

University of Phoenix Material

PSY 201 Motivation

Complete the following matrix. When presenting real world examples, do not use the examples listed in the text.

Theories of Motivation			
Theory Type	Key components of the theory	Real world example	Similarities and Differences
Instinct Theories	Motivation behaviors are innately learned and may be triggered by cues.	Our body tells us when it's time to have a blood meal. This behavior is an instinct and triggered by an inner cue from our body.	The instinct theory is not similar to any of the other theories. At first glance I thought maybe it was like the evolutionary theory however when I really look at it there are more differences. We are born with instincts and evolutionary theories are learned behaviors.
Evolutionary Theories	Behaviors explained with the theory if evolved over several generations.	The motivation to maintain personal appearance is particular our hair has been a behavior pass on from several generations.	The evolutionary theory is behavior passed on through several generations. Unlike the instinct theory which depicts behaviors we are born with.
Drive Theories	Motivation as it takes action.	Waking into the kitchen and seeing dry dishes your husband left behind after preparing lunch. Then looking from the unclean dishes motivates you to not wait on your husband but wash the dishes yourself.	Drive is somewhat like the incentive theory. They go hand in hand as work well together. Drive is triggered by an emotion however incentive is motivated by a reward.
Arousal Theories	Motivation to seek out a level of arousal.	A smoker trying to break the habit may be triggered in a social setting around other smokers. The smoker will be aroused and submit to smoking a cigarette.	Arousal and drive theories are similar because of the action. Action must be taken to respond to the arousal and drive is action. The difference may be that drive is a stronger form of action.