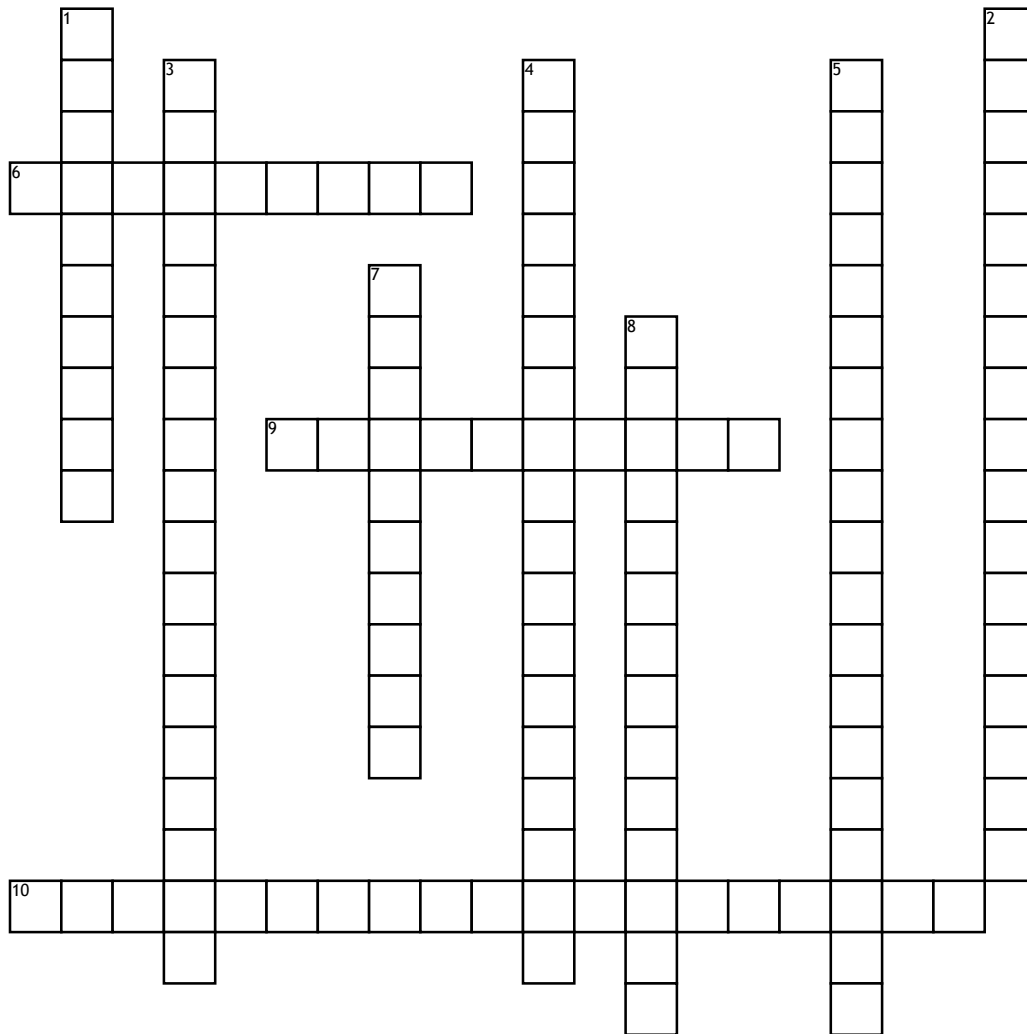


Motivation



Across

6. guides our behaviors toward meeting specific goals and needs

9. motives will differ in strength depending on the person and the situation

10. desire to perform an activity because of the external goals toward which that activity is directed

Down

1. stimulates us to do something

2. motivates people to seek pleasure and avoid pain

Word Bank

Sustaining

Pleasure Principle

Intrinsic Motivation

Extrinsic Motivation

Activating

Drive Reduction

Directive

3. need for interpersonal attachments is a fundamental motive that has evolved for adaptive purposes

4. psychological activation and increased autonomic responses

5. desire to perform an activity because of the value and pleasure associated with it

7. helps us sustain behaviors until we achieve our goals and satisfy our needs

8. lack of basic requirement produces a drive to maintain a stable condition

Need-to-Belong Theory

Arousal and Behavior

Motivating