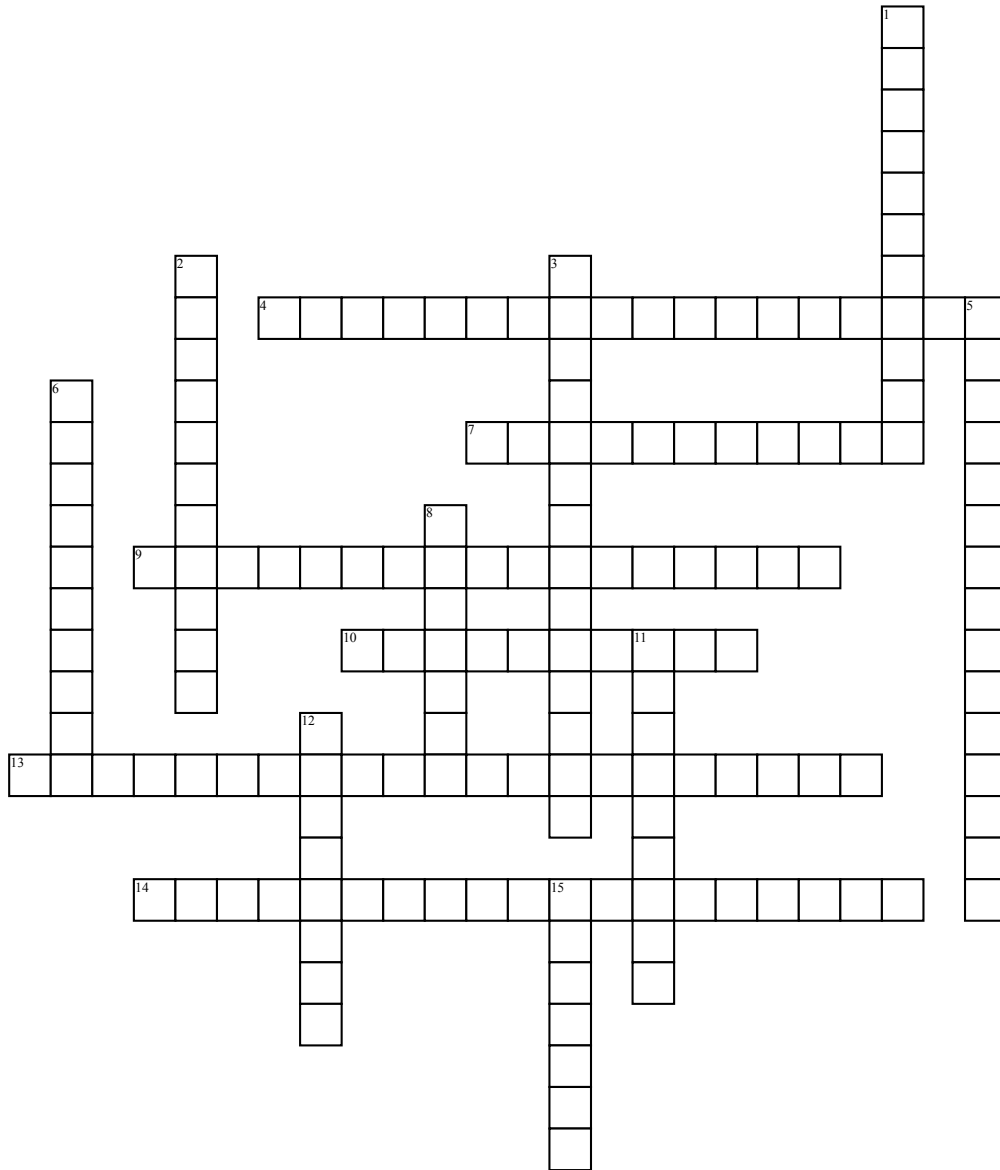


# Motivation



## Across

4. Need to satisfy basic biology, food, water, oxygen, body waste
7. Drive theory is based on the concept of \_\_\_\_\_
9. What is the ultimate "goal" in the Maslow's Hierarchy of needs theory
10. Taking the first steps towards a goal is called
13. Need to love and be loved, be accepted
14. The desire to perform an act to gain an external reward or avoid a consequence

## Down

1. Need for safety and security
2. Continuing to work towards a goal despite obstacles is called
3. which motivation is responsible for arousal, direction, magnitude, and maintenance of effort workers
5. People who perceive reality accurately, believe they have a mission to accomplish and frequently have "peak experience" are called
6. Emotional feeling that results when someone becomes aware of a bodily response, who's theory is this

8. Motivation is all the process that initiate, direct, and \_\_\_\_\_ behavior
11. The energy and attention applied to achieve a goal
12. In many species, behavior is motivated by \_\_\_\_\_
15. People are motivated to maintain an \_\_\_\_\_ level arousal