1. **Motivation:**
   * Motivation refers to the internal processes that initiate, guide, and sustain goal-directed behavior. It drives us to fulfill our needs.
2. **Needs & Motives:**
   * **Needs:** Needs are inherent physiological or psychological deficiencies that drive individuals to seek satisfaction. They are essential for survival, well-being, and personal growth.
     + **Biogenic Needs:** Biogenic needs are basic physiological needs essential for survival, such as hunger, thirst, sleep, and shelter.
     + **Psychogenic Needs:** Psychogenic needs are psychological or social needs related to self-esteem, belongingness, love, achievement, and self-actualization.
   * **Motive:** A motive is a specific need with sufficient intensity that presses an individual to act or behave in a certain way to fulfill that need.