

# Motivation

## Motivation:-

Factors within & outside an organism that causes it to behave at a certain way at certain times.

## Driver:-

An internal condition & impulse that activates the behaviour & reduce a need ~~to~~ & restore homeostasis.

## Incentive:-

External goals that pull & pushes behaviour.

## THEORIES

Instinct: motives are innate

Drive:- Biological needs as motivation

Incentive - ~~extrinsic~~ things that pull & push behaviour.

Arousal:- People are motivated to maintain optimum level of arousal neither <sup>high</sup> nor <sub>low</sub>.

Humanistic:- hierarchy of needs

Curiosity motives. It helps us to understand our environment.

## Homeostasis

The <sup>constancy of</sup> internal condition that body must actively maintain

- Drive may be due to upset in homeostasis inducing behaviour
- To correct the imbalance.
- Animal do behave in accordance with their tissue needs (e.g. increasing & decreasing calories intake, drive for salt)

## Humanistic theory

Maslow suggested that the motives are divided in to several level from basic ~~level~~ survival <sup>needs</sup> skills to psychological need & self fulfilment needs

- Self Actualization  $\Rightarrow$  achieving one's full potential incl. creative activities.
- Esteem  $\Rightarrow$  prestige & feeling of accomplishment.
- Love  $\Rightarrow$  inmates, relationships & friends
- Safety  $\Rightarrow$  security
- Psychological  $\Rightarrow$  food, water, warmth rest.

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\* The sum of many central drive systems lies in hypothalamus.

### Basic Metabolic Rate

The rate a body at rest uses for vital life functions factors are

age, sex, size, genetics & food intake

Energy homeostasis long term

Matching of food intake to energy body expenditure

### +ve Energy balance

when calories intake exceeds the amount calories energy expended

### -ve Energy balance

when calories intake short fall of the amount of <sup>amount</sup> calories energy expended.

### physiological

Slight increasing in the blood insulin

Satiety

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Signals from the stomach, chemical CCK & stretch receptors.

leptin-

A hormone that indicates the amount of fat in body is leptin.

→ Secretion of leptin & insulin is directly proportional to the amount of body fat.

Set point theory:

It says that optimal body weight is defended by regulating hungry feeling & metabolic rate.

Settling point theory

It says that body weight stabilizes at point where the amount of energy intake & energy expenditure are balanced.

## Obesity:-

Condition characterized by excessive body fat & <sup>BMI</sup> that is equal to or greater than 30.0

## Overweight:-

Condition characterized by BMI between 25.0 & 29.0

## Factors in obesity & over weight:-

→ Highly palatable food → we eat because it tastes so good.

→ supersize it; food portions are larger than required/necessary for health

→ Cafeteria Diet effect:- more food & more variety leads us to eat more

→ BMR → changes over the life span

→ sedentary

→ leptin resistance

→ weight cycling

Anorexia nervosa - characterized by excessive weight loss, an irrational fear of gaining weight & a distorted body image.

Bulimia nervosa:

Characterized by binges of extreme overeating followed by self-inducing purges such as vomiting & laxatives.

(Binge eating disorder, characterized by reclusive episode of binge eating without purging.

Physiological:-

- Feeding in many animal control
- sexual behaviors

Psychological:-

Sexual behavior in human is not only limited to reproduction  
→ sex ⇒ the biological category of male or female

→ Gender, cultural, social & biological many associated with masculinity or femininity

8. (7)

→ Gender roles  $\Rightarrow$  behaviors, attitudes & personality traits designated with masculinity or femininity in a given culture.

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→ Gender identity  $\Rightarrow$  A person's psychological sense of being male or female.

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→ Sexual orientation  $\Rightarrow$  direction of a person's emotions & <sup>erotic</sup> attraction

1) Heterosexual  $\Rightarrow$  attraction to opposite sex

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2) ~~sex~~ Homosexual  $\Rightarrow$  attraction to same sex

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3) Gray  $\Rightarrow$  used to describe homosexual men

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4) Lesbian  $\Rightarrow$  used to describe homosexual female

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5) bisexual  $\Rightarrow$  attraction to both sexes

ar

Act

### STAGES:-

1) Excitement

2) Plateau

3) orgasm

4) Resolution

## Determinants

Genetic roles suggested by twin & family study.

Brain structure differences found in Hypothalamus of heterosexual & homosexual men

Hermonia= adrogynized female  
complex issue with no answer

## Sexual dysfunction

consistent disturbance in the sexual desire, arousal or orgasm that causes psychological distress & intrapersonal difficulties.

→ 43% women & 31% men are reported to have sexual problems.

## SELF DETERMINATION

THEORY (by El Dei & Ryan)

optimal human functioning can occur only if psychological needs of Autonomy, competence & relatedness are met.

## SELF DETERMINATION THEORY (cont)

Anatomy - Need to determine, control  
to organize one's own behavior  
and goals.

Competence - Need to effectively learn  
to conquer/master challenging tasks.

Relatedness - Need to feel attached  
to others.

## COMPETENCE & ACHIEVEMENT

Competence motivation behaviors aimed  
at demonstrating competence and  
exerting control in a situation.

Achievement behaviors aimed at:  
exceeding, succeeding or overcoming  
but performing better than some  
activity.