Motivation is the moving force that energizes behavior

This can be many factors like success, goals, support and attitude.

Emotion is the positive or negative feeling state that typically includes arousal, subjective experience, and behavioral expression; also called affect.
Motivation & Emotion

Terms

- Motivation- The moving force that energizes behavior
- Emotion- A positive or negative feeling state that typically includes arousal, subjective experience, and behavioral expression; also called affect.
- Drives- According to Freud, unpleasant tension states that build up until satisfied
- Thematic Apperception (TAT)- A projective test consisting of a series of ambiguous pictures about which participants are asked to make up a story.
- Primary drive- An innate drive such as hunger, thirst, or sex
- Secondary drive- A motive learned through classical conditioning and other learning mechanisms such as modeling; also called acquired drive.
- Incentive- An external motivating stimulus (as opposed to an internal need state).
- Goals- desired outcomes established through social learning.
- Goal-setting theory- the theory of motivation which suggests that conscious goals regulate much human action, particularly performance tasks.
- Intrinsic Motivation- The motivation to perform a behavior for its own sake rather than for some kind of external reward.
- Implicit Motives- Motives that can be activated and expressed outside of awareness.
- Hierarchy of needs- Maslow’s theory that needs are arranged hierarchically, from psychological needs, safety needs, belongingness needs, and esteem need through self-actualization needs.
- Self-actualization needs- In Maslow’s theory, the needs to express oneself, grow and actualize or attain one’s potential.
- ERG Theory- A theory of worker motivation distinguishing existence, relatedness, and growth needs.
- Metabolism- The process by which the body transforms food into energy.
- Absorptive phase- The phase of metabolism during which a person is ingesting food.
- Fasting Phase- The second stage of metabolism when the body converts glucose and fat into energy.
- Homeostasis- The body’s tendency to maintain a relatively constant state that permits cells to live and function.
Important People & Accomplishments

Chapter 10 Motivation and Emotion

Charles Darwin- Published the theory of evolution, resulted in many psychologists unsuccessfully trying to explain all human behaviors through instincts.

Abraham Maslow- A psychologist created a hierarchy of needs that predicts which needs we will be motivated to satisfy first.

William Masters & Virginia Johnson- Performed famous lab studies that documented the sexual response cycle in men and women, found that our sexual response cycle progresses through four stages: Initial excitement, Plateau phase, Orgasm, and Resolution phase.

Alfred Kinsey- A researcher who documented the variety of human sexual behaviors in his famous reports; was able to dispel some common myths about what it means to be homosexual.
William James & Carl Lange- Produced the James- Lange theory of emotion; theorized that we feel emotion because of biological changes caused by stress.

Walter Cannon & Philip Bard- Produced the Cannon-Bard theory of emotion; theory that the biological change and the cognitive awareness of emotions occur simultaneously.

Stanely Schachter- Produced the two-factor theory of emotion; theorized that emotion depends on the interaction between biology and cognition, that both our physical responses and our cognitive labels, combine the cause any emotional response.

Thomas Holmes and Richard Rahe- Psychologist who designed one of the first instruments to measure stress; the Social readjustment rating scale (SRRS) measured stress using life-change units (LCUs).

Hans Seyle- Developed the concept of the General Adaptation Syndrome, describing the general responses that animals also humans such as to a stressful event- Alarm, Resistance, Exhaustion.
Chapter 10: *Motivation and Emotion*

**Summary**

**Perspectives on Motivation**

- **Motivation**
  - Typical examples offered by students include psychosocial needs, and biological states.

- **Homeostasis**
  - Homeostasis: refers to the tendency of the body to maintain constancy of the internal environment.

- **Psychodynamic aspects of motivation**
  - According to Freud, there are two basic drives: sex and aggression.

- **Behaviorist Aspects of Motivation**
  - Behaviorists have relied primarily upon drive-reduction notions of motivation.

- **Cognitive Aspects of Motivation**
  - The principle cognitive notion of motivation involves *goal-setting theory*.

- **Maslow's Hierarchy of Needs**
  - Needs are ordered, from lowest to highest.

- **Evolutionary Perspective**
  - Motivation plays a significant role in adaptation.

**Applying the Perspectives on Motivation**

- A psychological theory is designed to allow one to understand the cause of behavior; to be able to predict and explain observed behavior.
10.2: Eating

- **Motivational Variables in Eating Behavior**
  - Behavior is driven by deficiencies in nutrients

- **Environmental aspects of Hunger and Eating**
  - The palatability of food also contributes to increased eating

**Obesity**

- Obesity has been predicted by examining the interaction between a person's body weight

**Eating Disorders**

There are two major eating disorders that students frequently identify for this topic.

- Anorexia Nervosa
- Bulimia Nervosa
10.3: Sexual Motivation

- **Sexual Motivation**
  - People are also driven to gain sexual gratification.

- **Sexual Orientation**
  - That is orientation to homosexuality or heterosexuality.

10.4: Psychosocial Motives

- **Psychosocial Motives**
  - These were described earlier, but deserve coverage again as they form an important part of research on motivation.

- **Needs for Relatedness**
  - Psychology has demonstrated a number of interpersonal needs in humans
    - **Achievement and Other Agency Motives**
    - Motives for power, competence, achievement, autonomy, and self-esteem form a second set of motives common to humans
10.5: Emotions

Physiological Components

- **James-Lange Theory**
  - This is one of the oldest psychological theories of emotion.

- **Cannon-Bard Theory**
  - In contrast to the James-Lange theory, the Cannon-Bard theory rests upon the primacy of cognitive interpretations of situations, even if these interpretations are extremely brief (preconscious).
  - In a related vein, there is a subjective experience to emotion, and people vary in the degree to which they can identify and experience emotional states.
  - Emotional expression has long been considered a functional necessity to positive mental health.

- **Emotional expression**
  - There is a great deal of evidence to support the idea that people can reliably identify facial expressions of emotion.

- **Taxonomy of emotions**
  - There have been many attempts at developing a list of basic emotions.
  - Emotions are regulated, and there are good reasons to offer for how one exercises control over emotional states.
From Brain to Behavior The Neuropsychology of Emotion
- The Hypothalamus
  - The hypothalamus is a central link in a neural circuit that converts emotional signals generated at higher levels of the brain into autonomic and endocrine responses.
- The Limbic System
  - Central to emotional reactions are structures in the limbic system, particularly the amygdala.
- Two Systems for Processing Emotion
  - The first circuit is evolutionarily primitive and requires no cortical involvement.
  - The right and left hemispheres of the cortex appear to be specialized, with the right hemisphere dominant in processing emotional cues from others and producing facial displays of emotion.

Emotional Regulation
- Emotion regulation (or affect regulation) refers to efforts to control emotional states.

Perspectives on Emotions
- Psychodynamic and Cognitive Perspectives
  - Psychodynamic notions of emotions rely upon unconscious factors for regulating and producing emotional states.
  - Cognitive notions of emotions have a basis in the Cannon-Bard theory, in that there are interpretations of situations that lead to emotional states.
- Evolutionary Perspective
  - Emotions serve an important adaptive function. In discussing this, one can illustrate it by discussing the motivation associated with studying anxiety.