

## 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

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