

Chapter 12

1. What are the underlying assumptions of the instinct theory drive reduction theory, arousal theory, and Maslow's Hierarchy of needs?
2. What are the physiological factors and psychological influences that cause us to feel hungry?
3. What are the stages of the human sexual response cycle? How do sex hormones influence sexual development and arousal? How do internal and external stimuli contribute to sexual arousal?
4. How do organizational and personnel psychologists help organizations to energize and direct people's behavior in the workplace and select the best candidates for jobs?