

### What motivates you?

1. If someone in your family needs your help for several hours of hard work, which of these reasons would make you most likely to help?

- A. I would help because they are my family and I love them.
- B. If I help them, they will help me when I need it.
- C. If I don't, it will strain family relations or make them angry.
- D. If I don't, they will criticize me to other family members.

2. What can your boss offer you if he needs you to work extra carefully or extra long hours?

- A. Extra pay
- B. Job security
- C. Future promotion to a higher position
- D. Appreciation, respect, and the chance to help our company do better
- E. A threat: it will hurt your position in the company if you don't (or you might be fired)

3. What are you willing to spend a large amount of money to buy?

- A. Things that will help my family
- B. Things that will keep my family and home safe
- C. Things that will make life more comfortable
- D. Things that make life more enjoyable
- E. Things that will save us money or are priced very well (big sales or discounts, etc.)

### Match These Words and Definitions

- |                     |   |
|---------------------|---|
| ___ 1. approach     | A. standards, guidelines for what is average or normal      |
| ___ 2. attach       | B. when 2 things that should fit together do not            |
| ___ 3. autonomy     | C. how well something is done                               |
| ___ 4. extrinsic    | D. reason for acting a certain way                          |
| ___ 5. incentive    | E. to connect   |
| ___ 6. intrinsic    | F. making decisions for yourself                            |
| ___ 7. mismatch     | G. a way of looking at things or solving problems           |
| ___ 8. motivation   | H. coming from outside                                      |
| ___ 9. norms        | I. rewards; things offered to cause someone to do something |
| ___ 10. performance | J. basic to what someone or something is                    |

## Matching Answers

G 1. approach-	G. a way of looking at things or solving problems
E 2. attach-	E. to connect
F 3. autonomy-	F. making decisions for yourself
H 4. extrinsic-	H. coming from outside
I 5. incentive-	I. rewards; things offered to cause someone to do something
J 6. intrinsic-	J. basic to what someone or something is
B 7. mismatch-	B. when 2 things that should fit together do not
D 8. motivation-	D. reason for acting a certain way
A 9. norms-	A. standards, guidelines for what is average or normal
C 10. performance-	C. how well something is done