# Chapter 16

1. How convincing is the evidence for unconscious motivation?
2. Do we have instincts?
3. How useful is the idea of intrinsic and extrinsic motivation?
4. The best-known theory of motivation is Maslow’s hierarchy of needs. Does it deserve this status?
5. SMART targets; application of psychological principles or management dogma?
6. Is the current popularity of growth mindsets justified?
7. How scientific are theories of motivation? Are SMART targets and growth mindsets best seen as pop psychology?