CAMBRIDGE
International Education

Cambridge IGCSE™ Psychology 0266

Lesson 2: Motivation and needs 5.2 Hulls's drive reduction theory of motivation		
Learning objective	To gain knowledge and understanding of Hull's drive reduction theory of motivation	
Lesson objectives	By the end of the lesson, learners will be able to: • Define the terms drive and arousal • Describe the action of the sympathetic and parasympathetic nervous systems • Explain the process of biological arousal	
Vocabulary	**Drives:** states of readiness that motivate an action, created by a biological need **Sympathetic nervous system:** network of nerves that activates the body's 'fight or flight' response, when the brain reacts to stress, danger, or physical activity **Parasympathetic nervous system:** network of nerves that activates the body's 'rest and digest' response, when the body is resting, especially after eating **Arousal:** state of physiological activation	
Previous learning	Learners have covered the key concepts subtopic in Motivation and Needs in the previous lesson.	
Plan		
Activities		**Resources**
Beginning (5 mins)	Learners complete the starter activity – 'what does your body need?' listing as many biological needs as they can think of from the previous lesson's physiological needs in Maslow's hierarchy.	Drive reduction theory key terms: www.youtube.com/watch?v=OB86iaquQmM&t=43s Quizlet on Drive reduction theory: https://quizlet.com/212177788/d
Middle (50 mins)	• Using learners' ideas from the starter activity, ask them to explain what each biological need motivates us to do. • Explaining that these needs create 'drives'. Share the definition of 'drives' with learners.	

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	• Learners discuss and identify bodily responses to the given scenario – explain that this is an example of 'fight or flight', the arousal of the sympathetic nervous system. • Introduce the key terms relating to Hull's drive reduction theory including sympathetic and parasympathetic nervous systems using the video. • Share the grid illustrating the purpose of biological arousal of the sympathetic nervous system. Learners complete the parasympathetic nervous system grid.	rive-reduction-theory-flash-cards/
End (5 mins)	Learners reinforce their learning using the learning and testing platforms for the flashcards available on Quizlet at https://quizlet.com/212177788/drive-reduction-theory-flash-cards/	

Reflection and evaluation

Reflection:

Summary evaluation:

What two things went really well? (Consider both teaching and learning.)

1.

2.

What two things would have improved the lesson? (Consider both teaching and learning.)

1.

2.

What have I learned from this lesson about the class or individuals that will inform my next lesson?

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