

Unit 8: Motivation, Emotion, and Stress

Big Questions: What motivates us? Why do we display emotions? How does perception affect emotion? What effect does stress have on the body?

Motivation, Emotion, and Stress Objectives:

After you have read the chapters and taken notes, you should be able to do the following:

- Define motivation and discuss the three perspectives that have influenced our understanding of motivation.
- Discuss the basis of hunger in terms of physiology and external incentives and explain how taste preferences are determined.
- Describe the symptoms and possible causes of anorexia nervosa and bulimia nervosa.
- Explain Maslow's hierarchy of needs.
- Describe the nature and origin of achievement motivation.
- Distinguish between extrinsic and intrinsic motivation, focusing on their relative effectiveness in promoting achievement motivation.
- Discuss how leaders can create a motivated, productive, and satisfied work force.
- Identify the three components of emotion, describe the physiological changes that occur during emotional arousal, and discuss the relationship between arousal and performance.
- Describe the relationship between bodily states and specific emotions and discuss the effectiveness of the polygraph in detecting lies.
- Describe some nonverbal indicators of emotion and discuss the extent to which people from different cultures display and interpret facial expressions of emotion in a similar manner.
- Describe the effects of facial emotional expressions on emotional experience.
- Discuss the significance of biological and environmental factors in the acquisition of fear.
- Discuss the catharsis hypothesis and identify some of the advantages and disadvantages of openly expressing anger.
- Identify some potential causes and consequences of happiness and describe how happiness is influenced by our own prior experiences and by others' attainments.
- Contrast the James-Lange and Cannon-bard theories of emotion.
- Describe Schachter's two-factor theory of emotion and discuss evidence suggesting that some emotional reactions involve no conscious thought.

Motivation, Emotion, and Stress Overview

Perhaps no topic is more fundamental to psychology than motivation – the study of forces that energize and direct our behavior. This unit discusses various motivational concepts and looks closely at three motives: hunger, sex, and achievement. Research on hunger points to the interplay between physiological and psychological (internal and external) factors in motivation. Sexual motivation in men and women is triggered less by physiological factors and more by external incentives. Achievement motivation, in particular, demonstrates that a drive-reduction theory is of limited usefulness in explaining human behavior: Although this motivation serves no apparent physiological need, it may be extremely forceful nonetheless.

Emotions are responses of the whole individual, involving physiological arousal, expressive behaviors, and conscious experience. This unit examines these components in detail, particularly as they relate to the emotions of fear, anger, and happiness. In addition, the chapter discusses several theoretical controversies concerning the relationship and sequence of the components of emotion, primarily regarding whether the body's response to a stimulus causes the emotion that is felt and whether thinking is necessary to and must precede the experience of emotion.

Key Terms

Using your own words, write a brief definition or explanation of each of the following. Feel free to be as succinct as possible as long as the definition makes sense to you. Do this after or while reading the assigned pages for class.

1. motivation –
 - a. instinct theory/evolutionary perspective -
 - b. drive reduction theory -
 - i. homeostasis -
 - c. arousal theory -
 - i. Yerkes-Dodson Law -

- d. Maslow's Hierarchy of Needs -
- e. motivation of hunger -
 - i. stomach contractions -
 - ii. lateral hypothalamus -
 - iii. ventromedial hypothalamus -
 - iv. Set Point theory -
 - v. obesity -
 - vi. bulimia -
 - 1. bingeing -
 - 2. purging -
 - vii. anorexia -
 - viii. causes of eating disorders -
- f. sexual motivation -
 - i. Kinsey study -
 - ii. Masters and Johnson study -
 - iii. sexual response cycle -
 - iv. sexual orientation -
 - 1. causes of sexual orientation -
- g. need for achievement -
 - i. intrinsic motivators -
 - ii. extrinsic motivators -
- h. need for power -
- i. need for intimacy -
- j. Industrial/Organizational Psychology -
 - i. flow -
 - ii. Theory X Management -

iii. Theory Y Management -

k. approach-approach conflict -

l. avoidance-avoidance conflict -

m. approach-avoidance conflict -

2. emotion -

a. James-Lange theory of emotion -

b. Cannon-Bard theory of emotion -

c. Singer-Schachter Two-Factor theory of emotion -

d. Two-track brain -

e. Spillover effect -

f. opponent-process theory of emotion -

g. adaptation-level phenomenon -

h. relative deprivation -

i. catharsis -

j. feel-good, do-good phenomenon -

k. gender differences in emotion -

l. universal emotions -

3. Stress -

a. General Adaptation Syndrome –

i. Alarm -

ii. Resistance -

iii. Exhaustion -

b. Type A personality –

c. Type B personality -

d. aerobic exercise benefits -

e. weight discrimination -