Al akhawayn university

PSY1301
Introduction to Psychology
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MOTIVATION AND EMOTION

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MOTIVATION AND EMOTION

Emotions can change in an instant, especially in response to an unexpected event. Surprise, fear, anger, and sadness are some immediate emotions that people experience in the war.

What are emotions? What causes them?

INTRINSIC VS EXTRINSIC MOTIVATION

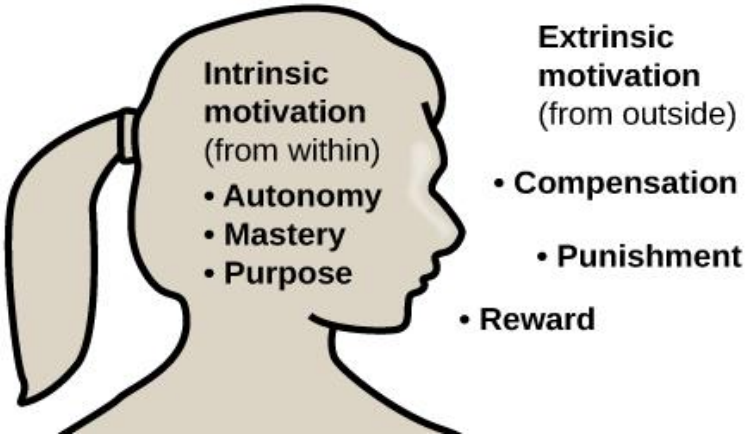
Motivation – the wants or needs that direct behavior toward a goal.

Intrinsic motivation:

- Arises from internal factors.
- Behaviors are performed because they bring a sense of personal satisfaction.

Extrinsic motivation:

- Arises from external factors.
- Behaviors are performed in order to receive something from others.



INTRINSIC VS EXTRINSIC MOTIVATION

Over-justification effect : intrinsic motivation is diminished when extrinsic motivation is given.

Research suggests that when something we love to do, like icing cakes, becomes our job, our intrinsic and extrinsic motivations to do it may change. Once we are receiving an extrinsic motivation (like being paid) we may lose the motivation to do it just for enjoyment.

Other research suggests the opposite, that certain types of reinforcement, such as praise, can increase intrinsic motivation).

Explanations of differences:

1. Type of reinforcement.

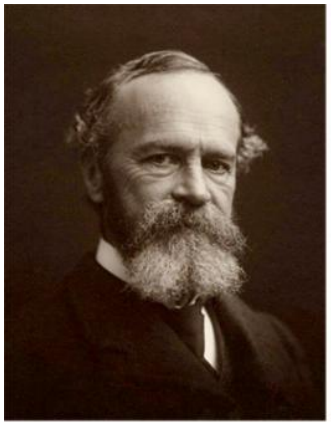
- Tangible rewards appear to decrease intrinsic motivation.
- Intangible rewards appear to increase motivation.

2. Expectation of extrinsic reward – intrinsic motivation is more likely to decrease if extrinsic reward is expected.

INSTINCT THEORY OF MOTIVATION

William James

- Proposed the instinct theory of motivation, asserting that behavior is driven by instincts (which aid survival).
- Proposed instincts included a mother's protection of her baby, and hunting prey.
- The theory received criticism for ignoring the role of learning in shaping human behavior.



(a)

(b)

In humans, instincts may include behaviors such as an infant's rooting for a nipple and sucking.

DRIVE THEORY OF MOTIVATION

Drive theory proposed that the maintenance of homeostasis is important in directing behavior.

- Deviations from homeostasis create physiological needs resulting in psychological drive states that direct behavior to meet the need and bring the system back to homeostasis.
- Emphasizes the role that habits (pattern of behavior in which we regularly engage) play in behavioral responses → If a behavior successfully reduces a drive, we are more likely to engage in that behavior in future.
- Hunger and subsequent eating are the result of complex physiological processes that maintain homeostasis.

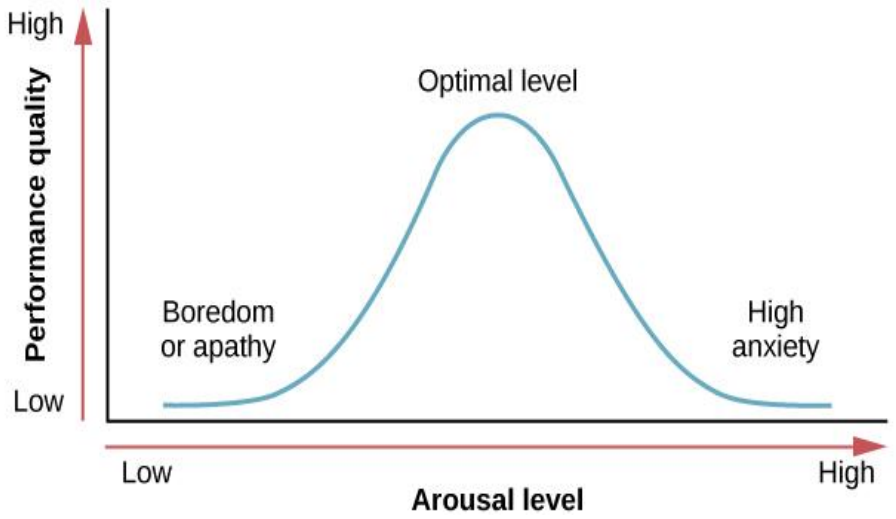
AROUSAL THEORY OF MOTIVATION

Arousal theories assert that there is an optimal level of arousal that we all try to maintain.

Underaroused →Become bored, seek stimulation.

Overaroused → Engage in behaviors to reduce arousal.

Research suggests that the optimal arousal level for performance is moderate arousal.



The concept of optimal arousal in relation to performance on a task is depicted here. Performance is maximized at the optimal level of arousal, and it tapers off during under- and overarousal.

AROUSAL THEORY OF MOTIVATION

Yerkes and Dodson (1908)

The optimal arousal level depends on the complexity and difficulty of the task to be performed.

Yerkes-Dodson Law – task performance is best when arousal levels are in a middle range, with difficult tasks best performed under lower levels of arousal and simple tasks best performed under higher levels of arousal.

For instance, if you're doing a complex task like solving a challenging math problem, lower arousal—like a calm, focused state—will likely help you concentrate and perform better. However, for simpler tasks like folding laundry, a higher arousal level, such as listening to upbeat music, can keep you energized and make the task feel more engaging.

SELF-EFFICACY & SOCIAL MOTIVATION

Self-Efficacy

Self-efficacy – an individual's belief in her own capability to complete a task. e.g: Sarah believes she can improve in math, so she practices regularly and tackles challenging problems.

Bandura:

Theorized that self-efficacy plays a role in motivating behavior.

- Argues that motivation derives from expectations held about the consequences of behaviors.
- Beliefs about our abilities will determine what we do and goals we set for ourselves.

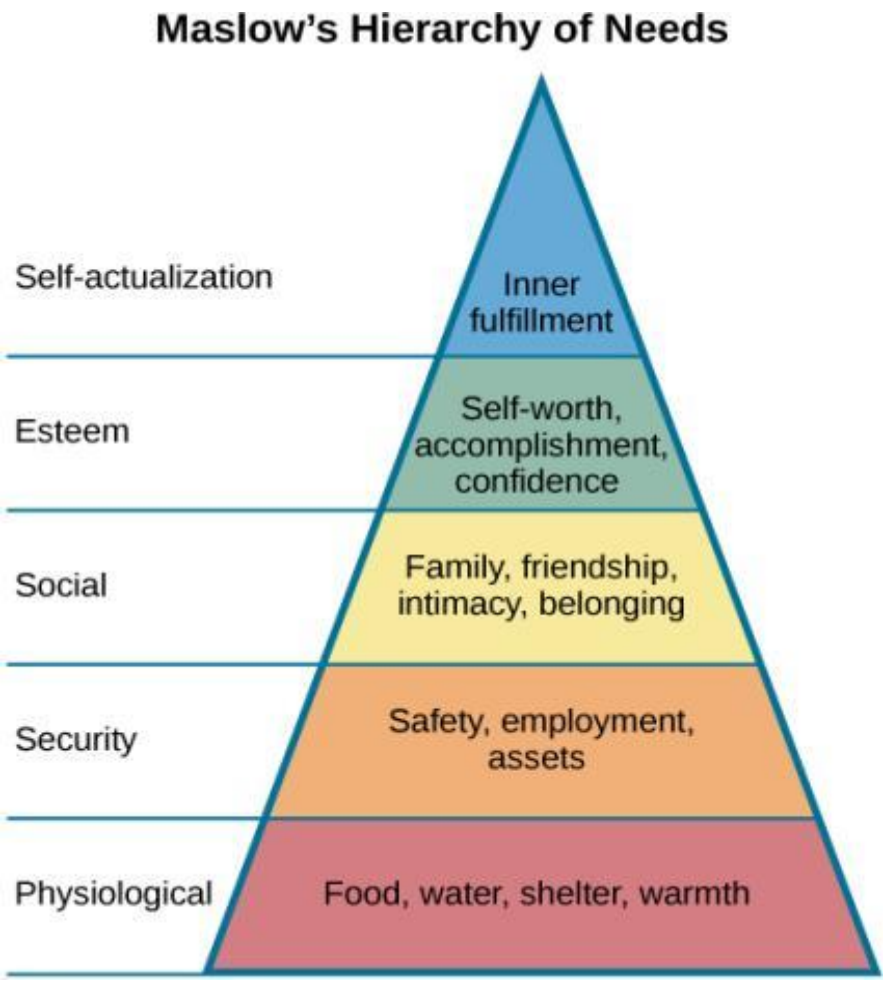
Social Motives

Need for achievement – drives accomplishment and performance. e.g: Ahmed sets high sales goals each month and works hard to meet them, aiming to excel in his job.

Need for affiliation – encourages positive interactions with others. e.g: Mariam enjoys connecting with her team, often organizing lunches and fostering a friendly work environment.

Need for intimacy – causes us to seek deep, meaningful relationships. e.g:
Alex values deep relationships and prioritizes time for meaningful conversations with close friends.

MASLOW'S HIERARCHY OF NEEDS

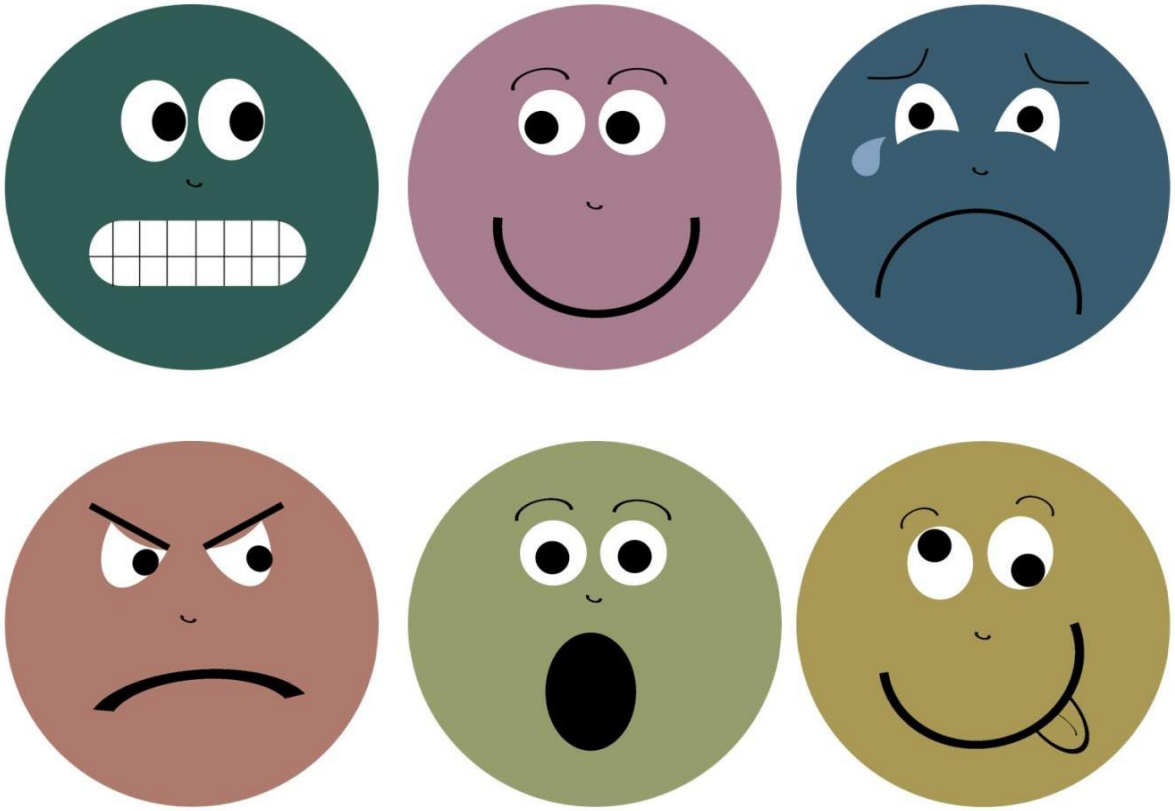


Abraham Maslow (1943)

Proposed a theory of motivation that spans the spectrum of motives including biological, individual and social.

- One must satisfy lower-level needs before addressing the needs in higher levels.
- A person without food, water and shelter is unlikely to be focused on relationships or what people think of them.

Emotions



Emotions

- Emotion is defined as a state characterized by physiological arousal, changes in facial expression, gestures, posture and subjective feelings.
- An example of physiological changes (or arousal) are a pounding heart, sweating palms, “butterflies in the stomach”, and other bodily

reactions.

Eight Primary Emotions

- Fear
- Surprise
- Sadness
- Disgust
- Anger
- Anticipation
- Happy
- Trust

Emotions include three things

- Conscious experience (feelings)
- Expressions which can be seen by others
- Actions of the body ('physiological arousal')

Emotion is associated with:

- Mood
- Temperament
- Personality
- Disposition
- Motivation

Categories of Emotion

Emotions are divided into two categories:

1. Primary emotion: a primary human emotion types are the one triggered in response to an event.

Examples of primary emotions:

- Love
- Joy
- Anger
- Sadness
- Surprise
- Fear

2. Secondary emotion: If we experience fear, the secondary emotions would be: feel threatened or feel anger, depending on the situation we are experiencing.

Examples of secondary emotions:

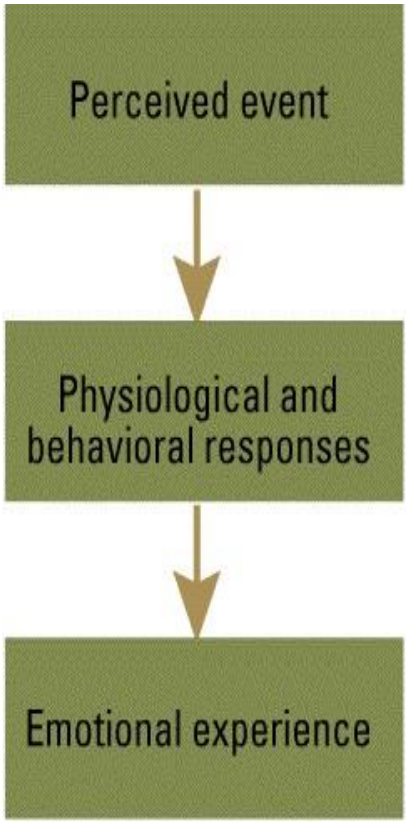
- Passion
- Optimism
- Irritation
- Disgust
- Shame
- Nervousness

Historical Perspectives of Emotion

James-Lange Theory of Emotion

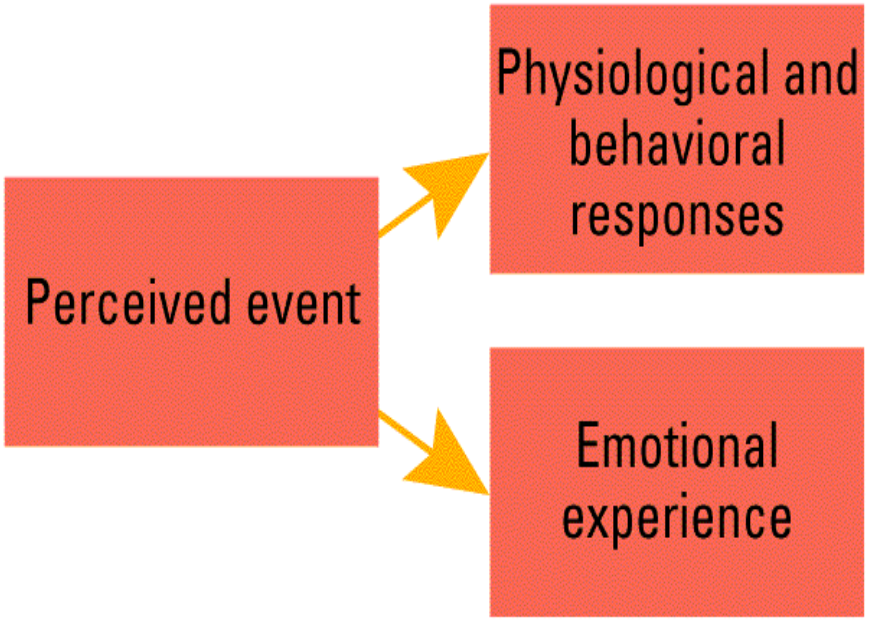
- Emotion arises from physiological arousal
  - Happiness comes from smiling
  - Sadness comes from crying

e.g: See snake → heart and respiration rate increase (physiological arousal) → feeling of fear.



Cannon-Bard Theory of Emotion

- Emotion originates in the **thalamus**.
- "Body" (physiological systems) and "Mind" (emotional experience) are independently activated at the same time.



THEORIES OF EMOTION

Schachter-Singer Two-Factor Theory

Emotions are composed of two factors: physiological and cognitive.

- Physiological arousal is interpreted in context leading to the emotional experience.

See snake → physiological arousal and cognitive assessment of situation labels arousal as fear → experience fear.

- Believed physiological arousal is very similar across the different types of emotion, making cognitive assessment important.
    - Palms sweating, heart racing, increased respiration rate (could be scared or nervous).

Lazarus' Cognitive-Mediational Theory

Emotions are determined by our appraisal of the stimulus.

- Unlike the Schachter-Singer model, appraisal occurs before we assign a label to the emotion
- Appraisal is immediate and unconscious.

Schachter-Singer Two-Factor Theory

- **Emotion Definition**: Emotion is a combination of physiological arousal and cognitive labeling.
- **Process**: First, a stimulus causes physiological arousal (e.g., increased heart rate). Then, we **label** this arousal by interpreting the context around us. This label determines our emotional experience.
- **Example**: If we feel our heart racing after seeing a bear, we label it as "fear." If it happens while seeing someone we love, we may label it as "excitement."
- The **labeling happens after** the arousal, based on situational cues.

Lazarus' Cognitive-Mediational Theory

- **Emotion Definition**: Emotion is determined by our appraisal (evaluation) of a stimulus in terms of its impact on our well-being.
- **Process**: Here, appraisal occurs **before we feel the emotion**. We unconsciously assess the event's significance to us, deciding if it’s a threat, benefit, or neutral. This initial judgment directly triggers our emotional reaction.
- **Example**: If we see a bear, we instantly appraise it as a threat, leading to fear. This appraisal happens quickly, often unconsciously, and drives our emotional response.
- Emotions arise **from appraisal, not arousal**, and occur as a direct response to our judgment of the event.

THE BIOLOGY OF EMOTIONS

The Limbic System

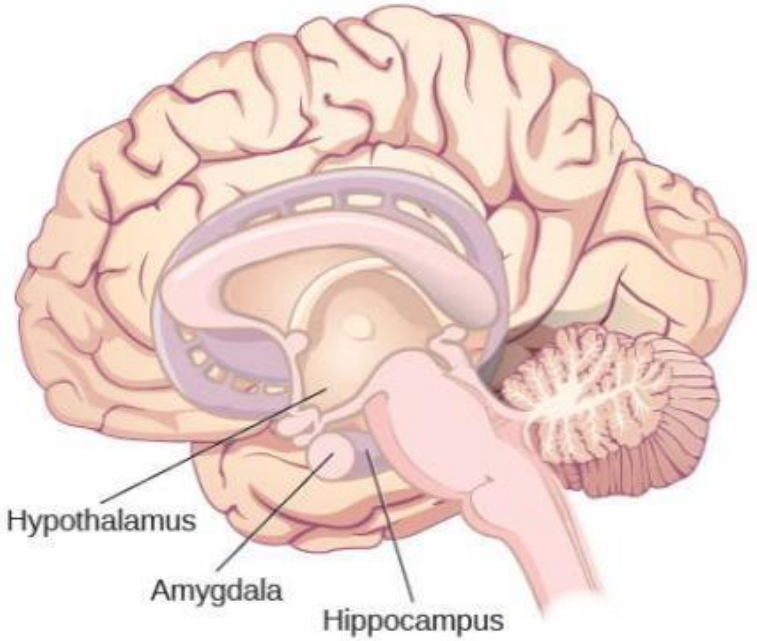
Involved in mediating emotional response and memory.

Hypothalamus – involved in activation of the sympathetic nervous system (part of an emotional reaction).

Thalamus – sensory relay center, neurons project to both the amygdala and higher cortical regions for further processing.

Amygdala – plays a role in processing emotional information and sending it on to cortical structures.

Hippocampus – integrates emotional experience with cognition.



AMYGDALA

The amygdala has been a primary target of research concerning the biological basis for emotions, especially fear and anxiety.

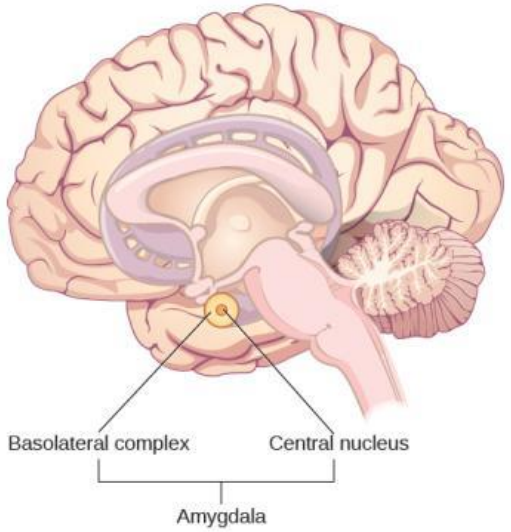
The amygdala is composed of various subnuclei including the basolateral complex and central nucleus.

Basolateral Complex:

- Has dense connections with a different sensory areas of the brain.
- Critical for classical conditioning and attaching emotional value to learning processes and memory.

Central Nucleus:

- Involved in attention.
- Has connections with the hypothalamus and various brain stem areas to regulate the autonomic nervous system and endocrine systems' activities.



Variety of Emotions

- **Positive emotions:** positive emotions that lead one to feel good about one's self will lead to an emotionally happy and satisfied result.
- Some of the positive emotions are:

- Hopeful
- Confident
- Peaceful, etc.

- **Negative emotions:** negative emotions sap your energy and undermine your effectiveness.
- In the negative emotional state, you find the lack of desire to do anything.
- Some of the negative emotions are:

- Exhausted
- Panic
- Obnoxious

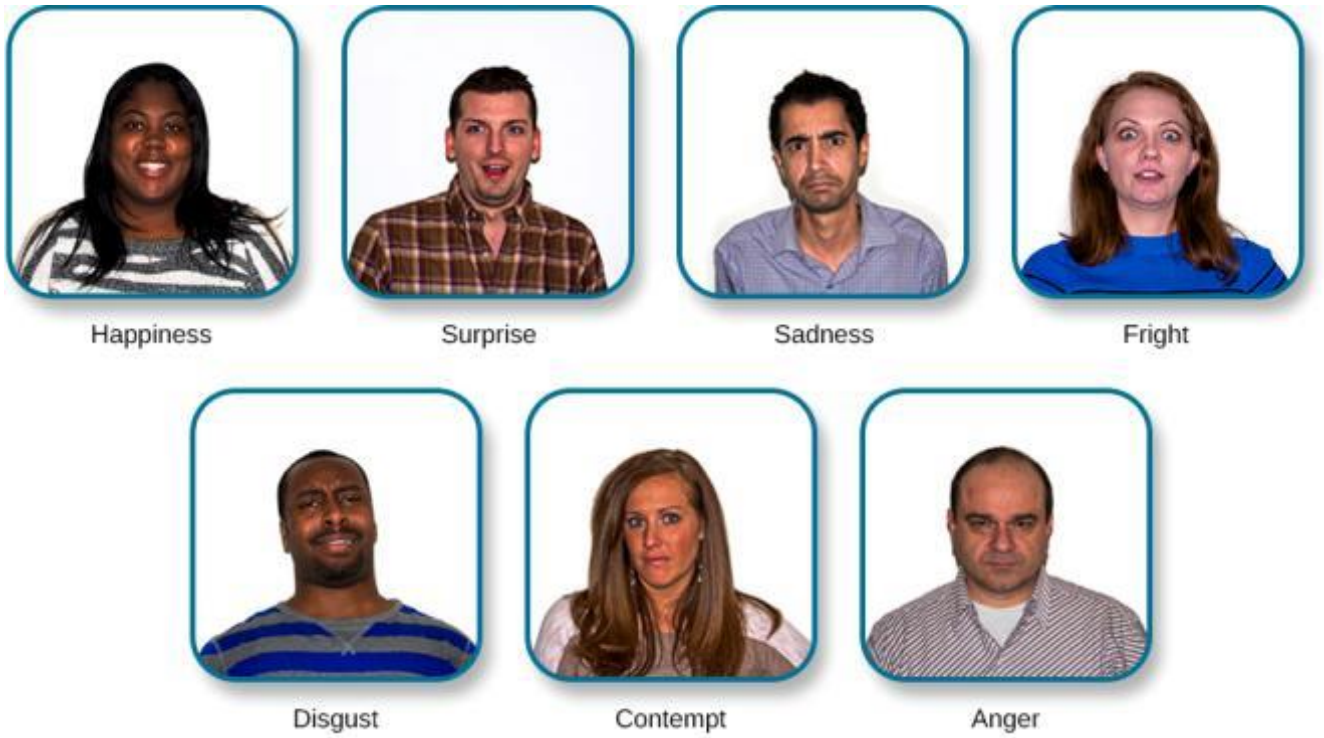
FACIAL EXPRESSION AND RECOGNITION OF EMOTIONS

Cultural display rule – culturally specific standards that govern the types and frequencies of displays of emotions that are acceptable.

- Individuals from the Morocco express negative emotions like fear, and anger both alone and in the presence of others.
- Individuals from Japan only express these emotions while alone.

Despite varying cultural display rules, recognition and production of facial expressions of certain emotions are universal.

SEVEN UNIVERSAL FACIAL EXPRESSIONS OF EMOTION



FACIAL FEEDBACK HYPOTHESIS

Does smiling make you happy? Or does being happy make you smile?

Facial Feedback Hypothesis – facial expressions are capable of influencing our emotions.

Support:

- Depressed individuals reported less depression after paralysis of their frowning muscles with Botox injections.

Emotional stimulus → facial expression → physiological arousal → emotional experience.