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| **PROGRESS TEST 2: UNIT 8: MOTIVATION & EMOTION** |

**MULTIPLE CHOICE QUESTIONS**

1. Which theory states that our bodies react and then we feel an emotion?
2. Cannon-Bard theory
3. Cognitive theory
4. James-Lange theory
5. Schachter-Singer theory
6. Which theory states that a stimulus leads to an emotion, which leads to bodily arousal?
7. Common Sense theory of emotion
8. James-Lange theory
9. Cannon-Bard theory
10. Cognitive theory
11. Which theory states that a stimulus simultaneously triggers arousal and emotion?
12. Common Sense theory of emotion
13. Cannon-Bard theory
14. James-Lange theory
15. Cognitive theory
16. Which theory states that how we cognitively label a stimulus determines the emotion?
17. James-Lange theory
18. Cannon-Bard theory
19. Schachter-Singer theory
20. Common Sense theory of emotion
21. Simply forcing oneself to smile (or to frown) leads to increased happiness (or anger)
22. Biofeedback
23. Facial feedback
24. Spillover effect
25. Optimal arousal
26. Theory that says the importance of interpretations is based on previous experience and modeling.
27. Cannon-Bard theory
28. James-Lange theory
29. Cognitive theory
30. Social learning theory
31. What is the strong desire to succeed in attaining goals, not only realistic ones, but also moderately challenging ones?
32. Need for arousal
33. Need for power
34. Need for affiliation
35. Need for achievement
36. What is the need for friendly social interactions and relationships with others?
37. Need for power
38. Need for arousal
39. Need for affiliation
40. Need for achievement
41. Which approach to motivation assumes that people are governed by instincts similar to those of animals?
42. Instinct theory
43. Incentive theory
44. Drive-Reduction theory
45. Humanistic theory
46. Approach to motivation that assumes behavior arises from the physiological needs that cause internal drives to push the organism to satisfy the need and reduce the tension:
47. Arousal theory
48. Humanistic theory
49. Drive-reduction theory
50. Incentive theory
51. Theory of motivation that says people have an optimal level of stimulation that they seek to maintain:
52. Instinct theory
53. Incentive theory
54. Drive-Reduction theory
55. Arousal theory
56. Which of the following is the theory of motivation in which behavior is explained as a response to the external stimulus and its rewarding properties?
57. Instinct theory
58. Maslow’s hierarchy of motives
59. Incentive theory
60. Arousal theory
61. The point that is seldom reached at which people have sufficiently satisfied lower needs and achieved their full human potential.
62. homeostasis
63. achievement
64. self-esteem
65. self-actualization
66. Hunger triggering hormone produced by the lateral hypothalamus.
67. Ghrelin
68. Orexin
69. Glucose
70. Leptin
71. Controversial figure in human sexuality research. Used structured interviews to gather information on subjects’ sexual histories.
72. Alfred Kinsey
73. Ancel Keys
74. Abraham Maslow
75. William James
76. Researcher who found that emotional response of participants injected with epinephrine depended upon their interpretation of the situation they were placed in.
77. William James
78. Hans Selye
79. Stanley Schachter
80. Ancel Keys
81. “Lie detector test” that measures SNS activity. Wrong 33% of the time.
82. Guilty Knowledge Test
83. Polygraph Test
84. Type A – Type B Indicator Test
85. Holmes-Rahe Stress Scale Test
86. Sequence of 4 stages described by Masters & Johnson.
87. General Adaptation Syndrome
88. malnutrition
89. anorexia nervosa
90. bulimia nervosa
91. Stimulation of this area would cause a rat to begin eating
92. Lateral Hypothalamus
93. Ventromedial Hypothalamus
94. HIppocampus
95. Prefrontal Cortex
96. Activity in this brain area has been linked to more positive emotional states.
97. Left prefrontal cortex
98. Right prefrontal cortex
99. Amygdala
100. Lateral hypothalamus
101. Hunger hormone produced by empty stomach.
102. Leptin
103. Orexin
104. PYY
105. Ghrelin
106. A journalist chooses to go to Afghanistan to cover the war hoping to acquire admiration from his peers and a promotion. Which of the following theories of motivation best explains his decision?
107. Drive theory
108. Incentive theory
109. Fixed action pattern
110. Socio-cognitive theory
111. Which of the following best defines set point?
112. It refers to how efficiently the body breaks down food
113. It refers to how quickly the body turns food into energy
114. It refers to a certain level of body fat that the body maintains
115. It controls the body’s metabolism
116. Which of the following best illustrates intrinsic motivation?
117. Running a marathon to support breast cancer
118. Rock climbing to win first prize
119. Graduating with honors
120. Trying out for the high school basketball team
121. The six universal emotions specified that inherited facial patterns of expression are
122. worried, sadness, anger, resentment, disgust and fear
123. happiness, sadness, anger, surprise, disgust and fear
124. happiness, excitement, anger, sadness, joy and fear
125. confusion, happiness, sadness, anger, fear and disgust
126. If the ventromedial hypothalamus is destroyed
127. the rat will starve to death
128. the rat will only eat when it is hungry
129. the rat will become obese
130. the rat’s biological glucose level will maintain constant
131. If a person does not eat for a period of time, it causes a need for food. This produces a state of tension. The tension energizes the person to act in some way to find food, thereby returning the body to homeostasis. This is an example of
132. intrinsic action pattern
133. sympathetic nervous system
134. extrinsic motivation
135. drive reduction theory
136. What was one major criticism of James-Lange Theory?
137. Emotions are easily associated with one specific physiological change
138. Physiological changes do not vary in intensity
139. Different emotions are not necessarily associated with different patterns of physiological change
140. Most emotions do not need a large amount of interpretation