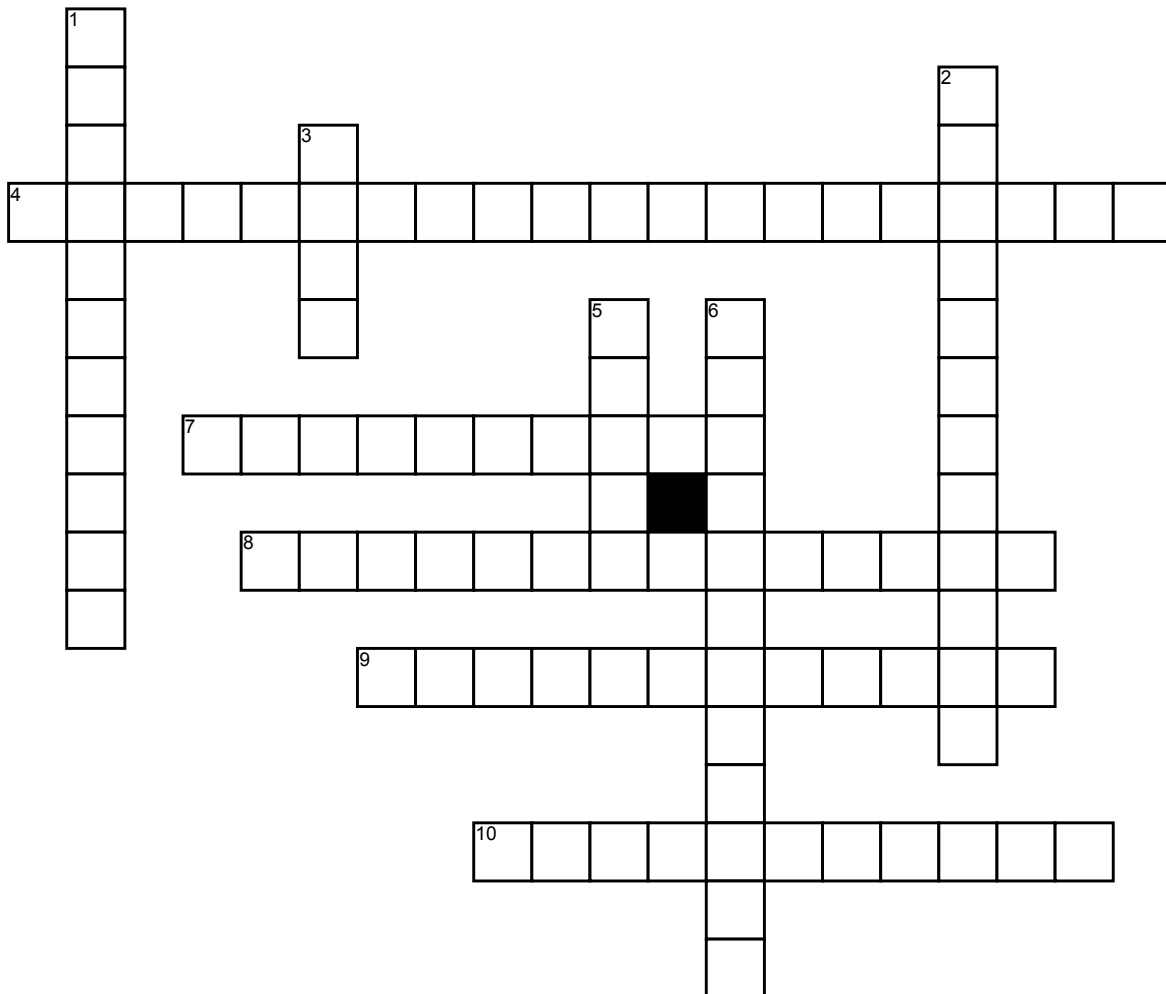


Name: _____

Date: _____

Motivation



Across

4. Postponement of immediate gratification in pursuit of long-term goal
7. A process that energizes, guides, and maintains behavior toward a goal
8. A drive (physiological state) creates arousal which motivates an individual to satisfy that drive
9. Phase of motivation during which behaviors allow organism to complete goal or make it more likely to occur
10. Maintain equilibrium within the body (like a thermostat)

Down

1. Aspect of motivation where behavior is focused toward or away from stimuli
2. Aspect of motivation where behavior is characterized by a high degree of effort
3. State of deficiency either biological or social
5. Psychological state that motivates organism to satisfy a need
6. Phase of motivation where there is direct interaction with goal