

A Journey Through the History of Motivation Theories

Psychology · Answer Key · 20 Questions

1. Which ancient Greek philosopher, according to the text, proposed that the soul has a visceral and a sensitive component that provide irrational motivational forces?

- A) Aristotle
- B) Plato**
- C) Socrates
- D) Epicurus

2. What philosophical approach, initiated by Plato and Aristotle, dominated Western thought until the mid-19th century?

- A) Empiricism
- B) Existentialism
- C) Rationalism**
- D) Stoicism

3. René Descartes, within the line of rationalism, emphasized the role of what in understanding motivations and emotions, leading to the mechanistic theory?

- A) Instinct**
- B) Reason
- C) Willpower
- D) Emotions

4. Which philosophical current emerged from Descartes's mechanism and opposed rationalism, with Hobbes as a key proponent who identified hedonism as a motivational principle?

- A) Idealism
- B) Empiricism**
- C) Nihilism
- D) Utilitarianism

5. The arrival of Darwin's ideas in the mid-19th century marked a shift from pre-scientific theories towards which new conception of motivation?

- A) Cognitivist
- B) Behaviorist
- C) Biologist**
- D) Humanist

6. Darwin's theory suggested that organisms exhibit automatic and stereotyped behaviors with an essential function for what?

- A) Social interaction
- B) Reproduction
- C) Survival**
- D) Cognitive development

7. Which of the following is NOT one of the three major perspectives in current motivation research mentioned in the text?

- A) Biological perspective
- B) Cognitive perspective
- C) Behaviorist perspective
- D) Existential perspective**

8. The biological perspective of motivation focuses on variables that lead an organism in a state of rest to what?

- A) Inactivity
- B) Activity**
- C) Sleep
- D) Contemplation

9. Which concepts dominated the early works of the biological perspective of motivation, with Hull and Spence as prominent representatives?

- A) Incentive, reward, punishment
- B) Cognition, belief, intention
- C) Instinct, drive, activation, need, energization**
- D) Social learning, observation, imitation

10. The behaviorist approach to motivation centers on the relationship between motivation and what?

- A) Genetics
- B) Learning**
- C) Emotions
- D) Consciousness

11. What key ideas from Darwin's evolutionary theory had a significant impact on the psychology of motivation?

- A) The origin of species and natural selection
- B) Interrelated evolution of species and innate behaviors for adaptation/survival**
- C) The expression of emotions in humans and animals
- D) Sexual selection and genetic drift

12. William James suggested that instincts function blindly in response to a stimulus, but how do they change with subsequent occasions?

- A) They become more automatic
- B) They are modified by experience and memory**
- C) They become less influential
- D) They are replaced by learned behaviors

13. Due to the indiscriminate use of the term 'instinct', ethologists eventually replaced it with what term to refer to species-specific movements in response to a stimulus?

- A) Fixed action patterns**
- B) Learned behaviors
- C) Reflex arcs
- D) Instinctive drives

14. William McDougall emphasized instinct as the driving force behind behavior, proposing that instincts and their associated emotions were the triggers for behavior aimed at what?

- A) Establishing social hierarchies
- B) Seeking goals**
- C) Conserving energy
- D) Avoiding conflict

15. McDougall's theory was criticized and eventually rejected for not adequately accounting for which factors?

- A) Biological needs
- B) Environmental influences
- C) Learning processes and individual experience**
- D) Genetic predispositions

16. The concept of activation or arousal in biological theories of motivation is associated with the work of which researcher on the functions of the autonomic nervous system?

- A) Hebb
- B) Cannon**
- C) Lindsley
- D) Lacey

17. The Yerkes-Dodson law suggests that the optimal level of motivation for task performance is found at:

- A) Extremely high levels of activation
- B) Extremely low levels of activation
- C) Intermediate levels of activation**
- D) Constant levels of activation

18. The homeostatic model of motivation, proposed by Cannon, is based on the idea that the organism tries to return to an initial state of what?

- A) Excitement
- B) Equilibrium**
- C) Stimulation
- D) Competition

19. John B. Watson, the introducer of behaviorism, opposed instinct theories by arguing that motivation arises from what?

- A) Internal psychological states
- B) Previous behaviors**
- C) Genetic predispositions
- D) Unconscious desires

20. Clark Hull's theory of drive, considered the first empirically demonstrable interpretation of motivation, is based on the concept of homeostasis and biological survival, leading to a sequence of:

- A) Need, drive, activity, drive reduction, need satisfaction**
- B) Goal, intention, planning, execution, reward
- C) Stimulus, response, reinforcement, extinction, punishment
- D) Emotion, appraisal, action, outcome, learning