

Biological and Social Motives

1. What causes changes in behavior?
2. What does the hypothalamus do?
3. What 2 factors affect hunger?
4. What did Schachter discover in his study?
5. What is achievement?
6. How is achievement related to success in business?
7. How does fear of failure motivate a person?
8. How does fear of success motivate a person?
9. What is the expectancy-value theory?



WHAT WOULD YOU ATTEMPT TO DO IF YOU KNEW YOU COULD NOT FAIL?

10. What does the competency theory state?

11. How are achievement and Maslow's theory connected?

12. What did Maslow believe would happen when you reached satisfaction?

