MOTIVATION AND EMOTION

Motivation - This is the activities where a psychological wants are met.

Extrinsic Motivation - When a person perform an action to met their desires that can lead to an outcomes.

Instincts - It is a biologically determined patterns of the behavior.

Instinct Approach - A motivation that assumes people and animal have a similar instincts.

DRIVE REDUCTION THEORY

Need - This is an essential needs for human survival.

Drive - The needs where an individual need to take an action or have motivation to fulfill their needs or desire.

Drive-reduction Theory - Where an internal drives push an individual to satisfy their need and reduce the tension.

Primary Drives - Needs of the body.

Acquired Drives - It is learned through experiences.

Hemeostasts - To maintain a steady state.

3 TYPES OF NEEDS

Needs for Achievement - Where a strong desires have an attaining goals to succeed.

Needs for Affiliation - A needs for social-interactions.

Needs for Power - We have a need to control.

AROUSAL THEORY

Arousal Theory - It is a level of tension that they seek to maintain.

Sensation Seeker - This needs more arousal.

Incentives - The things that attract people that result into action.

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