

## PSY132 Topic 11: Motivation

Due 4/13/12

### **Discussion Questions #11: Ch. 6 Motivation**

Write down:

- 1) your thoughts and answers to 2 discussion questions (opinion supported by facts & reason)
- 2) an original discussion question (you write it) related to the topic that you could discuss with the class, and
- 3) an “interview question” relevant to the material topic that would be appropriate to ask someone of another culture to gain more insight into or information about the topic –OR– an unresolved question that occurred to you during the reading that you would like to know the answer to. Submit the typed assignment on Blackboard.

### **Discussion Questions:**

1. In what circumstances in life do you see people using self-enhancement strategies?
2. What are the benefits of striving to “save face”? Should Americans be more concerned with saving face?
3. What influences how much we value work? Is all work valued equally?
4. Is there one “better” way to react to situations that someone wants to change but can’t?

### **Learning Objectives**

1. Understand the different techniques for self-enhancement
2. Understand the cultural differences in motivation to self-enhance vs. save face
3. Describe the cultural differences in experiencing failure
4. Describe the influence of religion on a culture’s values of work
5. List the techniques people use to deal with an environment that doesn’t fit

**Recommended** – you may use these questions to guide you and focus your attention on important topics during reading (you will want to be able to recall this information for exams). They do not need to be turned in.

### **Reading Questions Ch. 6 Motivation**

1. What is the motivation for self-enhancement?
2. What strategies do people use to self-enhance?
3. What is the motivation for face?
4. What is the cultural difference in responses to failure and self-improvement motivation?
5. According to Weber, which tenets of the Protestant religion are related to the early formation of capitalism and work values?
6. What are primary and secondary control? What is the cultural difference in experiencing and evaluating primary and secondary control?
7. What kind of cultural differences do we see in the valuation of choice?
8. Who is motivated to fit in and who is motivated to be unique?