
- high intelligence.
 - needs.
 - drive.
 - grit.
- SECTION REVIEW:
23. When asked what makes life meaningful, most people first mention
- good health.
 - challenging work.
 - satisfying relationships.
 - serving others.
24. Which of the following is NOT an aspect of Murray's definition of achievement motivation?
- the desire to master skills
 - the desire for control
 - the desire to gain approval
 - the desire to attain a high standard
25. Deliberate social exclusion on another person is called
- ostracism.
 - narcissism.
 - self-control.
 - autonomy.
26. Affiliation refers to the need to
- feel competent.
 - build relationships and feel part of a group.
 - have high self-esteem.
 - reproduce.
27. Autonomy refers to our sense of
- competence.
 - belonging.
 - self-control.
 - well-being.
28. Research studies have shown that being shunned leads to increased activity in which brain area?
- amygdala
 - hippocampus
 - arcuate nucleus
 - anterior cingulate cortex
- TERMS AND CONCEPTS TO REMEMBER:
29. affiliation need
30. ostracism
31. narcissism
32. achievement motivation
33. grit

Before You Move On

Matching Items

Match each term with its definition or description.

Terms

- _____ 1. set point
- _____ 2. incentive
- _____ 3. estrogen
- _____ 4. homeostasis
- _____ 5. sexual orientation
- _____ 6. instinct
- _____ 7. hierarchy of needs
- _____ 8. glucose
- _____ 9. sexual dysfunction
- _____ 10. ostracism
- _____ 11. narcissism
- _____ 12. grit

Definitions or Descriptions

- a. hormone secreted more by females than by males
- b. the body's tendency to maintain a balanced internal state
- c. erectile disorder or female orgasmic disorder
- d. excessive self-absorption
- e. a complex, species-specific pattern of behavior
- f. environmental stimulus that motivates behavior
- g. a person's attraction to members of a particular sex
- h. perseverance in the pursuit of long-term goals
- i. Maslow's theory of motivation
- j. blood sugar
- k. deliberately excluding others
- l. the body's weight-maintenance setting