

### 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-in-teractions.

**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.

Lilie M

By **Lilie** (Lilie M)  
[cheatography.com/lilie-m/](https://cheatography.com/lilie-m/)

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Page 1 of 1.

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