CHAPTER 3
Lesson 1: Interpreting Events and Experiences

Darken an “A” if the sentence is true and a “B” if it is false on your answer sheet.

_F_ 1. The psychologist Abraham Maslow believed that people had many different levels of needs but that the need for self-actualization was so important that it always needed to be addressed first.

_T_ 2. Attitude is not something you are born with. Some experts say that you can “program” your attitude like a computer, just by repeatedly thinking and saying positive things about yourself and others.

_F_ 3. Good leaders know that they always have to keep “throwing out positive vibes” but the best ones admit privately that this doesn’t help them much to gain respect and encourage others to follow them.

_F_ 4. The cycle of goal-directed activity (motive-goal-behavior) works for tangible goals like saving enough money for a motorcycle, but not for intangible ones like trying to get along better with siblings.

_T_ 5. Ultimately, it’s what you do, not what you say, that counts.

_T_ 6. Having a positive attitude is important because it will increase the chances that people will like you.

_T_ 7. Reaching real maturity involves much more than just getting old enough to get a driver’s license.

_F_ 8. Psychologist Thomas Anthony Harris, author of the bestselling book “I’m OK, You’re OK” found that most people really believed they were “OK” and that “others” were not.

_F_ 9. Money, hunger, and the desire for approval from your parents are three examples of “extrinsic motivation.”

_T_ 10. Power, wisdom, and security are examples of intrinsic motivation.
11. Bad habits and negative attitudes are contagious, as an old saying that suggests: “If you lie down with dogs, you’ll get up with ______________.”

   a. Cats  
   b. Fleas  
   c. Horses  
   d. Whales

12. Ice hockey legend Wayne Gretzky once said, “You miss __________ of the shots you don’t take.”

   a. 50 percent  
   b. 65 percent  
   c. 85 percent  
   d. 100 percent

13. Self-actualization, or personal fulfillment, is the __________ need on psychologist Abraham Maslow’s hierarchy.

   a. Highest  
   b. Second highest  
   c. Lowest  
   d. Second lowest

14. As a person meets the needs at each level, he or she becomes __________ and has ______________, according to Maslow.

   a. More flexible/more options  
   b. Less flexible/more options  
   c. More flexible/less options  
   d. Less flexible/less options

15. The difference between attitudes and behaviors is that attitudes are __________, and behaviors are ______________.

   a. Good/bad  
   b. Bad/good  
   c. Great/excellent  
   d. Internal/external
16. Psychologists think your attitude works by __________ your behavior. If you do positive things, you’ll slowly develop a more positive attitude.

   a. Ignoring
   b. Triggering
   c. Following
   d. Working hard on

17. Some people humorously define __________ as “that thing you get just after you need it.”

   a. Humility
   b. Sarcasm
   c. Experience
   d. Enlightening

18. Psychologists use the term ________________ to refer to people who never have a nice thing to say about anyone or anything.

   a. Toxic personalities
   b. Random nonsense
   c. Carefree attitudes
   d. Mean humans

19. The ancient Greek philosophers thought that the yearning for ____________ was as essential to human life as food and water.

   a. Swiss steak
   b. Taking over a city
   c. Self-understanding
   d. Pondering questions

20. An example of extrinsic motivation would be ________________.

   a. Food
   b. Money
   c. Grades
   d. All of the above