

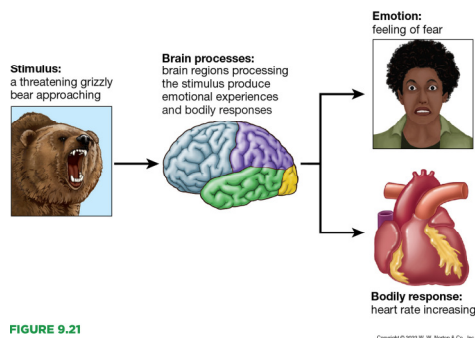
Achievement motivation

The need or desire to attain a certain standard of excellence.
(page 359)

Arousal

Brain or autonomic nervous system activity (such as sweating, muscle tension, or change in heart rate).
(page 347)

Canon-Bard theory



Theory stating that information about emotional stimuli is sent to the cortex (emotional experience) and the body (physical reaction) at roughly the same time. (page 366)

<p>Display rules</p>	<p>Rules learned through socialization and that indicate what emotions should be shown in certain situations. (page 377)</p>
<p>Drive</p>	<p>A psychological state that creates arousal and motivates behavior to satisfy a need. (page 346)</p>
<p>Emotion</p>	<p>An immediate, specific negative or positive response to environmental events or internal thoughts. [Feelings that involve subjective evaluation, physiological processes, and cognitive beliefs]. (page 363)</p>

Extrinsic motivation



FIGURE 9.7

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The desire to perform an activity to achieve an external goal, such as receiving a reward. (page 350)

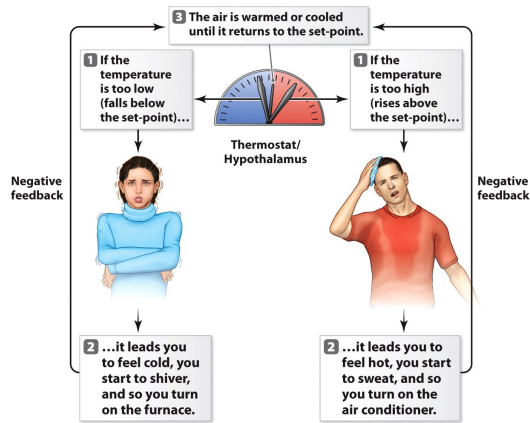
ghrelin

A hormone, secreted by an empty stomach, that is associated with increased eating behavior. (page 354)

guilt

A negative emotional state associated with anxiety, tension, and agitation caused by a belief that we did something that directly or indirectly harmed another person. (page 379)

Homeostasis



Psychological Science, 41e Figure 10.18
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The tendency for bodily functions to maintain equilibrium.

(This term is in your book, but not listed as a key term)

Incentives

External objects or external goals, rather than internal drives, that motivate behaviors. (page 349)

Insulin

A hormone produced by the pancreas that controls glucose levels in the blood. (page 353)

Intrinsic motivation



FIGURE 9.7

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The desire to perform an activity because of the value or pleasure associated with that activity rather than to achieve an external goal. (page 349)

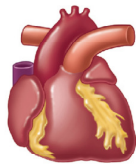
James-Lange theory

Stimulus:
a threatening grizzly bear approaching



FIGURE 9.19

Body response:
heart rate increasing



Emotion:
feeling of fear



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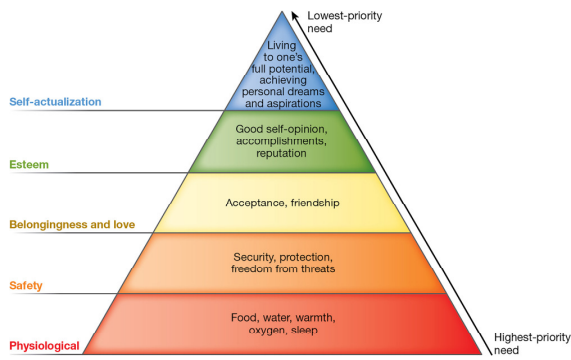
Theory stating that emotions result from physiological reactions in the body.
(page 365)

Leptin

A hormone, secreted by fat cells, that is associated with decreased eating behavior.
(page 354)

<p>Moods</p>	<p>Long-lasting emotional states that do not have an identifiable object or trigger. (page 363)</p> <p>The generally are less intense than emotions.</p>
<p>Motivation</p>	<p>A process that energizes, guides, and maintains behavior toward meeting specific goals or needs. (page 345)</p>
<p>Need</p>	<p>A state of biological or social deficiency. (page 345)</p>

Need hierarchy



An arrangement of needs, in which some needs have greater priority than others. (page 345)

Need to belong theory



FIGURE 9.13

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The need for social relations is a fundamental motivate that has evolved for adaptive purposes. (page 357)

Primary emotions

Evolutionary adaptive emotions that are shared across cultures and associated with specific physical states; they include anger, fear, sadness, disgust, happiness, and possibly surprise and contempt. (page 362)

Secondary emotions

Blends of primary emotions; they include remorse, guilt, submission, anticipation and awe. (page 362)

Self-actualization

A state that is achieved when one's personal dreams and aspirations have been attained.

(This term is in your book, but not listed as a key term)

Two-factor theory

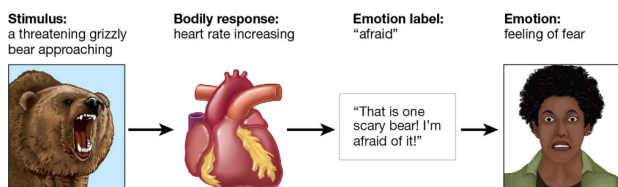
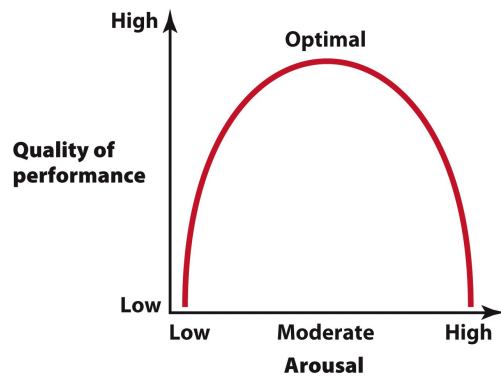


FIGURE 9.22

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Theory stating that how we experience an emotion is influenced by the cognitive label we apply to explain the physiological changes we experience. (page 366)

Yerkes-Dodson law



Psychological Science, 4/e Figure 10.19
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The psychological principle that performance increases with arousal up to a moderate level. After that additional arousal impairs performance.

(This term is in your book, but not listed as a key term)



Warning: not all of the key ideas are on this list of key terms