

Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
Self-Efficacy	Ghrelin	Yerkes-Dodson Law	Instinct	Projective Tests
Projection	Drive-Reduction Theory	Leptin	Reaction Formation	Big Five

Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

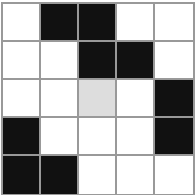
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

Intrinsic Motivation

Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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Hormone released by fat cells that signals fullness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Idea that adopting a smile or frown can change how you feel.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Positive emotions widen awareness and spark new thoughts and actions.

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WITTY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

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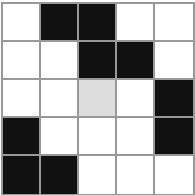
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Approach-Avoidance Conflict	Display Rules	Displacement	Self-Esteem	Reaction Formation
Intrinsic Motivation	Extrinsic Motivation	Unconditional Regard	Big Five	Instinct
Reciprocal Determinism	Self-Actualizing Tendency	FREE	Emotion Elicitors	Self-Efficacy
Leptin	Factor Analysis	Projection	Ghrelin	Yerkes-Dodson Law
Facial-Feedback Hypothesis	Broaden-and-Build Theory	Projective Tests	Repression	Drive-Reduction Theory

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

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Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

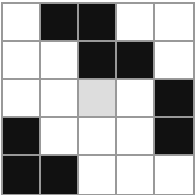
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

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Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

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ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

Intrinsic Motivation

Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

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WITY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

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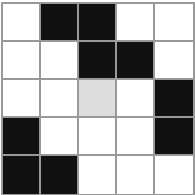
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WITTY PERSONALITY 04 . WITTY PERSONALITY 04 .

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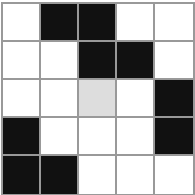
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Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Ascribing your own unacceptable feelings to someone else.

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Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

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Statistical method that groups related test items into underlying clusters.

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Hormone released by the stomach that triggers hunger.

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Idea that adopting a smile or frown can change how you feel.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Positive emotions widen awareness and spark new thoughts and actions.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Cultural norms for how, when, and by whom emotions may be shown.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Situations that set off a feeling, differing across cultures.

[illegible]

Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
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Self-Efficacy	Ghrelin	Yerkes-Dodson Law	Instinct	Projective Tests
Projection	Drive-Reduction Theory	Leptin	Reaction Formation	Big Five

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

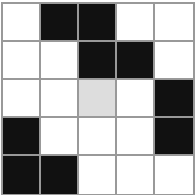
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

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Instinct

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Leptin

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Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

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Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

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Belief in your own ability to succeed at a specific task.

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Cultural norms for how, when, and by whom emotions may be shown.

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Situations that set off a feeling, differing across cultures.



Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
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Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

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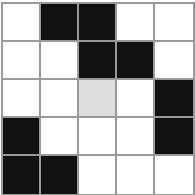
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Unit 4B · 24 terms · Alphabetical

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Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
Self-Efficacy	Ghrelin	Yerkes-Dodson Law	Instinct	Projective Tests
Projection	Drive-Reduction Theory	Leptin	Reaction Formation	Big Five

Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

WITTY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

Approach-Avoidance Conflict	Display Rules	Displacement	Self-Esteem	Reaction Formation
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Personality, Motivation & Emotion

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WITTY *Personality, Motivation & Emotion*

Layout B · P1 _____ P2 _____

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

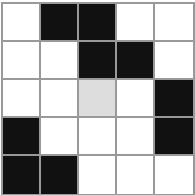
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

Intrinsic Motivation

Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Unconsciously pushing threatening thoughts and memories out of awareness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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[illegible]

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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[illegible]

WITTY · PERSONALITY, MOTIVATION & EMOTION

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Hormone released by the stomach that triggers hunger.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Hormone released by fat cells that signals fullness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Idea that adopting a smile or frown can change how you feel.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Positive emotions widen awareness and spark new thoughts and actions.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Cultural norms for how, when, and by whom emotions may be shown.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY *Personality, Motivation & Emotion*

Layout B · P1 _____ P2 _____

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Layout B · P1 _____ P2 _____

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

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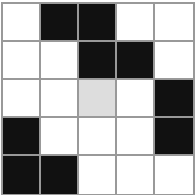
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Unit 4B · 24 terms · Alphabetical

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Projection

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Reaction Formation

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Repression

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY *Personality, Motivation & Emotion*

Layout B · P1 _____ P2 _____

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Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

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Approach-Avoidance Conflict	Display Rules	Displacement	Self-Esteem	Reaction Formation
Intrinsic Motivation	Extrinsic Motivation	Unconditional Regard	Big Five	Instinct
Reciprocal Determinism	Self-Actualizing Tendency	FREE	Emotion Elicitors	Self-Efficacy
Leptin	Factor Analysis	Projection	Ghrelin	Yerkes-Dodson Law
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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

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Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

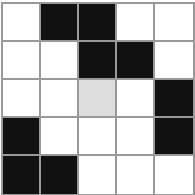
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

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ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

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Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

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Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

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Performance peaks at a moderate level of arousal, depending on task difficulty.

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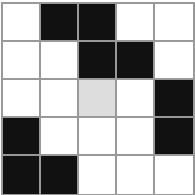
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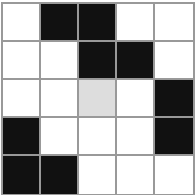
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Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Unconsciously pushing threatening thoughts and memories out of awareness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Ascribing your own unacceptable feelings to someone else.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Redirecting an impulse from its real target to a safer substitute.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Acting opposite to your true, unacceptable feelings to hide them.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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[illegible]

WITTY · PERSONALITY, MOTIVATION & EMOTION

Belief in your own ability to succeed at a specific task.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Overall evaluation of your own worth, not tied to one task.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Statistical method that groups related test items into underlying clusters.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Behavior aims to restore internal balance by satisfying biological needs.

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Acting to gain outside rewards or avoid punishment.

[illegible]

WITTY · PERSONALITY, MOTIVATION & EMOTION

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Being both drawn to and repelled by the same choice.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Hormone released by the stomach that triggers hunger.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Hormone released by fat cells that signals fullness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Idea that adopting a smile or frown can change how you feel.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Positive emotions widen awareness and spark new thoughts and actions.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Cultural norms for how, when, and by whom emotions may be shown.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Situations that set off a feeling, differing across cultures.

WITTY PERSONALITY 12

Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
Self-Efficacy	Ghrelin	Yerkes-Dodson Law	Instinct	Projective Tests
Projection	Drive-Reduction Theory	Leptin	Reaction Formation	Big Five

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WITTY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

Approach-Avoidance Conflict	Display Rules	Displacement	Self-Esteem	Reaction Formation
Intrinsic Motivation	Extrinsic Motivation	Unconditional Regard	Big Five	Instinct
Reciprocal Determinism	Self-Actualizing Tendency	FREE	Emotion Elicitors	Self-Efficacy
Leptin	Factor Analysis	Projection	Ghrelin	Yerkes-Dodson Law
Facial-Feedback Hypothesis	Broaden-and-Build Theory	Projective Tests	Repression	Drive-Reduction Theory

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WITTY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

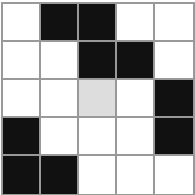
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

Intrinsic Motivation

Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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Redirecting an impulse from its real target to a safer substitute.

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Behavior, personal factors, and environment continually shape one another.

[illegible]

WITTY · PERSONALITY, MOTIVATION & EMOTION

Belief in your own ability to succeed at a specific task.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

Hormone released by the stomach that triggers hunger.

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Hormone released by fat cells that signals fullness.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Idea that adopting a smile or frown can change how you feel.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Positive emotions widen awareness and spark new thoughts and actions.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Cultural norms for how, when, and by whom emotions may be shown.

WITTY · PERSONALITY, MOTIVATION & EMOTION

Situations that set off a feeling, differing across cultures.

WITTY PERSONALITY 13

Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
Self-Efficacy	Ghrelin	Yerkes-Dodson Law	Instinct	Projective Tests
Projection	Drive-Reduction Theory	Leptin	Reaction Formation	Big Five

Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

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Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

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GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

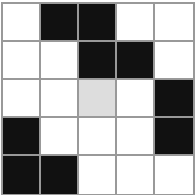
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ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

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WITTY PERSONALITY 14

Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
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Four in a Row: four across, down, or diagonal wins; FREE counts for both. · Fox: shade 4 + 3 + 2. · witsooth.com

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Approach-Avoidance Conflict	Self-Actualizing Tendency	Displacement	Repression	Facial-Feedback Hypothesis
Intrinsic Motivation	Emotion Elicitors	Factor Analysis	Self-Esteem	Extrinsic Motivation
Broaden-and-Build Theory	Display Rules	FREE	Reciprocal Determinism	Unconditional Regard
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WITTY

Personality, Motivation & Emotion

Layout B · P1 _____ P2 _____

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WITTY — *two games, one board*

Unit 4B · Personality, Motivation & Emotion · Two players · Four games of Four in a Row, or two games of Fox

THE DRAW — BOTH GAMES

Shuffle the 24 definition cards into one deck, face down. On your turn, draw three and read them.

Play one by matching it to a term on the board and say the term out loud. The card you played goes to the discard pile. The other two go to the bottom of the deck.

If you can match, you must. If none of your three cards match, put all three on the bottom, draw three, and your turn ends.

GAME ONE

FOUR IN A ROW

Fold the sheet, lay it flat between you, and play on the top face. Each player needs a different colored pencil.

YOUR TURN

Mark the square you matched. That square is yours.

WINNING

Four squares in a row — across, down, or diagonal. The FREE square counts toward both players' lines.

Board full with no line: draw.

Call it out: **"Witty!"**

FOUR TO A SHEET

Fold, play the top face, then turn to the next face. Four faces, four games, two layouts.

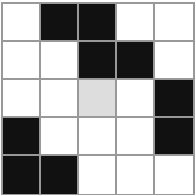
GAME TWO

FOX

Each player needs a sheet of their own. Fold it and stand the top half up so it faces you and hides the bottom half.

SETUP

On your bottom grid, shade three shapes: one of **4** squares, one of **3**, one of **2**. Each shape's squares must touch edge to edge. Shapes may not overlap and may not use FREE.



One way to place 4, 3, and 2.
Any shape works as long as the squares connect edge to edge.

YOUR TURN

The term you matched is your guess. Your opponent says **hit** or **miss**. Mark it on your standing grid.

A hit earns a free guess at any square touching it, no card needed. Keep going while you keep hitting.

Say **"Found!"** when you have found a whole shape.

WINNING

Find all three shapes. Two games to a sheet, one on each side.

CHALLENGE — BOTH GAMES

Either player, any time, before the next cards are drawn. Turn this sheet over and look it up. **Wrong claim:** cross out your mark, the guess does not count, and you lose your next turn. **Wrong challenge:** you lose your next turn.

Teacher note. Print the board sheet double-sided and fold it in the middle — never cut it, Fox needs the standing half. Every card in a deck carries the same number on its back. Print at 100%, not "fit to page."

ANSWER KEY — *Personality, Motivation & Emotion*

Unit 4B · 24 terms · Alphabetical

Approach-Avoidance Conflict

Being both drawn to and repelled by the same choice.

Big Five

Trait model built on agreeableness, openness, extraversion, conscientiousness, and emotional stability.

Broaden-and-Build Theory

Positive emotions widen awareness and spark new thoughts and actions.

Displacement

Redirecting an impulse from its real target to a safer substitute.

Display Rules

Cultural norms for how, when, and by whom emotions may be shown.

Drive-Reduction Theory

Behavior aims to restore internal balance by satisfying biological needs.

Emotion Elicitors

Situations that set off a feeling, differing across cultures.

Extrinsic Motivation

Acting to gain outside rewards or avoid punishment.

Facial-Feedback Hypothesis

Idea that adopting a smile or frown can change how you feel.

Factor Analysis

Statistical method that groups related test items into underlying clusters.

Ghrelin

Hormone released by the stomach that triggers hunger.

Instinct

Innate, fixed pattern of behavior in animals triggered by certain stimuli.

Intrinsic Motivation

Doing an activity for its own enjoyment, with no outside reward.

Leptin

Hormone released by fat cells that signals fullness.

Projection

Ascribing your own unacceptable feelings to someone else.

Projective Tests

Ambiguous stimuli, such as inkblots, used to reveal unconscious thoughts.

Reaction Formation

Acting opposite to your true, unacceptable feelings to hide them.

Reciprocal Determinism

Behavior, personal factors, and environment continually shape one another.

Repression

Unconsciously pushing threatening thoughts and memories out of awareness.

Self-Actualizing Tendency

Inborn urge to grow and fulfill one's fullest potential.

Self-Efficacy

Belief in your own ability to succeed at a specific task.

Self-Esteem

Overall evaluation of your own worth, not tied to one task.

Unconditional Regard

Accepting and valuing a person no matter what they do.

Yerkes-Dodson Law

Performance peaks at a moderate level of arousal, depending on task difficulty.

WITTY · PERSONALITY, MOTIVATION & EMOTION

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WITTY · PERSONALITY, MOTIVATION & EMOTION

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