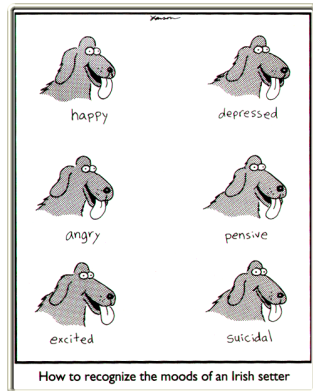


Chapter 8:
Emotion &
Motivation



Instinct Approaches

- Instincts
 - Inborn patterns of behavior that are biologically determined rather than learned
 - Psychologists do not agree on what, or how many, primary instincts exist

Drive-Reduction Approaches

- Suggest that a lack of some basic biological requirement such as water produces a drive to obtain that requirement
 - Drive
 - Motivation tension, or arousal, that energized behavior to fulfill a need
 - Primary
 - Secondary

Drive-Reduction Approaches

- Homeostasis
 - Body's tendency to maintain a steady internal state
 - Underlies primary drives
 - Uses feedback loops
 - Need for food, water, stable body temperature, and sleep

Arousal Approaches

- Seek to explain behavior in which the goal is to maintain or increase excitement
 - People vary widely in the optimal level of arousal they seek out

Incentive Approaches

- Suggest that motivation stems from the desire to obtain valued external goals, or incentives
 - Many psychologists believe that the internal drives proposed by drive-reduction theory work in tandem with the external incentives of incentive theory to "push" and "pull" behavior

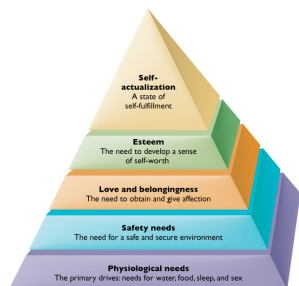
Cognitive Approaches

- Suggest that motivation is a product of people's thoughts, expectations, and goals
 - Intrinsic motivation
 - Extrinsic motivation

Maslow's Hierarchy

- Suggests that before more sophisticated, higher-order needs can be met, certain primary needs must be satisfied
 - Abraham Maslow
 - Self-actualization
 - State of self-fulfillment in which people realize their highest potential

Maslow's Hierarchy





Instinct
People and animals are born with preprogrammed sets of behaviors essential to their survival.

Drive reduction
When some basic biological requirement is lacking, a drive is produced.

Arousal
People seek an optimal level of stimulation. If the level of stimulation is too high, they act to reduce it; if it is too low, they act to increase it.

Incentive
External stimuli direct and energize behavior.

Cognitive
Thoughts, expectations, and understanding of the world direct motivation.

Hierarchy of needs
Needs form a hierarchy; before higher-order needs are met, lower-order needs must be fulfilled.

Operational Definition

- Emotions
 - Feelings that generally have both physiological and cognitive elements and that influence behavior
- Functions of emotions
 - Preparing us for action
 - Shaping our future behavior
 - Helping us interact more effectively with others

Range of Emotions

- Various ways of categorizing emotions
- Most researchers suggest that basic emotions include:
 - Happiness
 - Anger
 - Fear
 - Sadness
 - Disgust

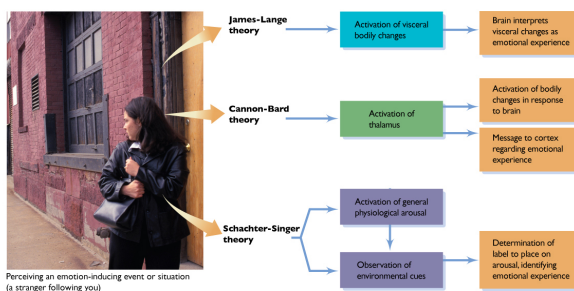
The Roots of Emotions

- The James-Lange Theory
 - Proposes that we experience emotions as a result of physiological changes that produce specific sensations; and the brain interprets these sensations as specific kinds of emotional experiences

The Roots of Emotions

- The Cannon-Bard Theory
 - Assumes that both physiological arousal and the emotional experience are produced simultaneously by the same nerve stimulus, which emanates from the thalamus in the brain

James-Lange vs. Cannon-Bard Theories



The Roots of Emotions

- The Schachter-Singer Theory
 - Emphasizes that we identify the emotion we are experiencing by observing our environment and comparing ourselves with others
 - Supports a cognitive view of emotions

The Roots of Emotions

- Contemporary Perspectives on the Neuroscience of Emotions
 - Because neural pathways connect the amygdala, the visual cortex, and the hippocampus, some scientists speculate that emotion-related stimuli can be processed and responded to almost instantaneously

The Roots of Emotions

- Making Sense of the Multiple Perspectives on Emotion
 - Emotions are such complex phenomena, encompassing both biological and cognitive aspects, that no single theory has been able to explain fully all the facets of emotional experience

Do All People Express Emotion Similarly?

- Facial-affect program
 - Assumed to be universally present at birth
 - Analogous to a computer program that is turned on when a particular emotion is experienced
 - Displays an appropriate expression

Do All People Express Emotion Similarly?

- Facial-feedback hypothesis
 - Not only reflects emotional experience, but also helps *determine* how people experience and label emotions
 - Some theoreticians have suggested that facial expressions are *necessary* for an emotion to be experienced
