

General Psychology 202

Motivation and Emotion

Motivational Concepts and Theories

- Instinct Theories
- Drive Theories
- Incentive Theories
- Arousal Theories
- Humanistic Theories

Biological Motivation (hunger and eating)

- Energy homeostasis (Positive versus negative energy balance)
- Short-term signals that regulate eating
- Long-term signals that regulate body weight
- Excess Weight and Obesity
- Eating Disorders

Psychological Needs as Motivators

- Maslow's Hierarchy of Needs
- Deci and Ryan's Self-Determination Theory

Competence and Achievement Motivation

- Science versus pseudoscience 8.2: Subliminal Self-Help Tapes

Emotion

- The Functions of Emotion
- The Subjective Experience of Emotion
- The Neuroscience of Emotion
- In-Focus 8.3 Detecting Lies
- The Expression of Emotion
- Critical Thinking 8.4: Emotions in non-human animals

Theories of Emotion

- James-Lange Theory of Emotion
- Cognitive Theories of Emotion (Two-Factor theory and Cognitive Mediation theory)

Application: Turning your goals into Reality

Application: Emotions in Decision Making

Motivation: The forces that act on or within an organism to initiate and direct behavior. Motivation is characterized by its activation (the initiation or production of behavior), persistence (continued effort to reach a goal), and intensity (the vigor of the response or behavior).

How do psychologists explain the following behaviors?

What motivates people to run away from a dangerous situation?

What motivates people to clean their apartment/home?

What motivates people to mate? (is there a mating instinct?)

What motivates people jog (is there a "jogging instinct"?)

What motivates people to eat or drink?

What motivates people to eat and drink?

What motivates people sleep and rest?

What motivates people and animals seek heat in the winter or cool areas in the summer?

What motivates people to people work?

What motivates people to get a good grade in their classes or do a good job at work?

What motivates people to gamble or steal?

What motivates people to help others?

What motivates people to help others?

What motivates people to associate with others?

What motivates people to excel?

What motivates people to be creative?

Which theory of motivation explains all of these behaviors?

Why is understanding motives important? Is understanding a person's motives important for interpreting behavior?

In the research on prejudice:

People who attend church with extrinsic motives (meet people, socialize, etc.) rate higher on prejudicial attitudes. People who attend church for intrinsic motives (search for knowledge and understanding, way of living, etc.) and atheists rate the lowest on prejudicial behavior.

In the research on creativity:

People who are intrinsically motivated, tend to be more creative.

People who are extrinsically motivated (reinforcements are external to the individual—money), are less creative.

Political behavior:

Many people say “there not a dimes difference between the democrats and republicans”. Steve Candee argues that while a majority of their behavior is the same, the motives for their behavior are different.

How do psychologists explain what motivates people?

Instinct theory

Drive theory

Incentive theories

Arousal theories

Humanistic theories

Instinct theory

Just as animals display instinctive behavioral patterns, such as migration or mating behaviors, human behavior is thought to be motivated by innate instincts or genetic programming. Instinct theory describes and labels behavior.

While instinct theories seem logical, these labels and descriptions do not explain behavior. In addition, we don't have enough genes to account for every behavior and motivation. People try to use instincts to "explain" one's behavior, but it rarely does.

Examples of Instincts Proposed by Instinct Theorists (Table 8.1)

rivalry	combateness
sympathy	hunting
fear	acquisitiveness
constructiveness	play
curiosity	sociability
shyness	secretativeness
cleanliness	modesty
jealousy	parental love
self-assertion	submission
food-seeking	repulsion
escape	mating

Do people have an instinct to run away from a dangerous situation?

Do people have an instinct to have sex?

Do people have an instinct to eat and drink?

Or, are there other motivating factors for the above?

Drive theories

Behavior is motivated by the desire to reduce internal tension caused by unmet biological needs such as hunger, thirst, sleep or sexuality. If there is internal tension of hunger, we are motivated (driven) to reduce the hunger (an unmet biological need).

Drive theories have a hard time explaining behavior that increase tension such as gambling, running a marathon, playing in competitive events, why we engage in risky behavior, or watch suspenseful movies. In addition, drive theories have difficulties explaining why we eat when we are not hungry.

Is there a biological drive to eat and drink?

Is there a biological drive to sleep and rest?

Are people and animals biologically driven to seek heat in the winter or cool areas in the summer?

Or, are there other motivating factors for the above?



Incentive theories

Behavior is motivated by the pull of external goals and rewards. This approach is based heavily on operant learning theory (behavior is based on the expectation of consequences such as reinforcements or punishments, Chapter 5), and hence testable.

However, incentive theories have problems explaining behavior that has no external goals such as playing, mastering a new task, altruism or satisfying curiosity.

Is there an incentive to go to work?

Is there an incentive to get a good grade in your classes or to do a good job at work?

Is there an incentive to help others?

Is there an incentive to gamble or steal?

Or, are there other motivating factors for the above?

Incentives are good for motivating behavior, but incentives are not that good for promoting creativity (see chapter 7). In addition, beyond a certain level increasing pay does not increase job satisfaction.

Arousal Theories

Arousal theories are based on the observation that people find both very high levels of arousal and very low levels of arousal quite unpleasant.

When arousal is too low, we become motivated to increase arousal by seeking stimulating experiences

When arousal is too high, we become motivated to reduce arousal by seeking a less stimulating environment.

People are motivated to maintain an optimal level of arousal—one which is neither too high or too low.

Humanistic Theory

People are motivated to realize their highest human potential—the actualization tendency.

We are motivated to satisfy needs at each progressive level (basic, safety, belonging, self-esteem, and self-actualization). This approach is tied with Abraham Maslow's hierarchy of needs towards self-actualization and is quite comprehensive.

Maslow's concept of self-actualization is hard to define, test and give too little weight to incentives. Characteristics of self-actualized people can be found on Table 8.2.

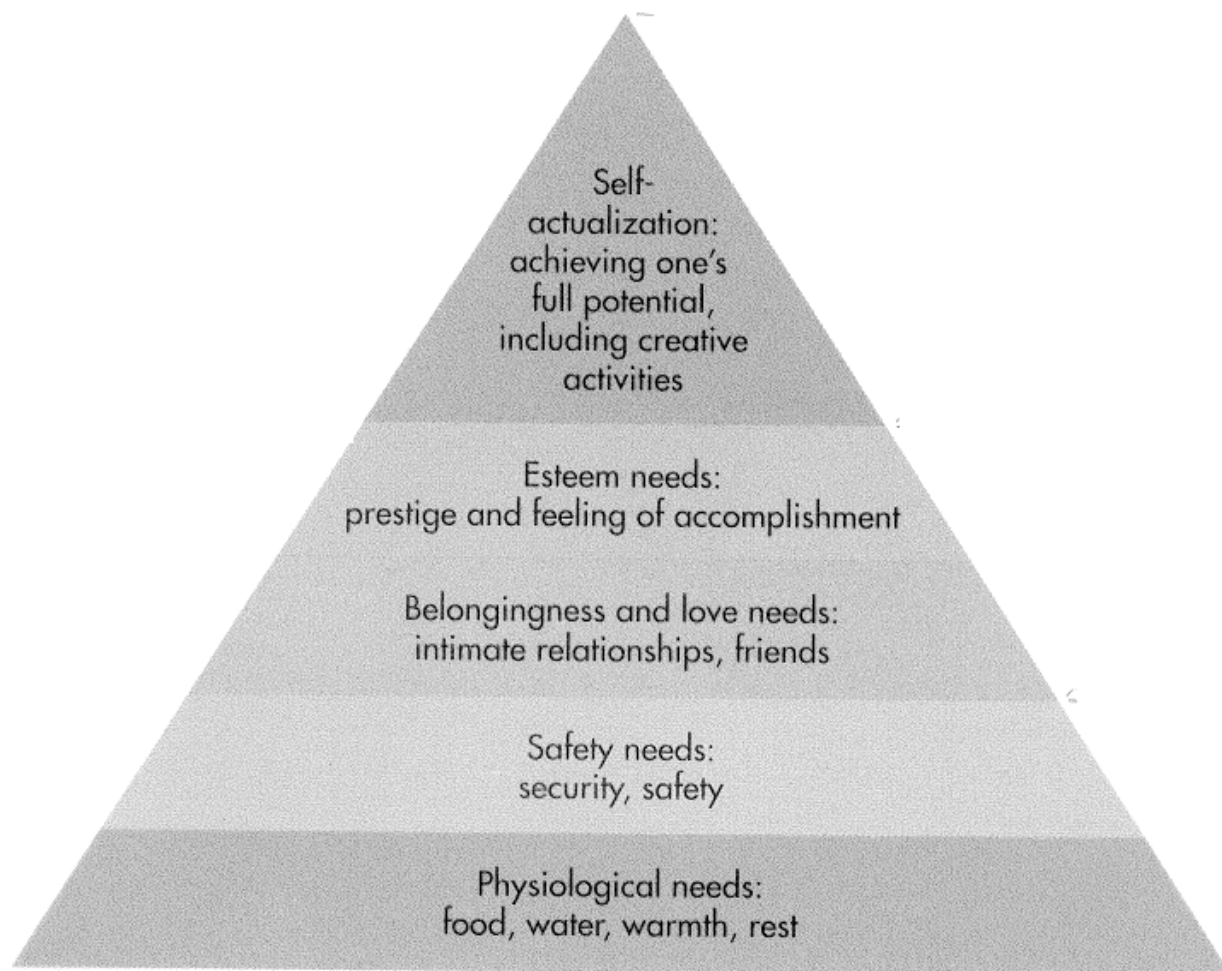


Table 8.2: Maslow's Characteristics of Self-Actualized People

Realism and acceptance	Self-actualized people have accurate perceptions of themselves, others, and external reality. They easily accept themselves and others as they are.
Spontaneity	Self-actualized people are spontaneous, natural and open in their behavior and thoughts. However, they can easily conform to conventional rules and expectations when situations demand such behavior.
Problem centered	Self-actualized people focus on problems outside themselves. They often dedicate themselves to a larger purpose in life, which is based on ethics or sense of personal responsibility.
Autonomy	Although they accept and enjoy other people, self-actualized individuals have a strong need for privacy and independence. They focus on their own potential and development rather than on the opinions of others.
Continued freshness of appreciation	Self-actualized people continue to appreciate the simple pleasures of appreciation of life with awe and wonder.
Peak experiences	Self-actualized people common have <i>peak experiences</i> , or moments of intense ecstasy, wonder and awe during which their sense of self is lost or transcended. The self-actualized person may feel transformed and strengthened by these peak experiences.