

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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D Siedentop



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Table of Contents Chapter 6 Basic Motivation Concepts Multiple Choice

1. Understanding the eBook Chapter 6 Basic Motivation Concepts Multiple Choice
 - The Rise of Digital Reading Chapter 6 Basic Motivation Concepts Multiple Choice
 - Advantages of eBooks Over Traditional Books
2. Identifying Chapter 6 Basic Motivation Concepts Multiple Choice
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Chapter 6 Basic Motivation Concepts Multiple Choice
 - User-Friendly Interface
4. Exploring eBook Recommendations from Chapter 6 Basic Motivation Concepts Multiple Choice
 - Personalized Recommendations
 - Chapter 6 Basic Motivation Concepts Multiple Choice User Reviews and Ratings
 - Chapter 6 Basic Motivation Concepts Multiple Choice and Bestseller Lists
5. Accessing Chapter 6 Basic Motivation Concepts Multiple Choice Free and Paid eBooks
 - Chapter 6 Basic Motivation Concepts Multiple Choice Public Domain eBooks
 - Chapter 6 Basic Motivation Concepts Multiple Choice eBook Subscription Services
 - Chapter 6 Basic Motivation Concepts Multiple Choice Budget-Friendly Options
6. Navigating Chapter 6 Basic Motivation Concepts Multiple Choice eBook Formats

- ePub, PDF, MOBI, and More
 - Chapter 6 Basic Motivation Concepts Multiple Choice Compatibility with Devices
 - Chapter 6 Basic Motivation Concepts Multiple Choice Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Chapter 6 Basic Motivation Concepts Multiple Choice
 - Highlighting and Note-Taking Chapter 6 Basic Motivation Concepts Multiple Choice
 - Interactive Elements Chapter 6 Basic Motivation Concepts Multiple Choice
 8. Staying Engaged with Chapter 6 Basic Motivation Concepts Multiple Choice
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Chapter 6 Basic Motivation Concepts Multiple Choice
 9. Balancing eBooks and Physical Books Chapter 6 Basic Motivation Concepts Multiple Choice
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Chapter 6 Basic Motivation Concepts Multiple Choice
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Chapter 6 Basic Motivation Concepts Multiple Choice
 - Setting Reading Goals Chapter 6 Basic Motivation Concepts Multiple Choice
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Chapter 6 Basic Motivation Concepts Multiple Choice
 - Fact-Checking eBook Content of Chapter 6 Basic Motivation Concepts Multiple Choice
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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