



Motivation, Emotion, and Stress

# Unit	9
Rev 1	
▼ Rate	
🔗 Vocab 1	
🔗 Vocab 2	

9.1 - Intro

▼ Motivation

Motivation is a need or desire that *energizes* behavior and *directs* it towards a goal

▼ Drive-Reduction Theory

A psychological need that creates an aroused tension state (a drive) that motivates an organism to satisfy the need

▼ Need

Food, water

▼ Drive

Hunger, thirst

▼ Drive-Reducing behaviors

Eating, drinking

▼ Arousal Theory and Stimulus Motives

Human motivation aims to seek optimum levels of arousal, not to eliminate it.

▼ Arousal and Performance

Arousal in short spurts is adaptive. We perform better under moderate arousal, but optimal performance varies with task difficulty

▼ Hierarchy of Needs

9.2 - Motivation

▼ Hunger Motivation

▼ *What makes you feel hungry?*

- Physical cues (stomach)
- Psychological cues and factors:
 - Mood
 - Presence of others
 - Time of day
 - Memory
 - Culture

▼ Hypothalamic Centers

▼ *Lateral Hypothalamus*

The lateral hypothalamus (LH) brings on hunger (stimulation). Destroy the LH, and the animal has no interest in eating. The reduction of blood glucose stimulates *orexin* in the LH

▼ *Ventromedial Hypothalamus*

The ventromedial hypothalamus (VMH) depresses hunger (stimulation). Destroy the VMH, the animal eats excessively

▼ Set-Point Theory

Manipulating the lateral and the ventromedial hypothalamus alters the body's "weight thermostat."

According to the theory, if weight is lost, food intake increases and energy expenditure decreases. If weight is gained, the opposite takes place. The stable point reached is the “set point.”

▼ Sexual Motivation

Sexual motivation is nature’s clever way of making people procreate, enabling our species to survive

- Masters and Johnson Study

▼ Hormones and Sexual Behavior

Sex hormones effect the development of sexual characteristics and (especially in animals) activate sexual behavior.

9.3 - Emotion

▼ Emotion

Emotions are our body’s adaptive response

Focus: 26

Categorize: 12

▼ James-Lange Theory

James and Lange proposed an idea that was opposed to the common-sense view. The James-Lange Theory proposes that physiological activity precedes the emotional experience.

▼ Cannon-Bard Theory

Cannon and Bard questioned the James-Lange Theory and proposed that an emotion-triggering stimulus and body’s arousal take place [simultaneously](#).

▼ Two-Factor Theory

Schacher and Singer proposed another theory which suggests our physiology and cognitions create emotions. Emotions have two factors - physical arousal and

cognitive label

▼ **Cognition and Emotion**

An arousal response to one event spills over into our response to the next event

▼ **Facial Feedback Effect**

Physical first then emotional

Ex. Smile first, so then you must be happy

▼ **Emotion as Nature-Nurture**

▼ Nature

- Basic emotional experiences and expressions (happy=smile)

▼ Nurture

- Display rules
- When to display emotion
- Cultural Differences
 - Men vs. Women
 - Expressions of grief around the world

▼ **Feel-Good, Do-Good Phenomenon**

When we feel happy, we are more willing to help others

▼ **Happiness & Prior Experience**

▼ Adaptation-Level Phenomenon

Like the adaptation to brightness, volume, and touch, people adapt to income levels.

▼ **Happiness & Other's Attainments**

Happiness is not only relative to our past, but also to our comparisons with others. Relative Deprivation is the perception that we are relatively worse off than those we compare ourselves with.

9.4 - Stress and Health

▼ Stress

Psychological states cause physical illness. Stress is any circumstance (real or perceived) that threatens a person's well-being.

When we feel severe stress, our ability to cope with it is impaired

▼ Stress and Illness

Stress can be adaptive. In a fearful or stress-causing situation, we can run away and save our lives. Stress can also be maladaptive. If it is prolonged (chronic stress), it increases our risk of illness and health problems.

▼ Health Psychology

Health psychology is a field of psychology that contributes to a behavioral medicine. The field studies stress-related aspects of disease