

Emotions and Motivation



10.1 What Are Emotions?

- Emotions Vary in Valence and Arousal
- Emotions Have a Physiological Component
- **What to Believe? Using Psychological Reasoning**
Confirmation Bias: Are Lie Detector Tests Valid?
- There Are Three Major Theories of Emotion
- **Using Psychology In Your Life** How Can I Control My Emotions?

10.2 How Are Emotions Adaptive?

- Emotions Serve Cognitive Functions
- Facial Expressions Communicate Emotion
- Display Rules Differ across Cultures and Between Sexes
- Emotions Strengthen Interpersonal Relations

10.3 How Are People Motivated?

- Drives Motivate the Satisfaction of Need
- People Are Motivated by Incentives
- People Set Goals to Achieve
- People Have a Need to Belong

10.4 What Motivates Eating?

- Many Physiological Factors Influence Eating
- Eating Is Influenced by Time and Taste
- Culture Plays a Role

10.5 What Motivates Sexual Behavior?

- Biology Influences Sexual Behavior
- Cultural Scripts and Cultural Rules Shape Sexual Interactions
- People Differ in Our Sexual Orientations