

Chapter 1-3: Influences on Behavior

Human Needs

- ▶ _____: basic items that are required for living
- ▶ _____ identified five levels

- ▶ _____: those things people desire, but don't need. Not _____ for _____
- ▶ Needs and wants are _____
 - i.e. you need to eat but you may want to eat at home or eat at a restaurant
- ▶ One person's _____ may be one person's _____
 - An adult needs to work to provide for a family a teen may want to work

Personal Priorities, Goals, and Standards

- ▶ **Personal Priorities:** the _____, _____ and experiences you consider to be _____ and _____.
 - Affect your _____ and guide your _____
 - _____ over time and change as you change
- ▶ Factors influencing your personal priorities
 - _____ with others
 - _____
 - _____
 - _____
 - _____ Life cycle
- ▶ Personal Priority _____
 - Personal Priorities are honesty and friendship
 - Do you tell the truth or save a friendship?

Goals

- ▶ _____: the aims people consciously try to reach
 - Goals reflect a person's personal _____
 - Goals can involve only _____, your _____, or your _____ etc...
- ▶ **Short-term goals:** can reach in an _____, a _____, or a _____
- ▶ **Long-term goals:** need several _____ or _____
- ▶ _____ **goals:** goals you don't really expect to achieve
- ▶ Setting and Achieving goals
 - Make a _____ of what you want out of _____
 - Consider your personal _____
 - List the ways you could _____ your _____
 - Make some definite _____
 - Establish _____ and _____

Standards

- ▶ _____: accepted levels of achievement
- ▶ These are _____ to your personal priorities and goals
- ▶ Standards will be _____ for the items you _____