**Review Sheet: Motivation and Emotion**

**Part 1: Multiple Choice**- 80 questions, 1 point each

**Chapter 11: Motivation**

1. Know the definition of motivation.

2. Be able to differentiate between the four theories of motivation-instinct theory, drive-reduction theory, optimum arousal theory, Maslow’s hierarchy.

3. Know the definition of an instinct.

4. Be able to differentiate between a need, a drive, and an incentive.

5. What are the needs on Maslow’s hierarchy of needs? What is their correct order? What is self-actualization and self-transcendence?

6. Know the definition of glucose and know how glucose impacts hunger. Also, know the various appetite hormones and their functions.

7. Know the two brain centers that control eating. What depresses hunger? What brings it on? Recall the “Hunger and the Fat Rat” experiment and the effects of stimulation and destruction (a lesion) of different parts of the hypothalamus on appetite.

8. Be aware of how taste preferences can be biologically, or culturally, influenced.

9. What is a Set Point? How does your Set Point affect hunger and how does how much you eat over time alter your Set Point?

10. What are the primary causes of obesity? Why is it extremely difficult for extremely obese people to lose weight?

11. Know the symptoms of various eating disorders—anorexia nervosa, bulimia nervosa, and binge eating.

12. Understand how genetics, environment, and family background can affect one’s likelihood of developing an eating disorder.

13. Understand how eating disorders are affecting under researched populations, particularly men and minority women.

14. Understand the gender differences in body image, as well as how culture might affect this.

15. Be aware of the assets and shortcomings of Kinsey’s research on sex behavior.

16. Be familiar with the Masters and Johnson studies and the physiology of sex: sexual response cycle, sexual dysfunction, sex hormones.

17. Be aware of how external and imagined stimuli can affect our sexual motivation.

18. Be familiar with sexual orientation, as well as the research that has been done regarding sexual orientation (especially research on potential biological causes of homosexuality).

19. Understand how belonging to a group can benefit us.

20. Be able to define loneliness and ostracism.

21. How has social media and social networking affected our need to belong? Why are face to face contacts with other human beings so important?

**Chapter 12: Emotion**

1. Know the definition of emotion. Also, be familiar with the various theories that attempt to explain emotion—James-Lange theory, Cannon-Bard theory, two-factor theory.

2. Be familiar with the debate regarding whether cognition precedes emotion. Know the two researchers at the forefront of this debate and also know their points of view on this issue.

3. Be familiar with Lazarus’ cognitive appraisal theory.

4. Know the two dimensions of emotion—valence and arousal.

5. Be aware of how physiology can affect our emotional experience, both in general and specifically.

6. Be familiar with polygraphs—what they are intended to measure and the controversy that surrounds their use.

7. Be familiar with nonverbal communication—how we communicate using it, the gender differences underlying it, and how we detect the subtleties of it.

8. Be aware of the impact culture has on emotional expression—facial expressions, gestures, how much emotion is expressed.

9. Know how facial expressions can impact emotions.

10. Be familiar with the differences between the genuine smile and a fake smile. Be familiar with Paul Ekman’s research on the universality of facial expressions across the globe.

11. How many basic emotions are there?

12. Be familiar with the concept of contagious emotions.

13. Be familiar with fear—are all fears learned? Are we biologically predisposed toward some fears?

14. What is a phobia?

15. Know what catharsis and the catharsis hypothesis are. Does catharsis tend to have a long-term effect on our anger? What is the best way to handle anger?

16. Be familiar with the feel-good, do-good phenomenon and subjective well-being.

17. Be familiar with the research on happiness—when are we at our happiest during the week? What are the benefits of living a happy life? Does trauma permanently depress our happiness?

18. Know the definition of the adaption-level phenomenon and relative deprivation.

19. Know the factors that do and do not tend to impact a person’s happiness.

**Part II: FRQ** (one question worth 20 points)

 The FRQ will be similar in style to the FRQ’s from recent tests. There will be a prompt, followed by seven concepts – a mix of Motivation and Emotion terms. You will have to explain how each concept relates to the scenario described in the prompt. You will be able to choose **FIVE** of the concepts that you feel you understand the best to write about. Those who attend the Review Session will be supplied the seven concepts in advance.