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| Define Motivation. |  |
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| Describe the evolutionary perspective of motivation.  What is an instinct? |  |
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| What is the drive reduction theory of motivation?  What is homeostasis? |  |
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| What is the incentive theory of motivation? |  |
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| What is the optimal arousal theory of motivation? |  |
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| What is Maslow’s Hierarchy of needs? |  |
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| What are three most important motivators? |  |
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| Describe hunger as a motivator  What is glucose?  What area of the brain controls hunger?  What is Ghrelin?  What three things shape our hunger?  What were the psychological effects of Keys starvation experiment? |  |
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| Describe the need to belong.  What does our social need to belong be balanced with? |  |