

**STUDY GUIDE**  
**CHAPTER 12 – MOTIVATION**  
**Pages 388 - 408**

1. Define motivation and give a personal example of something that motivates you.
2. Explain homeostasis and its biological basis. Relate this term to a time you have been out of homeostasis when your body is under control of the parasympathetic nervous system and then another example when your body has been under the control of the sympathetic nervous system.
3. Explain the physiological model of motivation from the book (5 steps). Relate each step of the model to a time you have had a physiological need.
4. Differentiate between and give examples of primary and secondary needs.
5. Explain how the sex drive and the drive to avoid pain are different from other primary drives.
6. Explain the difference between intrinsic and extrinsic incentives and give an example of each relating to you.
7. Explain stimulus motivation and sensation seeking and how these terms apply to you.
8. Explain the differences between achievement, power and affiliation motivation and how each term relates to you.
9. Identify the names and give a description of each level of Maslow's hierarchy of needs. Explain where on the hierarchy you think you are in terms of your own personal motivation.
10. Explain the "Inverted U Function" of arousal and relate it to a time in your life.
11. Explain the differences between anorexia, bulimia, exercise and binge eating disorders. Describe who is likely to develop each disorder, as well as symptoms and treatment.
12. Describe the concept of a "Set Point" as it relates to a person's weight.
13. Explain why dieting doesn't usually work.