**A Self-Study Guide to General Psychology, Revised 2015**

**(Psychology 1: Introduction to Psychology)**

**PART VIII: MOTIVATION**

**A. Know the following TERMS:**

**1. Motive**

**2. Drive**

**3. Need**

**4. Want**

**5. Goal**

**B. Memorize the CYCLE of MOTIVATION.**

**C. Draw and explain Maslow's HIERARCHY of NEEDS.**

**D. Know these THEORIES of MOTIVATION:**

**1. Maslow’s Theory of Sequential Development (Hierarchy of Needs)**

**2. Murray’s Need Theory**

**3. Allport’s Theory of Motives**

**4. Adler’s Striving for Superiority**

**E. Identify the different TYPES of MOTIVES. Know the CLASSIFICATION of MOTIVES and the motives behind different kinds of behavior.**

**1.  Air Hunger**

**2.  Thirst and Hunger Needs**

**3.  Sex Drive**

**4.  Need Dependence**

**5.  Need Security**

**6.  Need Self-Esteem**

**7.  Need Power**

**8.  Need Achievement**

**9.  Need Approval**

**10. Need Affiliation**

**11. Need to Explore**

**12. Self-Actualization Need**

**13. Others**