**Unit Five Study Guide**

**Word Description Application Associations**

|  |  |  |  |
| --- | --- | --- | --- |
| Motivation |  |  |  |
| Instincts |  |  |  |
| Drive reduction theory |  |  |  |
| Need |  |  |  |
| Drive |  |  |  |
| Primary drives |  |  |  |
| Secondary drives |  |  |  |
| Homeostasis |  |  |  |
| Arousal theory |  |  |  |
| Yerkes-Dodson law |  |  |  |
| Opponent-process theory |  |  |  |
| Incentives |  |  |  |
| Maslow’s hierarchy of needs |  |  |  |
| Self-actualization |  |  |  |
| Lateral hypothalamus |  |  |  |
| Ventromedial hypothalamus |  |  |  |
| Set-point theory |  |  |  |
| Obesity |  |  |  |
| Achievement motivation |  |  |  |
| Extrinsic motivators |  |  |  |
| Intrinsic motivators |  |  |  |
| Management theory |  |  |  |
| Approach-approach conflict |  |  |  |
| Avoidance-avoidance conflict |  |  |  |
| Approach-avoidance conflict |  |  |  |
| James-Lange Theory of emotion |  |  |  |
| Cannon-Bard Theory of emotion |  |  |  |
| Two-Factor Theory |  |  |  |
| General adaptation syndrome (GAS) |  |  |  |
| Personality |  |  |  |
| Type A |  |  |  |
| Type B |  |  |  |
| Trait theorist |  |  |  |
| Big five traits |  |  |  |
| Factor analysis |  |  |  |
| Heritability |  |  |  |
| Temperament |  |  |  |
| Somatotype theory |  |  |  |
| Triadic reciprocality |  |  |  |
| Self-efficacy |  |  |  |
| Locus of control (internal or external) |  |  |  |
| Self-concept |  |  |  |
| Self-esteem |  |  |  |
| Self-actualization |  |  |  |
| Unconditional positive regard |  |  |  |
| Projective tests (Rorschach, TAT) |  |  |  |
| Self-report inventories (MMPI) |  |  |  |
| Reliability |  |  |  |
| Validity |  |  |  |
| complexes |  |  |  |
| archetypes |  |  |  |
| Barnum effect |  |  |  |

Names To Know:

Abraham Maslow

William Masters

Virginia Johnson

Alfred Kinsey

William James

Carl Lange

Walter Cannon

Philip Bard

Stanley Schachter

Thomas Holmes

Richard Rahe

Hans Seyle

Alfred Adler

Hans Eyesenck

Raymond Cattell

Paul Costa

Robert McCrae

Gordon Allport

Hippocrates

William Sheldon

George Kelly

Julian Rotter

Carl Rogers