

**AP Psychology  
Chapter 13 Reading Guide  
Motivation**

**Instructions:**

- In your AP Psychology notebook, clearly label the top of a page with the chapter number and title.
- As you read the textbook, write your answers into your notebook.
  - o *Answers must be handwritten – typed or printed work will not be accepted*
  - o *Answers must be written into the notebook*
  - o *You DO need to write the question in your notebook*
  - o *You DO need to use the question numbers in your notebook*
- For some questions, a suggested example template has been provided for writing your answers.
- The work must be completed and turned in on the day of the Unit Test.

**Intro**

1. List and describe the 3 types of motives

**Theories of Motivation**

2. Define the term *motivation*.
3. Complete the chart below about motivation:

THEORY	DESCRIPTION	STRENGTH(S)	WEAKNESS(ES)
Instinct and Evolutionary Psychology			
Drive Reduction Model			
Incentives			
Arousal (Yerkes-Dodson)			
Hierarchy of Needs (Maslow)			

**Motivated Behaviors**

4. Explain how eating can motivate us.
5. Explain how sex can motivate us.

**Motivational Conflicts**

6. Describe the different types of motivational conflicts:
  - a. Approach-Approach
  - b. Avoidance-Avoidance
  - c. Approach-Avoidance
  - d. Multiple Approach-Avoidance

**Achievement Motivation**

7. Describe the different types of societies:
  - a. Collectivistic Societies
  - b. Individualistic Societies
8. Describe the two broad motivational labels:
  - a. Intrinsic motivation
  - b. Extrinsic motivation

# Chapter 13 D Reading

**Judd E. Hollander**



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