# MASTER INTRODUCTORY PSYCHOLOGY

**Complete Edition** 

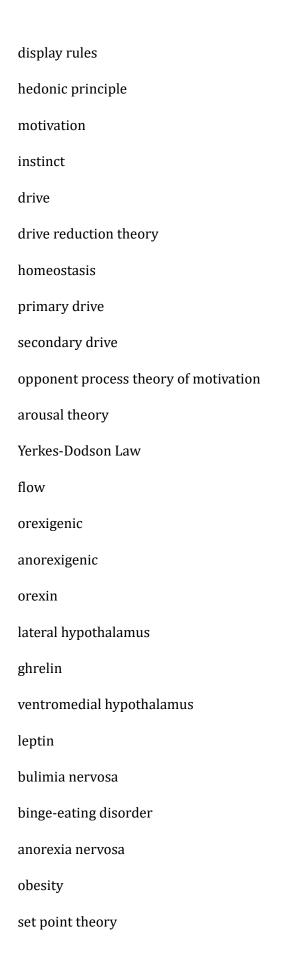


# Find explanations and examples of all of these key terms and more here:

# Master Introductory Psychology: Complete Edition

# **Emotion and Motivation – Key Terms**

facial-feedback hypothesis



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metabolism / basal metabolic rate
Dutch hunger winter
sexual motivation
estrus
William Johnson & Virginia Masters - Human Sexual Response Cycle
excitement, plateau, orgasm, resolution
refractory period
Abraham Maslow
hierarchy of needs
intrinsic vs. extrinsic motivation
overjustification effect
delay of gratification
Marshmallow Test
insufficient justification
management theory
Type Y vs. Type X leadership
task-oriented vs. relationship oriented leadership
need for achievement
press
approach vs. avoidance motivation
approach-approach conflict
avoidance-avoidance conflict
approach-avoidance conflict
self-concordant goals
implementation intentions
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You can find explanations, examples, and memory tips for these terms and more in <u>Master Introductory Psychology</u>: <u>Complete Edition</u>. This comprehensive 478 page guide breaks down all the key concepts in psychology so you can explore this fascinating field easily and on your own. Whether you're studying for AP psychology, IB psychology, a college course, or you just want to better understand the world of psychology, this book has what you need.

Master Introductory Psychology is also available as a series of 4 books in ebook and print format.

### Volume 1

History & Approaches, Research Methods, Biological Bases of Behaviors, Sensation & Perception

### Volume 2

Learning, Memory, Language & Cognition, States of Consciousness

## Volume 3

Intelligence, Personality, Motivation & Emotion, Development

### Volume 4

Social Psychology, Stress & Health, Psychological Disorders (up-to-date for DSM-5), Treatment