

Lesson 1: Interpreting Events and Experiences

A. Describe, Define, or Identify:

1. Potential
2. Maturity
3. Personality
4. Attitude
5. Behavior
6. Hierarchy
7. Self-actualization
8. Motivation
9. Perspective
10. Affiliation need
11. Belief
12. Desire
13. Goal
14. Realizing achievements

B. Fill in the Blanks:

1. Bad habits and negative attitudes are contagious, as an old saying that suggests: “If you lie down with dogs, you’ll get up with _____.”
2. Ice hockey legend Wayne Gretzky once said, “You miss _____ of the shots you don’t take.”
3. Self-actualization, or _____, is the _____ need on psychologist Abraham Maslow’s hierarchy.
4. As a person meets the needs at each level, he or she becomes _____ and has _____, according to Maslow.
5. The difference between attitudes and behaviors is that attitudes are _____, and behaviors are _____.
6. Psychologists think your attitude works by _____ your behavior. If you do positive things, you’ll slowly develop a more positive attitude.
7. Some people humorously define _____ as “that thing you get just after you need it.”
8. Psychologists use the term _____ to refer to people who never have a nice thing to say about anyone or anything.
9. The ancient Greek philosophers thought that the yearning for _____ was as essential to human life as food and water.
10. According to psychologist Thomas Anthony Harris, most people hold the attitude “I’m not OK, you’re OK.” These people might lack _____
_____. But the attitude “I’m OK, you’re OK” is the attitude of a
_____.

C. True/False:

Put a **T** in the blank if the sentence is true and an **F** if it is false.

- _____ 1. The psychologist Abraham Maslow believed that people had many different levels of needs but that the need for self-actualization was so important that it always needed to be addressed first.
- _____ 2. Attitude is not something you are born with. Some experts say that you can “program” your attitude like a computer, just by repeatedly thinking and saying positive things about yourself and others.
- _____ 3. Good leaders know that they always have to keep “throwing out positive vibes,” but the best ones admit privately that this doesn’t help them much to gain respect and encourage others to follow them.
- _____ 4. The cycle of goal-directed activity (motive-goal-behavior) works for tangible goals like saving enough money for a motorcycle, but not for intangible ones like trying to get along better with siblings.
- _____ 5. Ultimately, it’s what you do, not what you say, that counts.
- _____ 6. Having a positive attitude is important because it will increase the chances that people will like you.
- _____ 7. Reaching real maturity involves much more than just getting old enough to get a driver’s license.
- _____ 8. Psychologist Thomas Anthony Harris, author of the bestselling book “I’m OK, You’re OK” found that most people really believed they were “OK” and that “others” were not.
- _____ 9. Money, hunger, and the desire for approval from your parents are three examples of “extrinsic motivation.”
- _____ 10. Power, wisdom, and security are examples of intrinsic motivation.

D. List or Describe:

1. List and describe psychologist Abraham Maslow's "hierarchy of human needs."
2. Describe how your goals relate to your motivation and behavior.
3. Describe the difference between intrinsic and extrinsic motivation.
4. List and describe some examples of intrinsic motivation.
5. List some examples of extrinsic motivation.

E. Crossword Puzzle:

(Note: Leave a blank square between words in a two-word answer.)

Across

4. What you are if you don't "walk your talk."
9. What drives people to act.
11. "What you take into your hands, you take into your _____."
12. Becoming what you are capable of becoming.
14. People lacking self-esteem feel this way.

Down

1. A system of rankings.
2. More than just a matter of how many birthday parties you've had.
3. An end to which you direct effort.
5. Your _____ is your view of things.
6. It's all about belonging.
7. The foundation of your attitudes and behavior.
8. Your _____ is what you are capable of becoming.
10. Your slant or angle on life.
13. Poisonous.

