

DIRECTIONS: Test your intuitions about behavior by answering true or false to the statements below.

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| 1. _____ Biological needs can drive us to action. | 7. _____ When choosing a partner, men tend to focus on youth and attractiveness and women focus more on social and economic status. |
| 2. _____ In an experiment it was proven that loving touch was more motivating to monkeys than food. | 8. _____ Maslow's hierarchy of needs attempts to rank our needs in the order we are driven to meet them. |
| 3. _____ Incentives do not impact our motivation. | 9. _____ Our physiological response to a situation does not affect the emotion we feel. |
| 4. _____ Intrinsic motivation is based on gaining incentives. | 10. _____ Cognitive theories on emotion stress the mental processes involved in the emotion. |
| 5. _____ Everyone has a set point, or a certain level of body fat that our bodies strive to maintain. | 11. _____ Every culture exhibits distinctly different facial expressions. |
| 6. _____ Emotions can function as motivation. | 12. _____ Motivation has a major impact on how successful you will be in life. |

DIRECTIONS: Three scenarios of risky behaviors are presented below. Answer the questions that follow.

The Base Jumper: Terri began base jumping (jumping off of tall hills and structures then parachuting) when she was 15 years old. She felt extremely scared the first time, but soon felt a rush of excitement afterward. Now just anticipating her next base jump is exciting. Since beginning base jumping, Terri reports that she is more confident. Besides, her friends think she is really cool.

- Extrinsic motivation involves behaving because we will obtain an incentive or external reward for the behavior. What were the extrinsic motivators presented in this scenario? _____
- Intrinsic motivation involves behaving because we will obtain a personal or internal reward for the behavior. What were the intrinsic motivators presented in this scenario? _____
- Does this scenario reflect mostly extrinsic motivation or intrinsic motivation? _____
- Based on your chosen answer for #3, does Incentive Theory or Cognitive Theory best explain why the person in this scenario was motivated to perform a high risk behavior? _____

The Suspender: Jack has several body piercings and he has begun to suspend. This activity involves inserting hooks, usually in the skin of the back, and suspending from ropes or chains tied to these hooks. While the activity sounds disgusting to Jack's family, he feels terrific after he suspends. Sometimes he even gets paid for suspending, and he always gets lots of attention.

- What were the extrinsic motivators presented in this scenario? _____
- What were the intrinsic motivators presented in this scenario? _____
- Does this scenario reflect mostly extrinsic motivation or intrinsic motivation? _____
- Based on your chosen answer for #3, does Incentive Theory or Cognitive Theory best explain why the person in this scenario was motivated to perform a high risk behavior? _____

The Thief: Saleena used to shop lift when she was younger because her family was poor and needed clothing and food. Now, Saleena has enough money, but she finds herself shoplifting on occasion. She enjoys the craftiness it takes to steal without being caught—the feeling that she can outsmart the storeowners. She also gets to wear nice clothing in return for her efforts.

1. What were the extrinsic motivators presented in this scenario? _____
2. What were the intrinsic motivators presented in this scenario? _____
3. Does this scenario reflect mostly extrinsic motivation or intrinsic motivation? _____
4. Based on your chosen answer for #3, does Incentive Theory or Cognitive Theory best explain why the person in this scenario was motivated to perform a high risk behavior? _____

Needs Assessment Questionnaire: *This scale contains 20 statements that may describe you and the types of things you may like to do. For each statement, indicate your agreement or disagreement using the following scale.*

1 = strongly disagree 2 = disagree 3 = neither agree nor disagree 4 = agree 5 = strongly agree

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| 1. _____ I try to get the best grades possible in my classes. | 11. _____ I would like to be my own boss. |
| 2. _____ I spend a lot of time talking to other people. | 12. _____ I seek an active role in the leadership of a group. |
| 3. _____ I would like a career where I have very little supervision. | 13. _____ I push myself to be “all that I can be.” |
| 4. _____ I would enjoy being in charge of a project. | 14. _____ I prefer to do my own work and let others do theirs. |
| 5. _____ I am a hard worker. | 15. _____ I like to work at my own pace on classwork. |
| 6. _____ Before a test, I like to study with a group rather than by myself. | 16. _____ I find myself organizing and directing the activities of others. |
| 7. _____ I would like a job where I can plan my work schedule myself. | 17. _____ I try very hard to improve on my past performance at school. |
| 8. _____ I would rather receive orders than give them. | 18. _____ I try my best to work alone on an assignment. |
| 9. _____ It is important to me to do the best job possible. | 19. _____ In my assignments, I try to be my own boss. |
| 10. _____ When I have a choice, I try to work in a group instead of by myself. | 20. _____ I strive to be “in command” when I am working in a group. |

1. Did you notice a pattern in the items you strongly disagreed with? What type of pattern did you notice? _____
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