**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**