**Practice with Theories of Motivation**

Target 2: Compare and contrast drive-reduction, arousal, incentive, and instinct as theories of motivation

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| **Theory** | Explanation regarding Motivated Behavior |
| **Drive-Reduction Theory** | A physiological need creates a psychological state that “drives” the person/animal to reduce the tension caused by the unfulfilled need. |
| **Incentive Theory** | An organism is motivated because of a reward. |
| **Instinct Theory (Evolutionary)** | An organism is motivated to complete a task because they are biologically programmed to do so. |
| **Arousal Theory** | Optimal Motivation for easy tasks should be relatively high and for difficult tasks should be lower. |

**Directions:**

1. Find a Partner
2. One partner should refer to the chart above while the other partner reads a question from the reverse side. The person referring to the chart should answer the question and then the partners should switch turns until all of the questions have been completed.
3. Check one another, the respondent should explain their answer and the questioner should agree or disagree.

**Questions:**

1. Ben is walking his dog outside in the winter, it is very cold and he is shivering, what theory of motivation is Ben experiencing?
2. Susan works hard in school because her parents give her twenty dollars for each *A* she receives on her report card. What theory of motivation explains Susan’s hard work in school?
3. Albert has test anxiety and as a result does not perform well on exams, what theory of motivation might recommend breathing techniques to reduce his anxiety to a lower level to optimize his performance?
4. Angela has sixth period lunch, she eats a large breakfast but finds that she is hungry by third period. By sixth period, she can think of nothing else but getting to delicious mozzarella sticks in the cafeteria, which theory of motivation would best explain Angela’s behavior?
5. The Goslings that Konrad Lorenz worked with found themselves naturally drawn to him as their mother figure in the first few hours after their birth, what theory of motivation explains their connection to Lorenz?
6. Teddy works on an assembly line putting fender’s on cars, which theory of motivation might recommend having a cup of coffee to keep him interested in the task when he would otherwise drift off?
7. Joe joined the cross-country team because he has anxiety and running releases his anxiety and makes him feel calm and relaxed, which theory would explain why Joe is motivated to run?
8. John joined the cross-country team because he hopes to decorate his room with all of the trophies that he will win, which theory of motivation explains John’s motivation?
9. Clara stayed up all might studying for her AP Psychology exam, the next morning during the exam while she wants to be attentive, her body is telling her it needs sleep. What theory of motivation would best explain Clara’s experience?
10. Dogs often have the inclination to dig in the yard, they often do this even if they have never seen this displayed before. Perhaps is helped them find food that may have been buried and this has been passed along over many generations of dogs. Which theory of motivation best describes this behavior?

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| 1. Instinct Theory | 2. Drive-Reduction Theory |
| 1. Arousal Theory | 4. Incentive Theory |