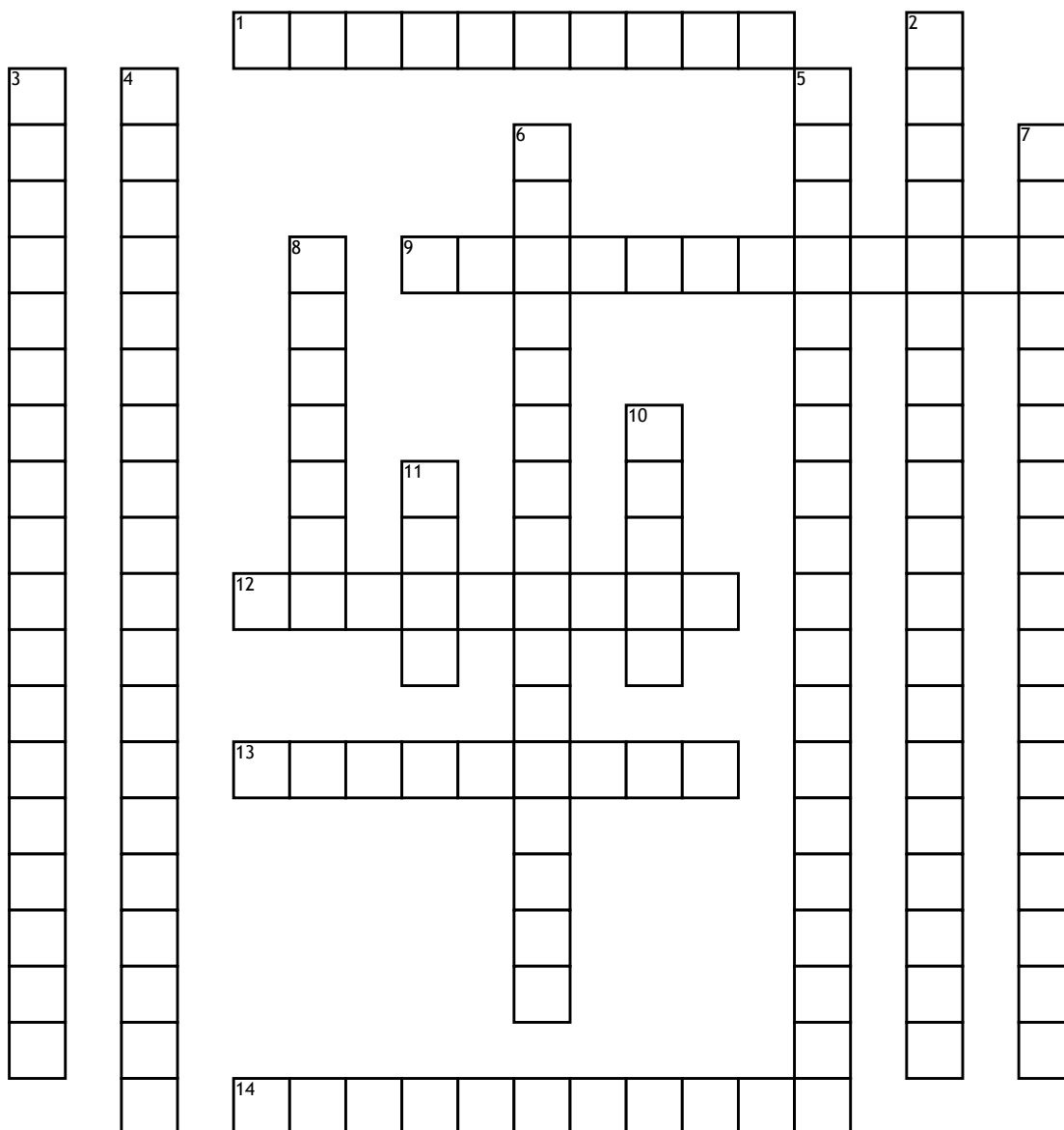


# Chapter 12 vocab



## Across

1. Various psychological and psychological factors that cause us to act a certain way at a certain time
9. can cause one to stop eating
12. An external stimulus reinforcer or reward that motivation behavior
13. Innate tendencies that determine behavior
14. The tendency of all organisms to correct imbalances and deviations from their normal state

## Down

2. Engaging in activities because they are personally rewarding
3. The urge to belong and to give and receive ones love
4. Engaging in activities that either reduce biological needs or help us obtain external incentives
5. produces hunger signals
6. Must be satisfied to maintain life

7. Pursuit of knowledge and beauty or whatever else is required for the realization of ones unique potential
8. Set of complex reactions to stimuli involving subjective feelings psychological arousal and observational behavior
10. A state of tension produced by a need that motivates an organism toward a goal
11. Biological or psychological requirement of an organism