Needs Assessment Questionnaire

This scale contains 20 statements that may describe you and the types of things you may like to do. For each statement, indicate your agreement or disagreement using the following scale:

1 = strongly disagree
2 = disagree
3 = neither agree nor disagree
4 = agree
5 = strongly agree

1. I try to get the best grades possible in my classes.
2. I spend a lot of time talking to other people.
3. I would like a career where I have very little supervision.
4. I would enjoy being in charge of a project.
5. I am a hard worker.
6. Before a test, I like to study with a group rather than by myself.
7. I would like a job where I can plan my work schedule myself.
8. I would rather receive orders than give them.
9. It is important to me to do the best job possible.
10. When I have a choice, I try to work in a group instead of by myself.
11. I would like to be my own boss.
12. I seek an active role in the leadership of a group.
13. I push myself to be “all that I can be.”
14. I prefer to do my own work and let others do theirs.
15. I like to work at my own pace on classwork.
16. I find myself organizing and directing the activities of others.
17. I try very hard to improve on my past performance at school.
18. I try my best to work alone on an assignment.
19. In my assignments, I try to be my own boss.
20. I strive to be “in command” when I am working in a group.
Identifying Human Motives

Instructions: Identify the specific motive illustrated in the following examples by placing the appropriate abbreviation in the blank next to the item. Use the following code:

Maslow's Hierarchy of Needs:

Self-actualization Needs (SA)
Esteem Needs (ESTEEM)
Belonging Needs (BELONG)
Safety Needs (SAFE)
Biological Needs (BIO)

_____ 1. "Have I got a terrible headache. It's really splitting."

_____ 2. "It gets lonely in my apartment on the weekends. My roommate goes to visit her parents and most of my neighbors are away, too."

_____ 3. "I feel really bored by this course. It's a lot like the one I took last year. I was hoping it would be more challenging."

_____ 4. "He really makes me furious. I'm tired of his put-downs! Who does he think he is anyway?"

_____ 5. "Uh, listen, do you mind if we don't go into that nightclub? I hear that some tough types hang out there and that someone got beaten up there last week."


_____ 7. "I've decided to leave home and get an apartment of my own. My parents are upset, but I just want to make it on my own."

**Theories of Emotion**

The theories of emotion that you have read about in your text are often difficult to distinguish. The goal of this exercise is to help you do just this—better tell these theories apart. Write the correct name of the theory in the box following each of the descriptions or examples.

Name of Theory:

- Cannon-Bard
- James-Lange
- Schachter-Singer (often called the Two-factor theory)

1. Events in the environment trigger physiological arousal, which in turn, gives rise to the experience of emotion.
2. Events in the environment simultaneously trigger physiological arousal and cognitive appraisal, which in turn, give rise to the experience of emotion.
3. Events in the environment stimulate the brain (specifically the thalamus), which in turn produces physiological arousal and the experience of emotion simultaneously.
4. You see a rattlesnake. You immediately sense your physiological arousal and simultaneously begin interpreting that arousal. Combined, these factors give rise to your becoming afraid.
5. You see a rattlesnake. You immediately become afraid and simultaneously sense your physiological arousal.
6. You see a rattlesnake. You immediately sense your physiological arousal and then become afraid.
7. The only theory of emotion that holds that the cognitive interpretation of environmental events plays a key role in emotion.
8. The only theory of emotion that holds that physiological arousal and the experience of emotion are independent events.
9. The only theory of emotion that holds that physiological arousal precedes the experience of emotion.