

Motivation and Emotion

—

Unit 2: Biopsychology

Theories of Motivation

Motivation: an internal state that activates behaviour and directs it towards a goal.

Motivation cannot be observed directly so psychologists study it by observing goal-directed behaviour. Several theories have been developed to explain motivation.

- Instinct Theory
- Drive-Reduction Theory
- Incentive Theory
- Cognitive Theory

Brainstorm

Instinct Theory

Instincts: Natural or inherited tendencies of an organism to make a specific response to certain environmental stimuli without involving reason.

- ***Dr. William James*** proposed that humans have instincts such as cleanliness, curiosity, parental love, sociability, and sympathy.
- The flaw with instinct theory however is that instincts only label behaviour, they don't explain the motivation behind it.

Drive-Reduction Theory

Emerged from the work of experimental psychologist **Clark Hull** who traced motivation back to basic physiological needs.

Need: Biological or psychological requirement of an organism.

Drive: An internal condition that can change over time and orients an individual towards a specific goal.

A need produces a drive, which motivates a person to act in a way that will maintain **homeostasis** or the tendency to correct imbalances and deviations from their normal state.

Incentive Theory

Incentive: An external stimulus, reinforcer, or reward that motivates behaviour.

Incentive Theory stresses the role of the environment in motivating behaviour.

While drives push us to reduce needs, incentives pull us to obtain them.

ex) Hunger is a drive that causes us to walk to the kitchen, but the incentive for our action is the sandwich we intend to eat.

Cognitive Theory

Cognitive psychologists believe that we act in particular ways at particular times as a result of extrinsic and intrinsic motivations.

Extrinsic Motivation: Engaging in activities to reduce biological needs or obtain incentives or external rewards.

Intrinsic Motivation: Engaging in activities because those activities are personally rewarding or fulfill our beliefs or expectations.

In many cases we might engage in activities because of both intrinsic and extrinsic motivations (i.e. Going to dinner with friends).

Biological Motives

Some behaviour is determined by the internal state of an organism. These types of needs are critical to survival and physical well-being such as:

- Food and Water
- Oxygen
- Sleep
- Avoidance of Pain

Our nervous system works like a thermostat to maintain our internal and chemical balance.

Social Motives

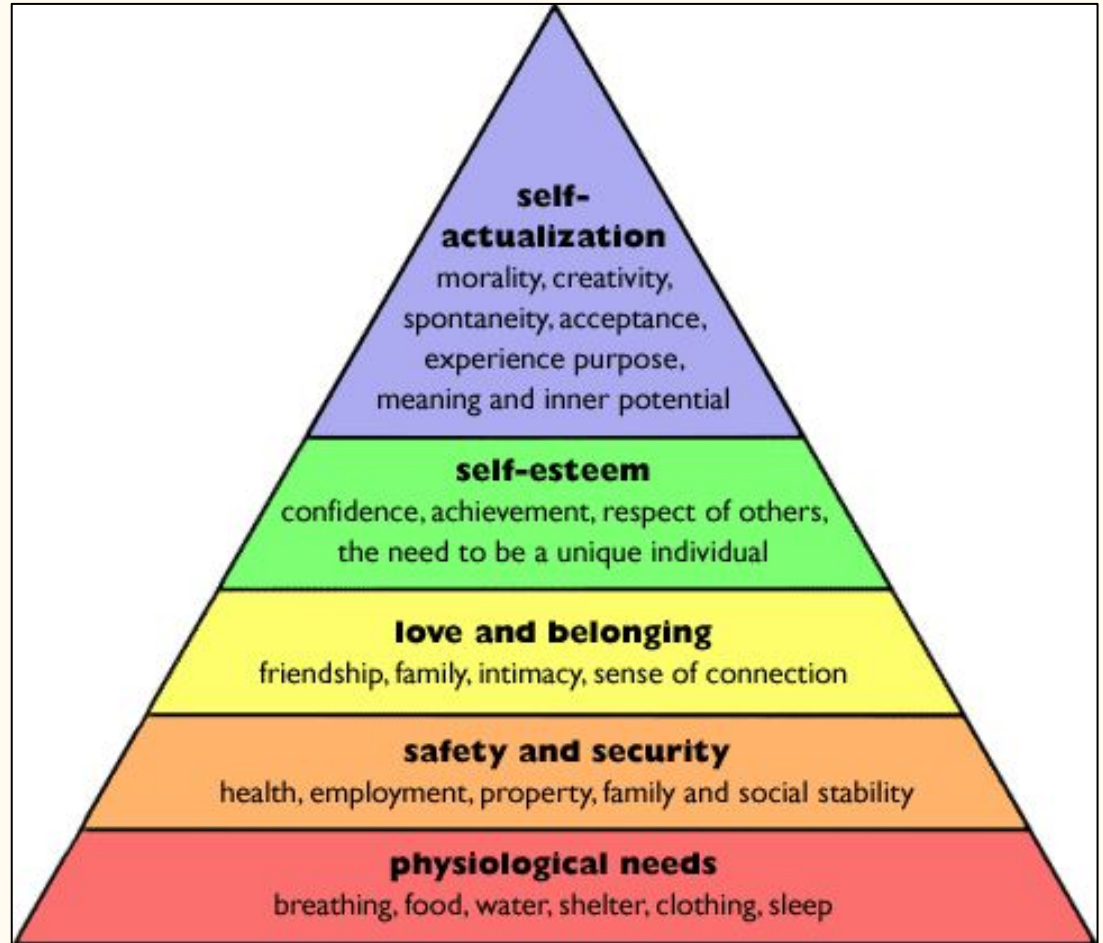
Social motives are learned from our interactions with other people and include such things as the need to:

- Excel or achieve
- Form social bonds
- Nourish and protect others
- Influence or control others
- Maintain orderliness
- Have fun and relaxation

Maslow's Hierarchy of Needs

Developed by *Abraham Maslow*, one of the pioneers of humanistic psychology.

He proposed that we can only satisfy needs at the top of the triangle once those below them are met.



Self-Actualization Needs:

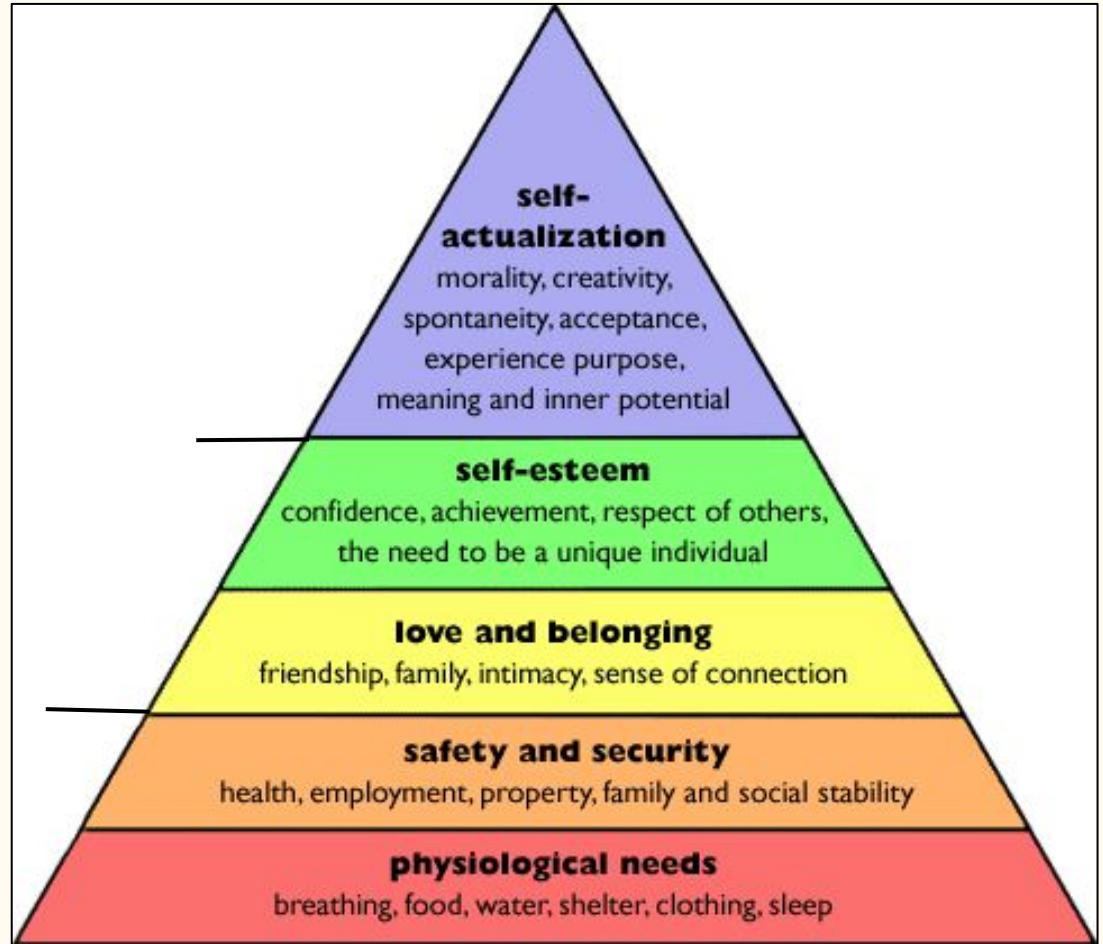
May include whatever is required for the realization of one's unique potential.

Psychological Needs:

Function much in the same way as biological needs. To belong, give and receive love, and acquire esteem.

Fundamental Needs:

Biological drives including safety and security. Those things required to live



Maslow Handout

Motivational Speeches

What is this video saying about the motivation of successful people?

- Relate this view to Maslow's Hierarchy of Needs
- Relate this view to the value of intrinsic vs. extrinsic motivation.



Know your why...



Motivation Journal

1. Record 3 things that motivated you that day.
2. Identify where your motives fit on Maslow's hierarchy.
3. Explain your motivations in further detail using at least one theory of motivation.

Due Friday

Emotion

When we want to emphasize the needs, desires, and mental calculations that lead to goal-directed behaviour, we use the word *drive* or *motivation*. When we want to stress the feelings associated with these decisions and activities, we use the word *emotion* or *affect*.

Emotion: A set of complex reactions to stimuli involving subjective feelings, physiological arousal, and observable behaviour.

Emotion

Emotions result from 4 occurrences:

1. Interpretation of some stimulus
2. Subjective feeling such as fear or happiness
3. Physiological response such as increased heart rate
4. Display of observable behavior such as smiling or crying

Emotions

All emotions have three parts: the physical, the behavioral, and the cognitive parts.

- The ***physical*** aspect deals with how emotion affects the physical arousal of the individual (heart rate, blood pressure, respiratory rate).
- The ***behavioural*** part is the outward expression of emotion (body language, hand gestures, tone of voice).
- The ***cognitive*** aspect concerns how we think about or interpret a situation which affects our emotions (how we interpret a “Hello”).

Trying to figure out these three parts of emotion has led to several theories of emotion and what causes them.

Body Language and Emotion

https://www.ted.com/talks/rana_el_kaliouby_this_app_knows_how_you_feel_from_the_look_on_your_face#t-248233

Power Pose

Can your body language really influence your emotions and confidence?

Theories of Emotion

Group Assignment.

Using your textbook and devices you will research one of 4 theories of emotion:

- James-Lange Theory
- Cannon-Bard Theory
- Schachter-Singer Experiment
- Opponent-Process Theory

After completing your research you must create a 1 page resource for the class that will be published on Ms. Grant's website.

Ex) Facial Feedback Theory

- Emotion is the experience of change in our facial muscles
 - When we smile we experience feelings associated with happiness
 - When we frown we experience feelings associated with sadness
- It is the change in activation of our facial muscles that cue our brains and cause us to feel certain emotions.

Example: You are walking down a dark alley at night and hear a strange noise. Your eyes widen and your jaw clenches and your brain interprets this as the expression of fear and therefore you feel afraid.