# Unit 8: Motivation and Emotion (Expanded)

(6-8%)
Based on AP Psychology/Summary Outline for 2009

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## VIII. Motivation and Emotion

- History and development of motivation theories
- Physiological and environmental mechanisms
- Interaction of physiology and environmental stimuli
- Complex interactions between cognition and physiological mechanisms in emotion (James-Lange, Cannon-Bard, Schacter-Singer, opponent process)
- Concept of arousal - activation of several physiological systems at the same time - interaction between task performance and level of arousal
- Relationship of stress to emotion - effects on individuals

### A. Biological Bases

Sources of Motivation:
- Evolutionary View
- Biological factors
- Emotional factors
- Cognitive factors
- Social factors

### B. Theories of Motivation

- Instinct Theory (Needs and Drives)
- Drive Reduction Theory (Homeostasis)
- Arousal Theory
- Incentive Theory
- Primary and Secondary Motives

### C. Hunger, Thirst, Sex, and Pain

- Hunger, Thirst, and Satiety
  - Biological signals
    - Role of Hypothalamus (Stimulation and lesioning studies)
    - Lateral Hypothalamus (LH), Ventromedial Hypothalamus (VMH)
    - Duality of Hypothalamic Functions (Hunger / Satiety)
  - Blood Glucose Regulation
    - Glucostatic Theory (Glucostats)
  - Hormonal Regulation
    - Insulin (Hunger), Cholecystokinin (CKK) (Satiety)
  - Set Point
    - Genetic Predispositions (Fat cells, Obese Gene?)
  - Personal factors
    - External Cues
  - Social factors
  - Cultural factors
  - Eating Disorders
  - Biology of Sex
    - Sexual Response Cycle
    - Sex hormones
    - Social and Cultural Factors in Sexuality
      - Gender, Sexual Identity, Sexual Roles, Sexual Orientation

### D. Social Motives

- Achievement Motivation (McClelland) - Fear of Failure
- Maslow’s Hierarchy - Need to Belong (Fromm)
- Industrial Organizational Psychology
  - (Intrinsic/Extrinsic Motivation)(Theory X/Theory Y)(Task/Social Leadership)

Continued ➔
### E. Theories of Emotion

- Defining Emotions, Naming Emotions, Categorizing Emotions
- Components of Emotion
  - Cognitive: Subjective Feelings
  - Physiological: Autonomic Arousal
  - Behavioral: Nonverbal Expressiveness
- Biology of Emotions
  - Limbic System (Amygdala)
  - Hemispheric Contributions to Emotion
  - Role of Autonomic Nervous System
- Theories of Emotion
  - James-Lange
  - Cannon-Bard
  - Schachter-Singer
  - opponent-process
- Communicating Emotions
  - Facial Expressions (Paul Ekman)
  - Cross Cultural Differences in Emotional Experience
- Evolutionary Basis of Emotion / Fundamental Emotions
  - Silvan Tomkins
  - Carroll Izard
  - Robert Plutchik

### F. Stress

- Nature of Stress
- Role of Appraisal
- Stressors
  - Sources of Stress
    - Frustration
    - Conflict
    - Change
    - Pressure
- Reactions to Stress
  - Emotional: Anger, Fear, Sadness
  - Physical Stress Responses: Fight or Flight, General Adaptation Syndrome (GAS)
  - Behavioral: Aggression, Giving Up, Defensive Coping, Constructive Coping, Indulgence
- Effects of Stress:
  - Impaired task performance
  - Burnout
  - Posttraumatic Stress Disorders
- Stress and Health
  - Type A Behavior / Heart Disease
  - Stress and the Immune System
- Factors Moderating Stress
  - Social Support, Hardiness, Optimism
  - Health Impairing Behavior (Smoking, Poor Nutrition, Lack of Exercise, Alcohol and Drugs, Unsafe Sex, Lack of Sleep)