

Chapter 6 Basic Motivation Concepts

MULTIPLE CHOICE

Defining Motivation

1. Motivation is:
 - a. a component of ability.
 - b. situational.
 - c. a personal trait.
 - d. a constant intensity for each individual.(b; Moderate; p. 155)

2. Motivation is best defined as:
 - a. high performance.
 - b. efficient behavior.
 - c. processes that account for an individual's intensity, direction, and persistence toward attaining a goal.
 - d. being told to exert high levels of effort.(c; Easy; p. 155)

3. The three key elements in the definition of motivation do not include:
 - a. drive.
 - b. intensity.
 - c. direction.
 - d. persistence.(a; Moderate; p. 155)

Early Theories of Motivation

4. The drive to become what one is capable of becoming is which level of Maslow's hierarchy of needs?
 - a. social
 - b. self-actualization
 - c. physiological
 - d. esteem(b; Easy; p. 156)

5. The most well-known theory of motivation is Abraham Maslow's:
 - a. Theories X and Y
 - b. Hierarchy of Needs
 - c. Two-factor Theory
 - d. Motivator-Hygiene Theory(b; Easy; p. 156)

6. Maslow's hierarchy has five levels of needs. Which of the following is not one of those levels?

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