

1. The “system” used in this book to structure productive learning is _____.
 - a. challenge-insight-reaction
 - b. insight-reaction-challenge
 - *c. challenge-reaction-insight-action
 - d. reaction-insight-challenge

2. According to the *FOCUS* system, for any goal to be effective it must be _____.
 - *a. concrete
 - b. abstract
 - c. vague
 - d. flexible

3. According to the text, dreaming is the _____ step to creating the future you want.
 - a. last
 - *b. first
 - c. second
 - d. third

4. Successful students have which of the following things in common, according to the text?
 - *a. They love to learn, seek challenges, value effort, and persevere.
 - b. They love to read, have a good attitude, value effort, and persevere.
 - c. They love challenges and are extrinsically and intrinsically motivated.
 - d. None of these is correct.

5. According to Rick Snyder’s research, students who scored higher on a measure of _____ got higher grades.
 - a. curiosity
 - *b. hope
 - c. challenge
 - d. career outlook

6. Research shows that what you *believe* about your own intelligence can make a difference in how successful you’ll be in college. There are two basic ways to define the views on intelligence. People are either _____.
 - *a. performers or learners
 - b. achievers or losers
 - c. smart or stupid
 - d. positive or negative

7. Which of the following is NOT an example of extrinsic motivation?

- a. Pay
- b. Parents
- *c. Curiosity
- d. Grades

8. People who are extrinsically motivated learn in order to _____.

- a. get a grade
- b. earn credits
- c. complete a requirement
- *d. all of these are correct

9. People who are intrinsically motivated are motivated _____.

- a. by good teachers
- b. by money
- *c. from within
- d. from without

10. Performers are more likely to _____.

- a. think intelligence is a fixed trait
- b. want to appear smart
- c. care more about whether their answers are right or wrong
- *d. all of these are correct

11. Learners believe you can grow your intelligence if you capitalize on opportunities to _____.

- a. grow
- b. take tests
- *c. learn
- d. read

12. Which of the following is NOT an example of intrinsic motivation?

- a. Mastery
- b. Challenge
- c. Fascination
- *d. Credits

13. In order to adjust your attitude, _____.

- *a. pay careful attention to the words you choose
- b. blame others for your situation
- c. surround yourselves with negative people
- d. do not learn from your mistakes

14. According to the text, the *FOCUS* system begins by making your goal fit your _____.

- a. values
- b. character
- c. identity
- *d. all of these are correct

15. Which of the following is a factor to explain how and why people are motivated?

- a. Autonomy
- b. Value
- c. Competence
- *d. All of these are correct

16. Which of the following is NOT a way to focus?

- *a. Bring a sugary treat
- b. Put your phone away
- c. Be ergonomically correct
- d. Declutter your desk

17. A dream and a goal are different in that _____.

- a. a dream has arms and a goal has legs
- *b. a dream is fantasy-based and a goal is reality-based
- c. a dream is reality-based and a goal is fantasy-based
- d. none of these is correct

18. Which of the following is NOT a recommendation to adjust your attitude?

- a. Know you always have choices
- b. Take responsibility for your own outcomes
- c. Turn down your negativity meter
- *d. Complain to your best friend about your boring classes

19. This chapter stresses the importance of motivation. What does the following phrase mean? “If you can and you don’t, it means you won’t.”

- a. If you try hard enough, you will succeed.
- b. If you fail, try again.
- *c. If you have the ability and don't try, you won't succeed.
- d. If you have the ability, you will succeed.

20. *FOCUS* describes four C-factors of intrinsic motivation. They are _____.

- a. curiosity, control, caring, challenge
- b. curiosity, control, career outlook, caring
- *c. curiosity, control, career outlook, challenge
- d. curiosity, character, career outlook, challenge