

# Learning Goals

## Chapter 9: Motivation and Emotion



### What Motivates Your Behavior?

- 9.1 Summarize the four internal factors and one external factor that affect motivation.
- 9.2 Explain the difference between intrinsic and extrinsic motivation.

### What Are Your Most Important Motivated Behaviors?

- 9.3 Summarize the biological systems that influence the motivation to eat.
- 9.4 Explain how conditioning, familiarity, flavor and culture influence your motivation to eat.
- 9.5 Explain how the need to belong affects people.
- 9.6 Explain how goals, self-efficacy, delayed gratification and grit affect achievement.

### How Do You Experience Emotions?

- 9.7 Explain how emotions are identified and labeled.
- 9.8 Contrast the three theories of emotion.
- 9.9 Summarize how the body and brain influence emotions.
- 9.10 Compare the effectiveness of different emotional regulation strategies.

### How Do Emotions Support Social Relationships?

- 9.11 Explain how people interpret the meaning of facial expressions.
- 9.12 Explain how guilt and embarrassment strength interpersonal relationships.

In addition, you should be able to give examples and elaborate on the major concepts from the chapter.