

UNIT REVIEW: Motivation (Chapter 12)

Motivational Concepts

1: From what perspectives do psychologists view motivated behavior?

The *instinct/evolutionary* perspective explores genetic influences on complex behaviors. *Drive-reduction theory* explores how physiological needs create aroused tension states (drives) that direct us to satisfy those needs.

Arousal theory proposes a *motivation* for behaviors, such as curiosity-driven behaviors, that do not reduce physiological needs. Maslow's *hierarchy of needs* proposes a pyramid of human needs, from basic needs, such as hunger and thirst, up to higher-level needs, such as self-actualization and self-transcendence.

Hunger

2: What physiological factors produce hunger?

Hunger's pangs correspond to the stomach's contractions, but hunger also has other causes. Appetite hormones include insulin (controls blood *glucose*), leptin (secreted by fat cells), orexin (secreted by the hypothalamus), ghrelin (secreted by an empty stomach), obestatin (secreted by the stomach), and PYY (secreted by digestive tract). Two areas of the hypothalamus regulate the body's weight by affecting feelings of hunger and satiety. The body may have a *set point* (a biologically fixed tendency to maintain an optimum weight) or a looser settling point (also influenced by the environment).

3: What psychological and cultural factors influence hunger?

Hunger also reflects learning, our memory of when we last ate, and our expectation of when we should eat again. Humans as a species prefer certain tastes (such as sweet and salty) but we satisfy those preferences with specific foods prescribed by our situation and our culture. Some taste preferences, such as the avoidance of new foods or of foods that have made us ill, have survival value.

4: How do anorexia nervosa, bulimia nervosa, and binge-eating disorder demonstrate the influence of psychological forces on physiologically motivated behaviors?

In these eating disorders, psychological factors may overwhelm the homeostatic drive to maintain a balanced internal state. People with *anorexia nervosa* (usually adolescent females) starve themselves but continue to diet because they view themselves as fat. Those with *bulimia nervosa* binge and purge in secret (primarily females in their late teens and twenties). Those with *binge-eating disorder* binge but do not purge. Cultural pressures, low self-esteem, and negative emotions interact with stressful life experiences to produce eating disorders. Twin research also indicates, however, that these disorders may have a genetic component.

5: What factors predispose some people to become and remain obese?

The lack of exercise combined with the abundance of high-calorie food has led to increased rates of obesity, showing the influence of environment. Twin and adoption studies indicate that body weight is also genetically influenced (in the number of fat cells and *basal metabolic rate*). Thus, genes and environment interact to produce obesity. Those wishing to lose weight are advised to make a lifelong change in habits, minimize exposure to tempting food cues, boost energy expenditure through exercise, eat healthy foods, space meals throughout the day, beware of the binge, and forgive the occasional lapse.

Sexual Motivation

6: What stages mark the human sexual response cycle?

Masters and Johnson described four stages in the human *sexual response cycle*: excitement, plateau, orgasm (which seems to involve similar feelings and brain activity in males and females), and resolution. In the resolution phase, males experience a *refractory period*, during which renewed arousal and orgasm are impossible.

7: Do hormones influence human sexual motivation?

The female *estrogen* and male *testosterone* hormones influence human sexual behavior less directly than they influence nonhuman animals. Unlike other mammalian females, women's sexuality is more responsive to testosterone level than to estrogen level. Short-term shifts in testosterone level are normal in men, partly in response to stimulation.

8: How do internal and external stimuli influence sexual motivation?

Erotic material and other external stimuli can trigger sexual arousal in both men and women, although the activated brain areas differ somewhat. Men respond more specifically to sexual depictions involving their preferred sex. Sexually explicit material may lead people to perceive their partners as comparatively less appealing and to devalue their relationships. Sexually coercive material tends to increase viewers' acceptance of rape and violence toward women. Fantasies (imagined stimuli) also influence sexual arousal.

9: What factors influence teen sexuality, teen pregnancy, and risk of sexually transmitted infections?

Rates of teen intercourse vary from culture to culture and era to era. Factors contributing to teen pregnancy include ignorance; minimal communication about contraception with parents, partners, and peers; guilt related to sexual activity; alcohol use; and mass media norms of unprotected and impulsive sexuality. STIs—sexually

transmitted infections—have spread rapidly. Attempts to protect teens through comprehensive sex-education programs include contraceptive and abstinence education. High intelligence, religiosity, father presence, and participation in service learning programs are predictors of teen sexual restraint.

10: What has research taught us about sexual orientation?

There is no research evidence that environmental influences determine *sexual orientation*. Support for biological influences on orientation includes the presence of same-sex behaviors in many animal species, straight-gay differences in body and brain characteristics, higher rates of a homosexual

orientation in certain families, and the discovery of a critical period of prenatal development during which exposure to certain hormones affects orientation.

The Need to Belong

11: What evidence points to our human need to belong?

Our need to affiliate or belong—to feel connected and identified with others—had survival value for our ancestors, which may explain why humans in every society live in groups. Societies everywhere control behavior with the threat of ostracism or shunning others. When socially excluded, people may engage in self-defeating behaviors (performing below their ability) or in antisocial behaviors.

Terms and Concepts to Remember

motivation, p. 328

instinct, p. 328

drive-reduction theory, p. 329

homeostasis, p. 329

incentive, p. 329

hierarchy of needs, p. 330

glucose, p. 333

set point, p. 335

basal metabolic rate, p. 335

anorexia nervosa, p. 337

bulimia nervosa, p. 337

binge-eating disorder, p. 337

sexual response cycle, p. 349

refractory period, p. 349

estrogens, p. 350

testosterone, p. 350

sexual orientation, p. 354

▶ AP* Practice Test Questions ◀

Multiple-Choice Questions

- _____ is the idea that physiological needs create an aroused state that motivates an organism to reduce the need.
 - Instinct theory
 - Drive-reduction theory
 - Self-assertion instinct
 - Arousal theory
 - Hierarchy of needs
- Attempts to control social behavior by using the punishing effects of isolation is an example of
 - attachment disorder.
 - ostracism.
 - exploitation.
 - wanting to belong.
 - conforming.
- _____ explains why, when our biological needs are satisfied, we may still feel driven to experience stimulation.
 - Incentive
 - Homeostasis
 - Instinct
 - Arousal theory
 - Physiology
- Why does weight loss come slowly following a rapid loss during the initial three weeks of a rigorous diet?
 - The number of fat cells makes further weight loss impossible.
 - When a person's hunger increases, metabolism increases.
 - When an obese person's set point has been reached, weight loss increases dramatically.
 - The body reacts as if it's being starved and metabolic rates drop.
 - An obese person cannot maintain a rigorous weight loss diet.
- Research conducted by Ancel Keys on semistarvation found that men who were given just enough food to stabilize their weight at 25 percent below their starting weight
 - became obsessed with physical exercise.
 - were more interpersonally outgoing.
 - showed increases in mental cognition.
 - were in a state of homeostasis.
 - lost interest in social activities.
- In Eric Stice's study of adolescent girls, vulnerable girls were more likely to exhibit which of the following tendencies?
 - Increased body dissatisfaction.
 - Less self-consciousness.
 - Increased acceptance of their own body image.
 - Reduction in eating disorders.
 - Decrease in academic performance.

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7. Which of the following is the best biological explanation for why the human body stores fat?
- Fat signals affluence and social status.
 - Fat is a fuel reserve during periods when food is scarce.
 - Fat is a display of abundant food sources.
 - Fat keeps the body warm in winter climates.
 - Fat combats the global epidemic of diabetes.
8. What do we call a need or desire that energizes and directs behavior?
- Incentive
 - Refractory period
 - Emotion
 - Motivation
 - Instinct
9. In a weight discrimination study, Regina Pingitore and her colleagues demonstrated that
- overweight men are rated less worthy than overweight women.
 - there is a correlation between a person's weight and intelligence.
 - an overweight person was rated less worthy of hiring for a job.
 - overweight people make as much money as non-overweight people.
 - overweight people, on average, are as satisfied as their non-overweight peers.
10. Abraham Maslow's hierarchy of needs is a framework that
- aims to eliminate arousal.
 - explains our homeostatic system.
 - helps to describe human motivation.
 - helps people reach self-transcendence.
 - is universally fixed.
11. Which of the following will likely increase an adolescent's odds of pregnancy or contracting a sexually transmitted disease?
- High intelligence
 - Father presence
 - Religious engagement
 - Sexual orientation
 - Ignorance
12. Current research suggests that sexual orientation is most likely a result of
- biology.
 - intelligence.
 - social problems.
 - mental health.
 - culture.
13. What is the tendency to maintain a balanced or constant internal state?
- Hierarchy of needs
 - Basal metabolic rate
 - Homeostasis
 - Instinct
 - Motivation
14. A person who eats excessively and never seems to feel full may have which of the following conditions?
- Tumor in the hypothalamus.
 - Too much insulin.
 - Stomach ulcer.
 - Stomach bypass surgery.
 - Too much obestatin.
15. Which of the following is one of the stages of the sexual response cycle described by Masters and Johnson?
- Plateau
 - Refractory
 - Attraction
 - Compensation
 - Bingeing

Free-Response Question

Explain four challenges faced by those attempting to lose weight. What are four steps one can take to avoid obesity?

ANSWERS

WEB

Multiple-choice self-tests and more may be found at www.worthpublishers.com/myers