

## Chapter 6 Basic Motivation Concepts

### MULTIPLE CHOICE

#### Defining Motivation

1. Motivation is:
  - a. a component of ability.
  - b. situational.
  - c. a personal trait.
  - d. a constant intensity for each individual.(b; Moderate; p. 155)
  
2. Motivation is best defined as:
  - a. high performance.
  - b. efficient behavior.
  - c. processes that account for an individual's intensity, direction, and persistence toward attaining a goal.
  - d. being told to exert high levels of effort.(c; Easy; p. 155)
  
3. The three key elements in the definition of motivation do not include:
  - a. drive.
  - b. intensity.
  - c. direction.
  - d. persistence.(a; Moderate; p. 155)

#### Early Theories of Motivation

4. The drive to become what one is capable of becoming is which level of Maslow's hierarchy of needs?
  - a. social
  - b. self-actualization
  - c. physiological
  - d. esteem(b; Easy; p. 156)
  
5. The most well-known theory of motivation is Abraham Maslow's:
  - a. Theories X and Y
  - b. Hierarchy of Needs
  - c. Two-factor Theory
  - d. Motivator-Hygiene Theory(b; Easy; p. 156)
  
6. Maslow's hierarchy has five levels of needs. Which of the following is not one of those levels?

# Chapter 6 Basic Motivation Concepts Multiple Choice

**A Gutmann**



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## **Table of Contents Chapter 6 Basic Motivation Concepts Multiple Choice**

1. Understanding the eBook Chapter 6 Basic Motivation Concepts Multiple Choice
  - The Rise of Digital Reading Chapter 6 Basic Motivation Concepts Multiple Choice
  - Advantages of eBooks Over Traditional Books
2. Identifying Chapter 6 Basic Motivation Concepts Multiple Choice
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Chapter 6 Basic Motivation Concepts Multiple Choice
  - User-Friendly Interface
4. Exploring eBook Recommendations from Chapter 6 Basic Motivation Concepts Multiple Choice
  - Personalized Recommendations
  - Chapter 6 Basic Motivation Concepts Multiple Choice User Reviews and Ratings
  - Chapter 6 Basic Motivation Concepts Multiple Choice and Bestseller Lists
5. Accessing Chapter 6 Basic Motivation Concepts Multiple Choice Free and Paid eBooks
  - Chapter 6 Basic Motivation Concepts Multiple Choice Public Domain eBooks
  - Chapter 6 Basic Motivation Concepts Multiple Choice eBook Subscription Services
  - Chapter 6 Basic Motivation Concepts Multiple Choice Budget-Friendly Options
6. Navigating Chapter 6 Basic Motivation Concepts Multiple Choice eBook Formats

- ePub, PDF, MOBI, and More
  - Chapter 6 Basic Motivation Concepts Multiple Choice Compatibility with Devices
  - Chapter 6 Basic Motivation Concepts Multiple Choice Enhanced eBook Features
7. Enhancing Your Reading Experience
    - Adjustable Fonts and Text Sizes of Chapter 6 Basic Motivation Concepts Multiple Choice
    - Highlighting and Note-Taking Chapter 6 Basic Motivation Concepts Multiple Choice
    - Interactive Elements Chapter 6 Basic Motivation Concepts Multiple Choice
  8. Staying Engaged with Chapter 6 Basic Motivation Concepts Multiple Choice
    - Joining Online Reading Communities
    - Participating in Virtual Book Clubs
    - Following Authors and Publishers Chapter 6 Basic Motivation Concepts Multiple Choice
  9. Balancing eBooks and Physical Books Chapter 6 Basic Motivation Concepts Multiple Choice
    - Benefits of a Digital Library
    - Creating a Diverse Reading Collection Chapter 6 Basic Motivation Concepts Multiple Choice
  10. Overcoming Reading Challenges
    - Dealing with Digital Eye Strain
    - Minimizing Distractions
    - Managing Screen Time
  11. Cultivating a Reading Routine Chapter 6 Basic Motivation Concepts Multiple Choice
    - Setting Reading Goals Chapter 6 Basic Motivation Concepts Multiple Choice
    - Carving Out Dedicated Reading Time
  12. Sourcing Reliable Information of Chapter 6 Basic Motivation Concepts Multiple Choice
    - Fact-Checking eBook Content of Chapter 6 Basic Motivation Concepts Multiple Choice
    - Distinguishing Credible Sources
  13. Promoting Lifelong Learning
    - Utilizing eBooks for Skill Development
    - Exploring Educational eBooks
  14. Embracing eBook Trends
    - Integration of Multimedia Elements
    - Interactive and Gamified eBooks

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