

STUDY GUIDE

8A: Motivation

UNIT OVERVIEW

Motivation is the study of forces that energize and direct our behavior. Unit SA discusses various motivational concepts and looks closely at three motives: hunger, sex, and the need to belong. Research on hunger points to the fact that our biological drive to eat is strongly influenced by psychological and social-cultural factors. Sexual motivation in men and women is triggered less by physiological factors and more by external incentives. Even so, research studies demonstrate that sexual orientation is neither willfully chosen nor easily changed. The last part of the unit discusses the need to belong.

Our need to feel connected with others had survival value for our ancestors, and may explain why humans everywhere live in groups.

UNIT REVIEW

First, skim each section, noting headings and boldface items. After you have read the section, review each objective by answering the fill-in and essay-type questions that follow it. As you proceed, evaluate your performance by consulting the answers. Do not continue with the next section until you understand each answer. If you need to, review or reread the section in the textbook before continuing.

Introduction and Motivational Concepts (pp. 328-331)

Objective 1: Define motivation as psychologists use the term today, and identify four perspectives useful for studying motivated behavior.

1. Motivation is defined as _____ .
2. Four perspectives on motivation are _____ theory (which has been replaced by the _____ perspective), _____ - _____ theory, _____ theory, and the _____ of needs proposed by _____ .
3. As a result of Darwin's influence, many complex behaviors were classified as rigid, unlearned behavior patterns that are characteristic of a species, called _____. Although early instinct theory (did/did not) explain human motives, the underlying assumption that _____ predispose species-typical behavior remains strong.
4. According to another view of motivation, organisms may experience a physiological _____, which creates a state of arousal that _____ the organism to reduce the need.
5. The aim of drive reduction is to maintain a constant internal state, called _____ .
6. Behavior is often not so much pushed by our drives as it is pulled by _____ in the environment.
7. Rather than reduce a physiological need, some motivated behaviors actually _____ arousal. This demonstrates that human motives (do/do not) always satisfy some biological need.
8. Human motivation aims not to eliminate _____ but to seek _____ of arousal.

Objective 2: Describe Maslow's hierarchy of needs.

9. Starting from the idea that _____ - _____ needs such as the need for water take precedence over others, Maslow constructed a hierarchy of needs.
10. According to Maslow, the _____ needs are the most pressing, whereas the highest-order needs relate to _____ and _____ .

11. A criticism of Maslow's theory is that the sequence is _____ and not _____ experienced.
12. Surveys of life satisfaction reveal that _____ satisfaction is strongly predictive of well-being in poorer nations, whereas _____ - _____ satisfaction matters more :in wealthy nations and _____ in individualist nations.

Hunger (pp. 331-348)

Objective 3: Describe the physiological determinants of hunger.

1. Ancel Keys observed that men became preoccupied with thoughts of food when they underwent _____ .
2. Cannon and Washburn's experiment using a balloon :indicated that there is an association between hunger and _____ .
3. When rats had their stomachs removed, hunger (did/did not) continue.
4. Increases in the hormone _____ diminish blood _____ , partly by converting it to stored fat, which causes hunger to _____ .
5. The brain area that plays a role in hunger and other bodily maintenance functions is the _____ . Animals will begin eating when the _____ is electrically stimulated. When this region is destroyed, hunger (increases/decreases). Animals will stop eating when the is stimulated. When this area is destroyed, animals (overeat/undereat).
6. The hypothalamus also secretes the hunger-triggering hormone _____ .
7. The hunger-arousing hormone secreted by an . empty stomach is _____ .
8. When a portion of an obese person's stomach is surgically sealed off, the remaining stomach produces (more/less) of this hormone.

For questions 9-11, identify the appetite hormone that is described.

9. Chemical secreted by bloated fat cells: _____ .
10. Digestive tract hormone that signals fullness: _____ .
11. Hormone secreted by the stomach that signals fullness: _____ .
12. The weight level at which an individual's body is programmed to stay is referred to as the body's _____ . A person whose weight goes beyond this level will tend to feel (more/less) hungry than usual and expend (more/less) energy.
13. The rate of energy expenditure in maintaining basic functions when the body is at rest is the _____ rate. When food intake is reduced.. the body compensates by (raising/lowering) this rate.
14. The concept of a precise body set point that drives hunger (is accepted/is not accepted) by all researchers. Some researchers believe that set point can be altered by _____ .
In support of this idea is evidence that when people and other animals are given unlimited access to tasty foods .. they

tend to _____ and _____. For these reasons, some researchers prefer to use the term _____ as an alternative to the idea that there is a fixed set point.

Objective 4: Discuss psychological, cultural, and situational influences on hunger.

15. Research with amnesia patients indicates that part of knowing when to eat is our _____ of our last meal.
16. Carbohydrates boost levels of the neurotransmitter _____, which (calms/arouses) the body.
17. Taste preferences for sweet and salty are (genetic/learned). Other influences on taste include _____ and _____.
18. We have a natural dislike of many foods that are _____; this _____ was probably adaptive for our ancestors, and protected them from toxic substances.
19. Because of _____ facilitation, people tend to eat (less/more) when they are with other people. The phenomenon of _____ is the tendency to mindlessly eat more when portions are larger.

Objective 5: Explain how the eating disorders demonstrate the influence of psychological forces on physiologically motivated behavior.

20. The disorder in which a person becomes significantly underweight and yet feels fat is known as _____.
21. A more common disorder is _____, which is characterized by repeated _____ - _____ episodes and by feelings of depression or anxiety. When bouts of excessive eating followed by remorse are not accompanied by excessive exercise or fasting, the _____ - _____ disorder may be diagnosed.
22. The families of bulimia patients have a high incidence of childhood _____ and _____ self-evaluation. The families of anorexia patients tend to be _____, _____, _____, and _____.
23. Genetic factors (may/do not) influence susceptibility to eating disorders.
24. Vulnerability to eating disorders (increases/does not increase) with greater body dissatisfaction.
25. Women students in _____ rate their actual shape as closer to the cultural ideal. In _____ cultures, however, the rise in eating disorders has coincided with an increasing number of women having a poor _____.
26. Stice and Shaw found that when young women were shown pictures of unnaturally thin models, they felt more _____, _____, and _____ with their own bodies.

Objective 6: Describe research findings on obesity and weight control.

27. Being slightly overweight (poses/does not pose) serious health risks. In the United States, over _____ (how many?) percent of adults are obese. Significant obesity increases the risk of _____.

28. In developing societies where people face _____, obesity is considered a sign of _____ and _____.
29. The risks of obesity are greater for people who carry their weight at their _____. It also has been linked in women to their risk of late-life _____ disease and brain tissue loss.
30. Obese people are often stereotyped as _____, _____, and _____.
31. One study found that obese women earned _____ than a control group of nonobese women and were less likely to be _____.
32. In one experiment, job applicants were rated as less worthy of hiring when they were made to appear _____.
33. The energy equivalent of a pound of fat is approximately _____ calories.
34. The immediate determinant of body fat is the size and number of _____ one has. This number is, in turn, determined by several factors, including _____.
35. The size of fat cells (can/cannot) be decreased by dieting; the number of fat cells (can/cannot) be decreased by dieting.
36. Fat tissue has a (higher/lower) metabolic rate than lean tissue. The result is that fat tissue requires (more/less) food energy to be maintained.
37. The body weight "thermostat" of obese people (is/is not) set to maintain a higher-than-average weight. When weight drops below this setting, _____ increases and _____ decreases.

Explain why, metabolically, many obese people find it so difficult to become and stay thin.

38. Studies of adoptees and twins (do/do not) provide evidence of a genetic influence on obesity. A particular variant of the gene called _____ has been shown to nearly double a person's risk of becoming obese.
39. People are (less/more) likely to become obese when a friend becomes obese, thus demonstrating influence as a factor in obesity. Obesity is (more/less) common among those who watch more daily TV and (more/less) common among people living in communities where walking is common.
40. Most obese persons who lose weight (gain/do not gain) it back.
(Close-Up) State several pieces of advice for those who want to lose weight.

Sexual Motivation (pp. 348-359)

Objective 7: Describe the human sexual response cycle.

1. The two researchers who identified a four-stage sexual response cycle are _____ and _____. In order, the stages of the cycle are the _____ phase, the _____ phase, _____, and the _____ phase.

2. During resolution, males experience a _____ , during which they are incapable of another orgasm.

Objective 8: Discuss the impact of hormones, external stimuli, and fantasies on sexual motivation and behavior.

3. In most mammals, females are sexually receptive only during ovulation, when the hormones, the _____ (such as _____) have peaked.
4. The importance of the hormone _____ to male sexual arousal is confirmed by the fact that sexual interest declines in animals if their _____ are removed. In women, low levels of the hormone _____ may cause a waning of sexual interest.
5. Normal hormonal fluctuations in humans have (little/significant) effect on sexual motivation. In later life, frequency of intercourse (increases/decreases) as sex hormone levels (increase/decline).
6. Research has shown that erotic stimuli (are/are not) nearly as arousing for women as for men.
7. Brain scans reveal more activity in the _____ among (women/men) who are viewing erotica.
- Explain some of the possible harmful consequences of sexually explicit material.

8. Most women and men (have/do not have) sexual fantasies. Compared with women's fantasies, men's sexual fantasies are more _____. Sexual fantasies (do/do not) indicate sexual problems or dissatisfaction.

Objective 9: Discuss some of the factors that influence adolescent sexual behavior, and describe trends in the spread of sexually transmitted infections.

9. Sexual expression varies widely from one _____ to another and with the passage of _____ .
10. Rates of teen intercourse are roughly similar in _____ and _____ countries and among North Americans of _____ descent.
11. Because teenage sex is often _____ , there is increased risk of pregnancy and _____. Compared with European teens, American teens have (higher/lower) rates of intercourse, (higher/lower) rates of contraceptive use, and thus (higher/lower) rates of teen pregnancy and abortion.

State five factors that contribute to the high rate of unprotected sex among teenagers.

12. Unprotected sex has led to an increase in adolescent rates of _____. Teenage girls, because of their not yet fully mature biological development and lower levels of protective _____ , may be especially vulnerable to STIs.

State several predictors of sexual restraint (reduced teen sexuality and pregnancy).

Objective 10: Summarize current views on the number of people whose sexual orientation is homosexual, and discuss the research on environmental and biological influences on sexual orientation.

13. A person's sexual attraction toward members of a particular gender is referred to as _____ .
14. Historically, (all/a slight. majority) of the world's cultures have been predominantly heterosexual. Most homosexuals begin thinking of themselves as gay or lesbian around _____ .
15. Studies in Europe and the United States indicate that approximately _____ percent of men and _____ percent of women are exclusively homosexual. This finding suggests that popular estimates of the rate of homosexuality are (high/low/accurate).
16. Some homosexuals struggle with their sexual orientation and are at increased risk of _____ attempts.
17. A person's sexual orientation (does/does not) appear to be voluntarily chosen. Several research studies reveal that sexual orientation among _____ (women/men) tends to be less strongly felt and potentially more changeable than among the other gender. This phenomenon has been called the gender difference in _____ .
18. Childhood events and family relationships (are/are not) important factors in determining a person's sexual orientation. Also, homosexuality (does/does not) involve a fear of the other gender that leads people to direct their sexual desires toward members of their own gender.
19. Sex hormone levels (do/do not) predict sexual orientation.
20. As children, most homosexuals (were/were not) sexually victimized.
21. Homosexual and bisexual people appear more often in certain populations, including _____ , _____ , _____ , and _____ .
22. Men who have older brothers are somewhat (more/less) likely to be gay. This phenomenon, which has been called the _____ , may represent a defensive maternal _____ response to substances produced by (male/female) fetuses.
23. Same-sex attraction (does/does not) occur among animals.
24. Researcher Simon LeVay discovered a cluster of cells in the _____ that is larger in _____ men than in all others. Gays and lesbians differ from their straight counterparts in their preference for sex-related _____ . Other studies have found that the brain's _____ is larger in lesbian women and heterosexual men.
25. Studies of twins suggest that genes probably (do/do not) play a role in homosexuality. Research has confirmed that homosexual men have more homosexual relatives on their (mother's/father's) side than on their (mother's/father's) side.
26. In animals and some rare human cases, sexual orientation has been altered by abnormal _____ conditions during prenatal development. In humans, prenatal exposure to hormone levels typical of

- _____ particularly between _____ and _____ months after conception, may predispose an attraction to males.
27. Gays and lesbians may have certain physical traits that fall midway between straight males and females, including _____ ridges, greater odds of being (right/left)-handed, and anatomical traits of the _____ within the hearing system.
28. A number of scientists today believe that biological factors may predispose a _____ that influences sexuality, and thus explains why sexual orientation is (difficult/relatively easy) to change. Most psychiatrists now believe that _____ plays the larger role in predisposing sexual orientation. Those who believe that sexual orientation is determined by _____ express more accepting attitudes toward homosexual persons.

The Need to Belong (pp. 359-362)

Objective 11: Describe the adaptive value of social attachments, and discuss both healthy and unhealthy consequences of our need to belong.

1. The philosopher _____ referred to humans as the _____ animal. From an evolutionary standpoint, social bonds in humans boosted our ancestors' _____ rates. As adults, those who formed _____ were more likely to _____ and co-nurture their offspring to maturity.
2. When asked what makes life meaningful, most people mention _____ .
3. Feeling accepted and loved by others boosts our _____ .
4. Much of our _____ behavior aims to increase our belonging. For most people, familiarity leads to (liking/disliking).
5. After years of placing individual refugee and immigrant families in _____ communities, U.S. policies today encourage _____ .
6. (Throughout the world/Only in certain cultures do) people use social exclusion, or _____ , to control social behavior.
7. Researchers have found that people who are rejected are more likely to engage in _____ behaviors, to underperform on _____ , and to act in disparaging or _____ ways.

PROGRESS TEST 1

Multiple-Choice Questions

Circle your answers to the following questions and check them with the answers. If your answer is incorrect, read the explanation for why it is incorrect and then consult the appropriate pages of the text (in parentheses following the correct answer).

1. Motivation is best understood as a state that
 - a. reduces a drive.
 - b. aims at satisfying a biological need.
 - c. energizes an organism to act.
 - d. energizes and directs behavior.
2. Which of the following is a difference between a drive and a need?
 - a. Needs are learned; drives are inherited.
 - b. Needs are physiological states; drives are psychological states.

- c. Drives are generally stronger than needs.
d. Needs are generally stronger than drives.
3. One problem with the Idea of motivation as drive reduction is that
- because some motivated behaviors do not seem to be based on physiological needs, they cannot be explained in terms of drive reduction.
 - it fails to explain any human motivation.
 - it cannot account for homeostasis.
 - it does not explain the hunger drive.
4. Some scientific evidence makes a preliminary link between homosexuality and
- late sexual maturation.
 - the age of an individual's first erotic experience.
 - atypical prenatal hormones.
 - early problems in relationships with parents.
5. Increases in insulin will
- lower blood sugar and trigger hunger.
 - raise blood sugar and trigger hunger.
 - lower blood sugar and trigger satiety.
 - raise blood sugar and trigger satiety.
6. Electrical stimulation of the lateral hypothalamus will cause an animal to
- begin eating.
 - stop eating.
 - become obese.
 - begin copulating.
7. The text suggests that a neophobia for unfamiliar tastes
- is more common in children than in adults.
 - protected our ancestors from potentially toxic substances.
 - may be an early warning sign of an eating disorder.
 - only grows stronger with repeated exposure to those tastes.
8. I am a protein produced by fat cells, and monitored by the hypothalamus. When in abundance, I cause the brain to increase metabolism. What am I?
- PYY
 - ghrelin
 - orexin
 - leptin
9. Instinct theory and drive-reduction theory both emphasize factors in motivation.
- environmental
 - cognitive
 - psychological
 - biological
10. The correct order of the stages of Masters and Johnson's sexual response cycle is
- plateau; excitement; orgasm; resolution.
 - excitement; plateau; orgasm; resolution.
 - excitement; orgasm; resolution; refractory.
 - plateau; excitement; orgasm; refractory.
11. Few human behaviors are rigidly patterned enough to qualify as
- needs.
 - drives.
 - instincts.
 - incentives.
12. Which of the following is NOT true regarding sexual orientation?
- Sexual orientation is neither willfully chosen nor willfully changed. . .
 - Some homosexuals struggle with their sexual orientation.
 - Men's sexual orientation is potentially more fluid and changeable than women's.
 - Women, regardless of sexual orientation, respond to both female and male erotic stimuli.
13. In his study of men on a semi-starvation diet, Keys found that
- the metabolic rate of the men increased.
 - the men eventually lost interest in food.
 - the men became obsessed with food..
 - the men's behavior directly contradicted predictions made by Maslow's hierarchy of needs.
14. When asked what makes life meaningful, most people first mention
- good health.
 - challenging work.
 - satisfying relationships.
 - serving others.
15. Which of the following is true of bulimia nervosa?
- It involves bingeing and purging.
 - Sufferers are usually females from competitive families.
 - It results in dramatic weight loss.
 - Victims set perfectionist standards for themselves.
16. Castration of male rats results in
- reduced testosterone and sexual interest.
 - reduced testosterone, but no change in sexual interest.
 - reduced estradiol and sexual interest.
 - reduced estradiol, but no change in sexual interest.
17. Research on genetic influences on obesity reveals that
- the body weights of adoptees correlate with that of their biological parents.
 - the body weights of adoptees correlate with that of their adoptive parents.
 - identical twins usually have very different body weights.
 - the body weights of identical twin women are more similar than those of identical twin men.
18. Research on obesity indicates that
- pound for pound, fat tissue requires more calories to maintain than lean tissue.
 - once fat cells are acquired they are never lost,
19. The number of fat cells a person has is influenced by
- genetic predisposition.
 - childhood eating patterns.
 - adulthood eating patterns.
 - all of these factors.

Matching Items

Match each term with its definition or description.

Terms

- _____ 1. anorexia nervosa
- _____ 2. set point
- _____ 3. incentive
- _____ 4. testosterone
- _____ 5. binge-eating disorder
- _____ 6. refractory period
- _____ 7. estrogen
- _____ 8. homeostasis
- _____ 9. basal metabolic rate
- _____ 10. glucose
- _____ 11. sexual orientation
- _____ 12. bulimia nervosa

Definitions or Descriptions

- a. hormone secreted more by females than by males
- b. the body's tendency to maintain a balanced internal state
- c. hormone secreted more by males than by females
- d. resting period after orgasm
- e. environmental stimulus that motivates behavior
- f. a person's attraction to members of a particular sex
- g. an eating disorder characterized by significantly below normal weight
- h. the major source of energy for body tissues
- i. resting rate of energy expenditure
- j. an eating disorder characterized by repeated episodes of overeating followed by vomiting, fasting, or laxative use
- k. the body's weight-maintenance setting
- l. characterized by bouts of overeating and remorse, but without excessive exercise or fasting

PROGRESS TEST 2

Progress Test 2 should be completed during a final unit review. Answer the following questions after you thoroughly understand the correct answers for the section reviews and Progress Test 1.

Multiple-Choice Questions

- 1. Which of the following influences on hunger motivation does NOT belong with the others?
 - a. set/settling point .
 - b. attraction to sweet and salty tastes
 - c. reduced production of ghrelin after stomach bypass surgery
 - d. memory of time elapsed since your last meal
- 2. Homeostasis refers to
 - a. the tendency to maintain a steady internal state.
 - b. the tendency to seek external incentives for behavior.
 - c. the setting of the body's "weight thermostat."
 - d. a theory of the development of sexual orientation. ,
- 3. The tendency to overeat when food is plentiful
 - a. is a recent phenomenon that is associated' with the luxury of having ample food.
 - b. emerged in our prehistoric ancestors as an adaptive response to alternating periods of feast and famine.
 - c. is greater in developed, than in developing, societies.
 - d. is stronger in women than in men.
- 4. Although the cause of eating disorders is still unknown, proposed explanations focus on all the following EXCEPT
 - a. metabolic factors.
 - b. genetic factors.
 - c. family background factors.
 - d. cultural factors.
- 5. The brain area that when stimulated suppresses eating is the
 - a. lateral hypothalamus.
 - b. ventromedial hypothalamus.
 - c. lateral thalamus.
 - d. ventromedial thalamus.
- 6. Exposure of a fetus to the hormones typical of females between ___and ___months after conception may predispose the developing human to become attracted to males.
 - a. 1;3
 - b. 2;5
 - c. 4;7
 - d. 6;9

7. Which of the following statements concerning homosexuality is true?
 - a. Homosexuals have abnormal hormone levels.
 - b. As children, most homosexuals were molested by an adult homosexual.
 - c. Homosexuals had a domineering opposite-sex parent.
 - d. Research indicates that sexual orientation may be at least partly physiological.
8. Women in ___ rate their body ideals closest to their actual shape.
 - a. Western cultures
 - b., countries such as Africa, where thinness can signal poverty,
 - c. countries such as India, where thinness is not idealized,
 - d. Australia, New Zealand, and England
9. According to Maslow's theory
 - a. the most basic motives are based on safety needs.
 - b. needs are satisfied in a specified order.
 - c. the highest motives relate to self-actualization.
 - d. the order of these is not universally fixed.
10. Which of the following is INCONSISTENT with the drive-reduction theory of motivation?
 - a.. When body temperature drops below 98.6° Fahrenheit, blood vessels constrict to conserve warmth.
 - b. A person is driven to seek a drink when his or her cellular water level drops below its optimum point.
 - c. Monkeys will work puzzles even if not given. a food reward.
 - d. A person becomes hungry when body weight falls below its biological set point.
11. Which of the following is true concerning eating disorders?
 - a. Genetic factors may influence susceptibility.
 - b. Cultural pressures for thinness strongly influence teenage girls.
 - c. Family background is a significant factor.
 - d. All of these statements are true.
12. Sexual orientation refers to
 - a. a person's tendency to display behaviors typical of males or females.
 - b. a person's sense of identity as a male or female.
 - c. a person's enduring sexual attraction toward members of a particular gender.
 - d. a person's level of arousal during the response cycle.
13. Hunger and sexual motivation are alike in that both are influenced by
 - a. internal physiological factors.
 - b. external and imagined stimuli.
 - c. cultural expectations.
 - d. all of these factors.
14. According to Masters and Johnson, the sexual response of males is most likely to differ from that of females during
 - a. the excitement phase.
 - b. the plateau phase.
 - c. orgasm.
 - d. the resolution phase.
15. In animals, destruction of the lateral hypothalamus results in __, whereas destruction of the ventromedial hypothalamus results in __ .
 - a. overeating; loss of hunger
 - b. loss of hunger; overeating
 - c. an elevated set point; a lowered set point
 - d. increased thirst; loss of thirst
16. Which of the following is NOT necessarily a reason that obese people have trouble losing weight?
 - a. Fat tissue has a lower metabolic rate than lean tissue.
 - b. Once a person has lost weight, it takes fewer calories to maintain his or her current weight.
 - c. The tendency toward obesity may be genetically based.
 - d. Obese people tend to lack willpower.
17. Beginning with the "most basic needs, which of the following represents the correct sequence of needs in the hierarchy described by Maslow?
 - a. safety; physiological; esteem; belongingness and love; self-fulfillment; self-transcendence
 - b. safety; physiological; belongingness and love; esteem; self-fulfillment; self-transcendence
 - c. physiological; safety; esteem; belongingness and love; self-fulfillment; self-transcendence
 - d. physiological; safety; belongingness and love; esteem; self-fulfillment; self-transcendence
18. While viewing erotica, men and women differ in the activity levels of which brain area?
 - a. anterior cingulate cortex
 - b. amygdala
 - c. occipital lobe
 - d. temporal lobe

True-False Items

Indicate whether each statement is true or false by placing T or F in the blank next to the item.

- ___ 1. When body weight rises above set point, hunger increases.
- ___ 2. According to Masters and Johnson, only males experience a plateau period in the cycle of sexual arousal.
- ___ 3. Testosterone affects the sexual arousal of the male only.
- ___ 4. Unlike men, women tend not to be aroused by sexually explicit material.
- ___ 5. All taste preferences are conditioned.
- ___ 6. Separated or divorced people are half as likely as married people to say they are happy.

- ___ 7. An increase in insulin increases blood glucose levels and triggers hunger.
- ___ 8. Most obese people who lose weight eventually gain it back.
- ___ 9. One's sexual orientation is not voluntarily chosen.
- ___ 10. Obesity is often a sign of social status and affluence in developing countries.

PSYCHOLOGY APPLIED

Answer these questions the day before a test as a final check on your understanding of the unit's terms and concepts.

Multiple-Choice Questions

- After an initial rapid weight loss a person on a diet loses weight much more slowly. This slowdown occurs because
 - most of the initial weight loss is simply water.
 - when a person diets, metabolism decreases.
 - people begin to "cheat" on their diets.
 - insulin levels tend to increase with reduced food intake.
- (Close-Up) Which of the following would be the worst piece of advice to offer to someone trying to lose weight?
 - "To treat yourself to one 'normal' meal each day, eat very little until the evening meal."
 - "Reduce your consumption of saturated fats."
 - "Boost your metabolism by exercising regularly."
 - "Without increasing total caloric intake, increase the relative proportion of carbohydrates in your diet."
- Mary loves hang-gliding. It would be most difficult to explain Mary's behavior according to
 - incentives.
 - arousal theory.
 - drive-reduction theory.
 - Maslow's hierarchy of needs.
- For two weeks, Orlando has been on a hunger strike in protest of his country's involvement in what he perceives as an immoral war. Orlando's willingness to starve himself to make a political statement conflicts with the theory of motivation advanced by
 - Masters.
 - Murray.
 - Keys.
 - Maslow.
- Kathy has been undergoing treatment for bulimia. There is an above-average probability that one or more members of Kathy's family have a problem with
 - high achievement.
 - overprotection.
 - obesity.
 - their appearance.
- Which of the following was NOT identified as a contributing factor in the low rate of contraceptive use among adolescents?
 - alcohol use
 - thrill-seeking
 - mass media sexual norms
 - ignorance
- One shortcoming of the instinct theory of motivation is that it
 - places too much emphasis on environmental factors.
 - focuses on cognitive aspects of motivation.
 - applies only to animal behavior.
 - does not explain human behaviors; It simply names them.
- Which of the following is NOT typical of both anorexia and bulimia?
 - far more frequent occurrence in women than in men
 - preoccupation with food and fear of being overweight
 - weight significantly and noticeably outside normal ranges
 - low self-esteem and feelings of depression
- Which of the following is NOT an example of homeostasis?
 - perspiring to restore normal body temperature
 - feeling hungry and eating to restore the level of blood glucose to normal
 - feeling hungry at the sight of an appetizing food
 - drinking water to prevent dehydration.
- Two rats have escaped from their cages in the neurophysiology lab. The technician needs your help in returning them to their proper cages. One rat is grossly overweight; the other is severely underweight. You confidently state that the overweight rat goes in the "___ - destruction" cage, while the underweight rat goes in the "___ - destruction" cage.
 - hippocampus; amygdala
 - amygdala; hippocampus
 - lateral hypothalamus; ventromedial hypothalamus .
 - ventromedial hypothalamus; lateral hypothalamus
- Kenny and his brother have nearly identical eating and exercise habits, yet Kenny is obese and his brother is very thin. The MOST LIKELY explanation for the difference in their body weights is that they differ in .,:
 - their bone structure.
 - amygdala activity.
 - their set points and their metabolic rates.
 - their differing exposure to carbohydrate-laden foods.
- Ali's parents have tried hard to minimize their son's exposure to sweet, fattening foods. If Ali has the occasion to taste sweet foods in the future, which of the following is likely?
 - He will have a strong aversion to such foods.
 - He will have a neutral reaction to sweet foods.
 - He will display a preference for sweet tastes.
 - It is impossible to predict Ali's reaction.

13. Summarizing his presentation on the origins of homosexuality, Dennis explains that the fraternal birth-order effect refers to the fact that
 - a. men who have younger brothers are somewhat more likely to be gay.
 - b. men who have older brothers are somewhat more likely to be gay.
 - c. women with older sisters are somewhat more likely to be gay.
 - d. women with younger sisters are somewhat more likely to be gay.
14. Summarizing her report on the need to belong, Rolanda states that
 - a. "Cooperation amongst our ancestors was uncommon."
 - b. "Social bonding is not in our nature; it is a learned human trait."¹
 - c. "Because bonding with others increased our ancestors' success at reproduction and survival, it became part of our biological nature."^{fl}
 - d. "Our male ancestors were more likely to bond than were females."
15. Of the following individuals, who might be most prone to developing an eating disorder?
 - a. Jason, an adolescent boy who is somewhat overweight and is unpopular with his peers
 - b. Jennifer, a teenage girl who has a poor self-image and a fear of not being able to live up to her parents' high standards
 - c. Susan, a 35-year-old woman who is a "workaholic" and devotes most of her energies to her high-pressured career
 - d. Bill, a 40-year-old man who has had problems with alcoholism and is seriously depressed after losing his job of 20 years
16. Lucille has been sticking to a strict diet but can't seem to lose weight. What is the most likely explanation for her difficulty?
 - a. Her body has a very low set point.
 - b. Her pre-diet weight was near her body's set point.
 - c. Her weight problem is actually caused by an underlying eating disorder.
 - d. Lucille is influenced primarily by external factors.
17. Randy, who has been under a lot of stress lately, has intense cravings for sugary junk foods, which tend to make him feel more relaxed. Which of the following is the most likely explanation for his craving?
 - a. Randy feels that he deserves to pamper himself with sweets because of the stress he is under.
 - b. The extra sugar gives Randy the energy he needs to cope with the demands of daily life.
 - c. Carbohydrates boost levels of serotonin, which has a calming effect.
 - d. The extra sugar tends to lower blood insulin level, which promotes relaxation.
18. Which of the following teens is most likely to delay the initiation of sex?
 - a. Jack, who has below-average intelligence
 - b. Jason, who is not religiously active
 - c. Ron, who regularly volunteers his time in community service
 - d. It is impossible to predict.

Essay Question

Differentiate the three major theories of motivation, discuss their origins, and explain why they cannot fully account for human behavior. (Use the space below to list the points you want to make, and organize them. Then write the essay on a separate sheet of paper.)

KEY TERMS

Using your own words, write on a separate piece of paper a brief definition or explanation of each of the following terms.

1. motivation
2. instinct
3. drive-reduction theory
4. homeostasis
5. incentives
6. hierarchy of needs

7. glucose
8. set point
9. basal metabolic rate
10. anorexia nervosa
11. bulimia nervosa
12. binge-eating disorder
13. sexual response cycle
14. refractory period
15. estrogen
16. testosterone
17. sexual orientation