

Motivation and Emotion

June 27, 2018

What are some emotions?

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- Anger
- Fear
- Sadness
- Happiness
- Surprise
- Disgust

What is emotion?

- **Emotions:** Feelings that involve subjective evaluation, physiological processes, and cognitive beliefs; immediate reactions to events.
- **Affect:** Outward appearance of emotion, often used interchangeably with emotion.
- **Moods:** Diffuse and long lasting emotional states that influence, rather than interrupt thought and behavior.

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- **Appraisal:** An evaluation of the emotion-relevant aspects of a stimulus.
- **Emotion Regulation:** The strategies people use to influence their own emotional experience.
- **Reappraisal:** Changing one's emotional experience by changing the way one thinks about the emotion-eliciting stimulus.

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Emotion Regulation

- **Suppress:** Trying to forget about it.
- **Ruminate:** Focusing on undesired thoughts.
- **Distract!**

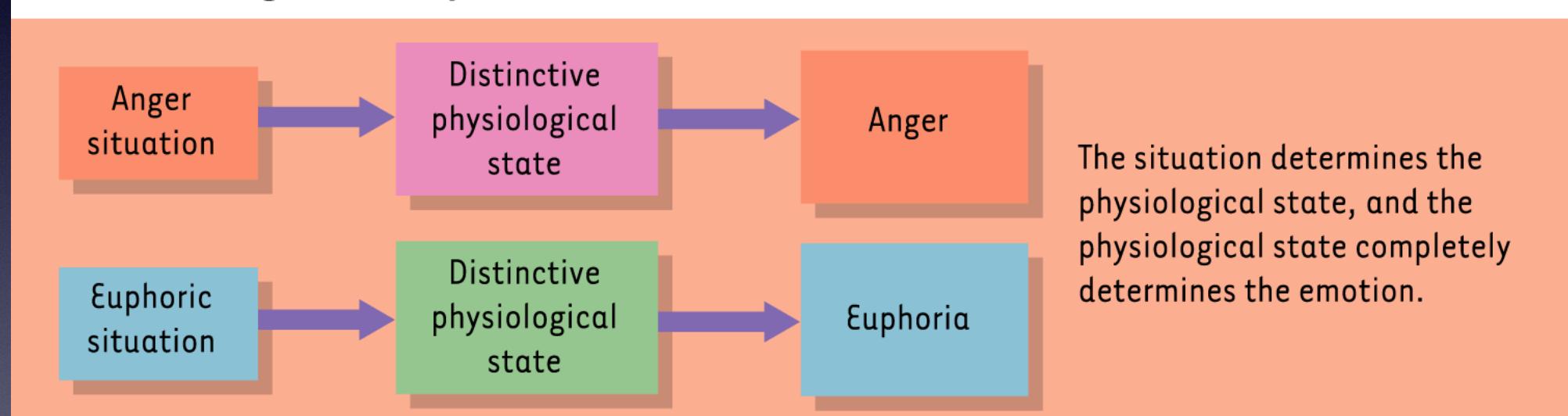
What is this feeling?

Theories of Emotion

- James-Lange Theory
- Cannon-Bard Theory
- Schachter-Singer Theory

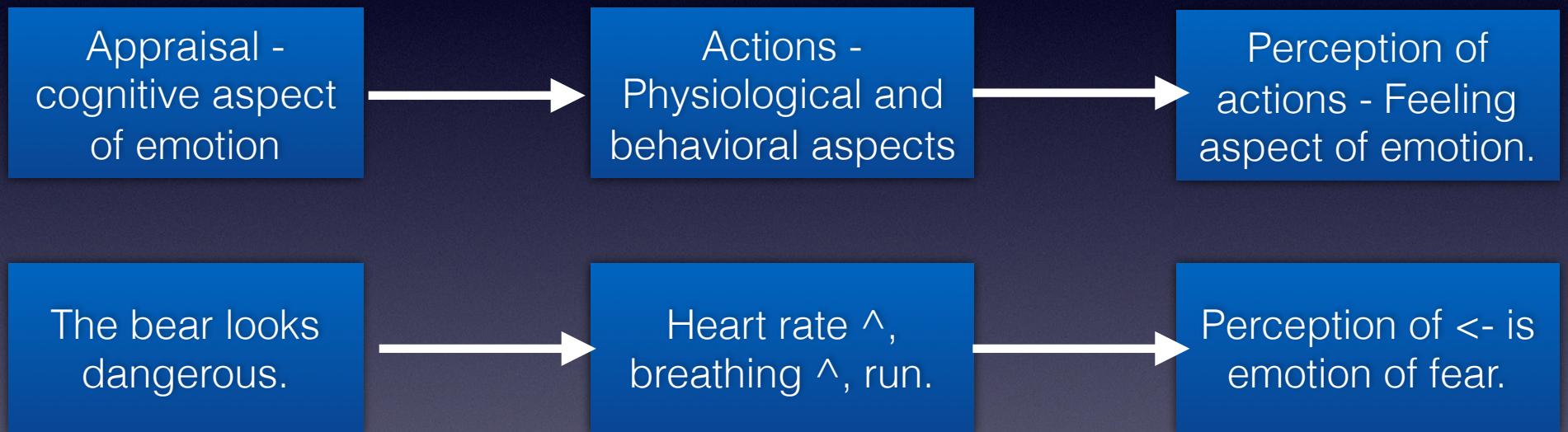
James-Lange Theory of Emotion

James-Lange theory

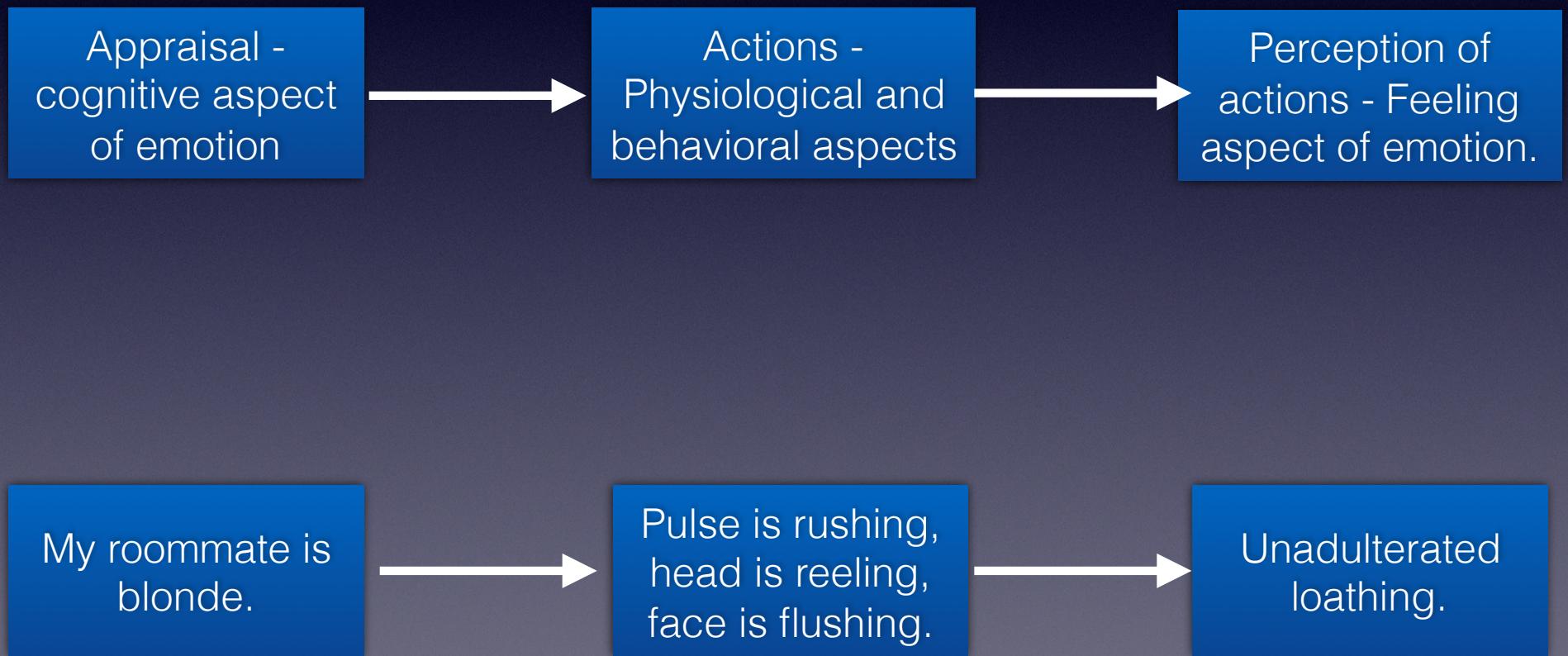


Distinctive physiological states cause the emotions.
Heart rate -> fear.

James-Lange Theory of Emotion

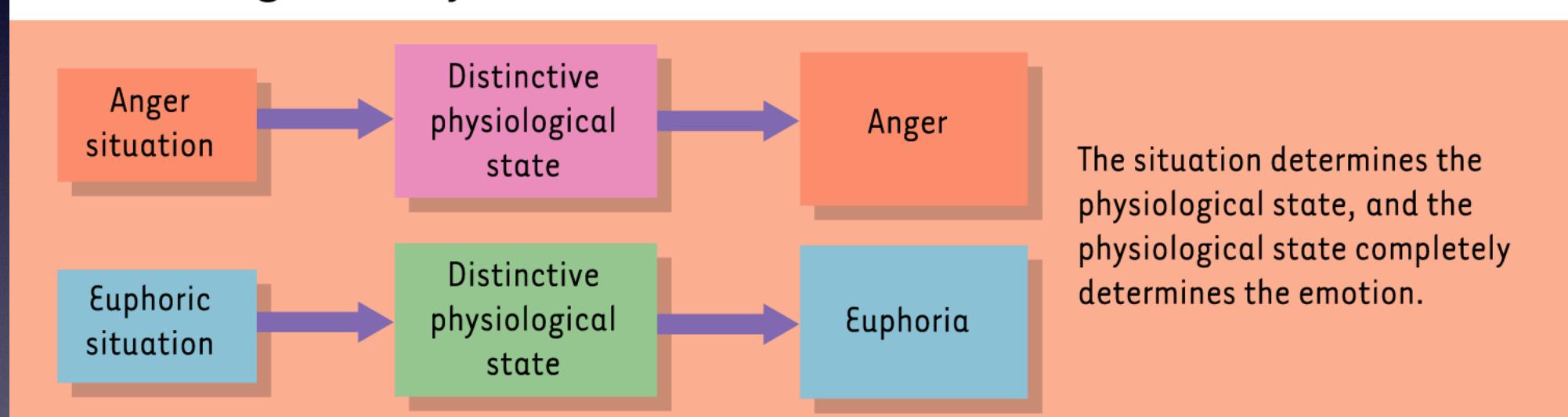


James-Lange Theory of Emotion



James-Lange Theory of Emotion

James-Lange theory



Leads to **facial feedback hypothesis**: Facial expressions trigger experiences of emotion.



Turns Out, Faking a Smile Might
Not Make You Happier After All

Failed to be replicated by 17-lab effort.

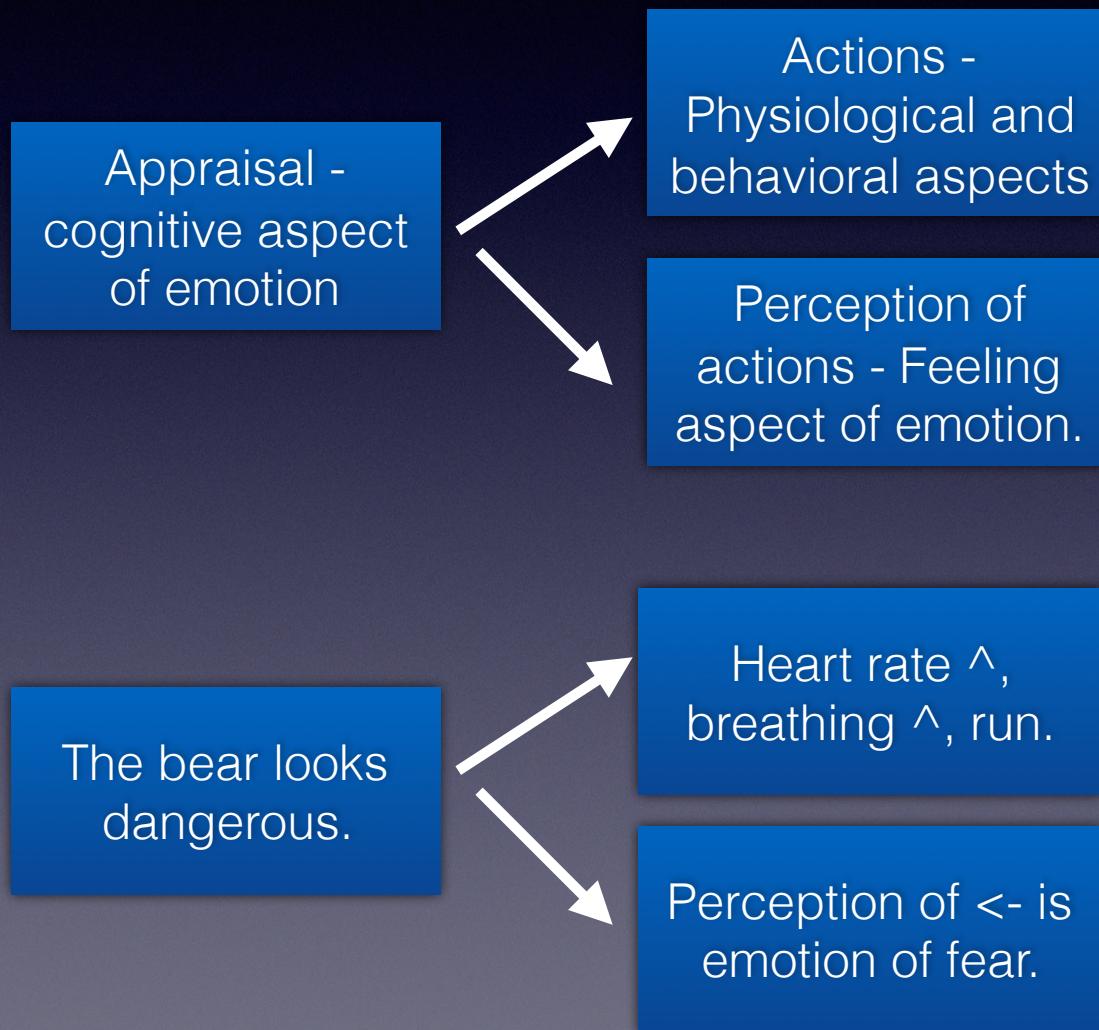
Failures of J-L Theory of Emotion

- You feel embarrassed before you blush.
- Might not be aware about heart rate.
- Sweating is many things, not just fear.
- Many emotions, not so many physiological signs.

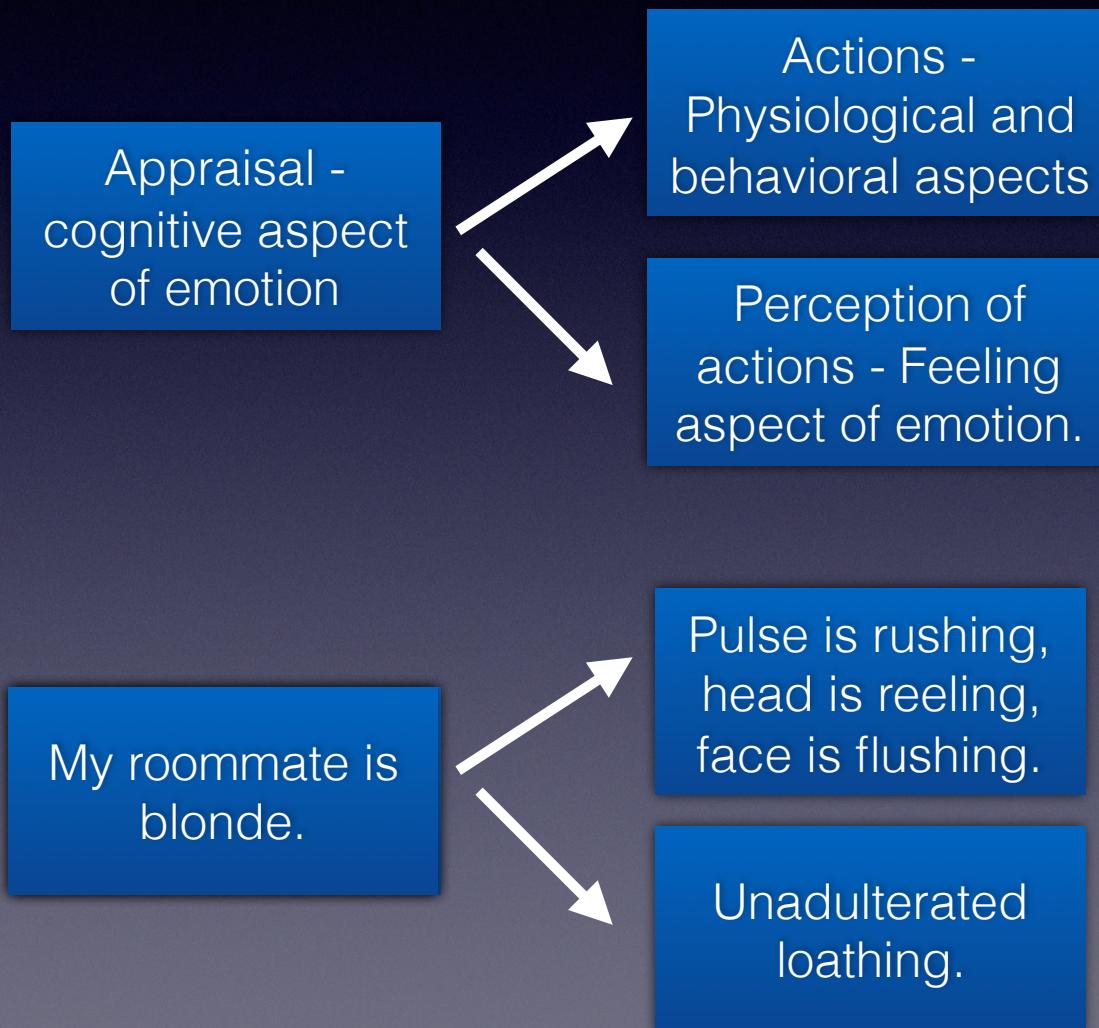
Cannon-Bard Theory

- Stimulus **simultaneously** triggers activity in the body and emotional experiences in the mind.

Cannon-Bard Theory of Emotion



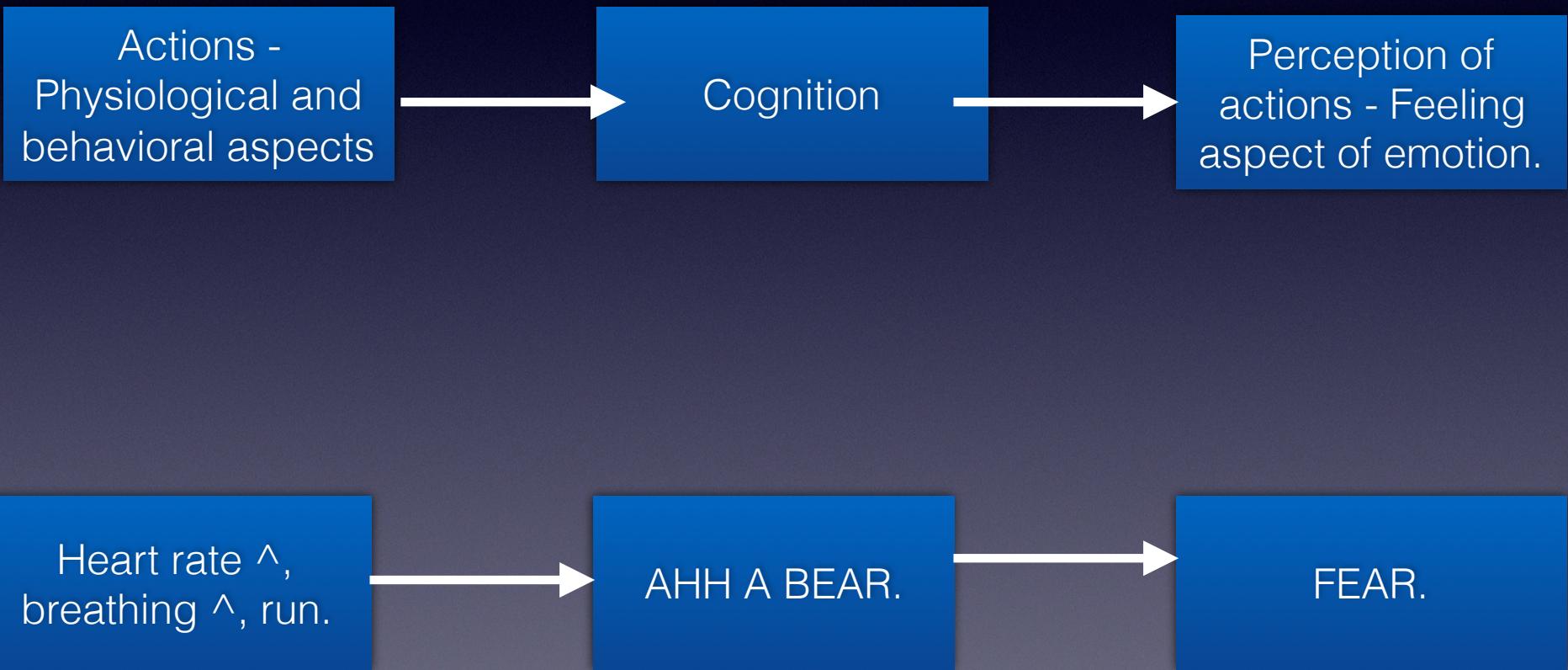
Cannon-Bard Theory of Emotion



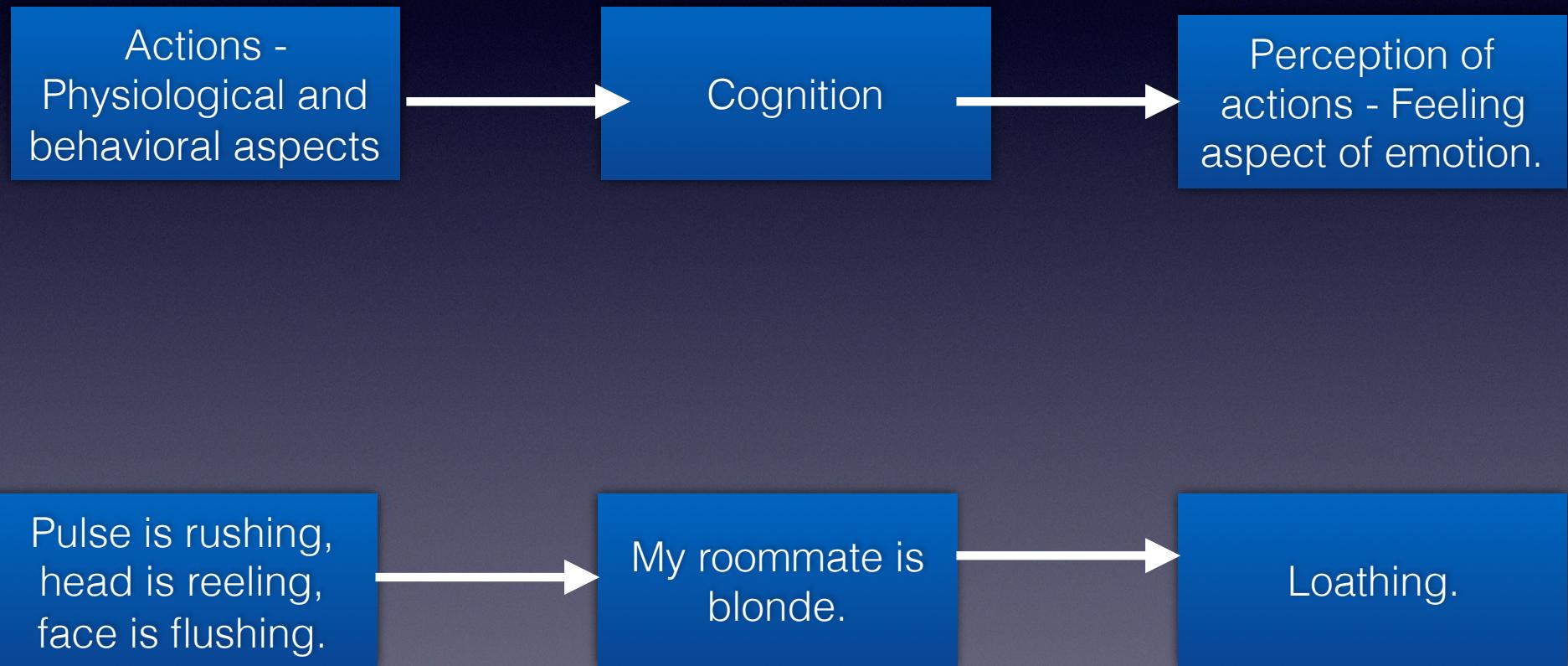
Schacter-Singer Two Factor Theory of Emotion

- Situations evoke physiological responses, which are then interpreted as a specific emotion.
 - Physiological arousal determines intensity of an emotion.
 - Cognitive interpretation determines the type of emotion.

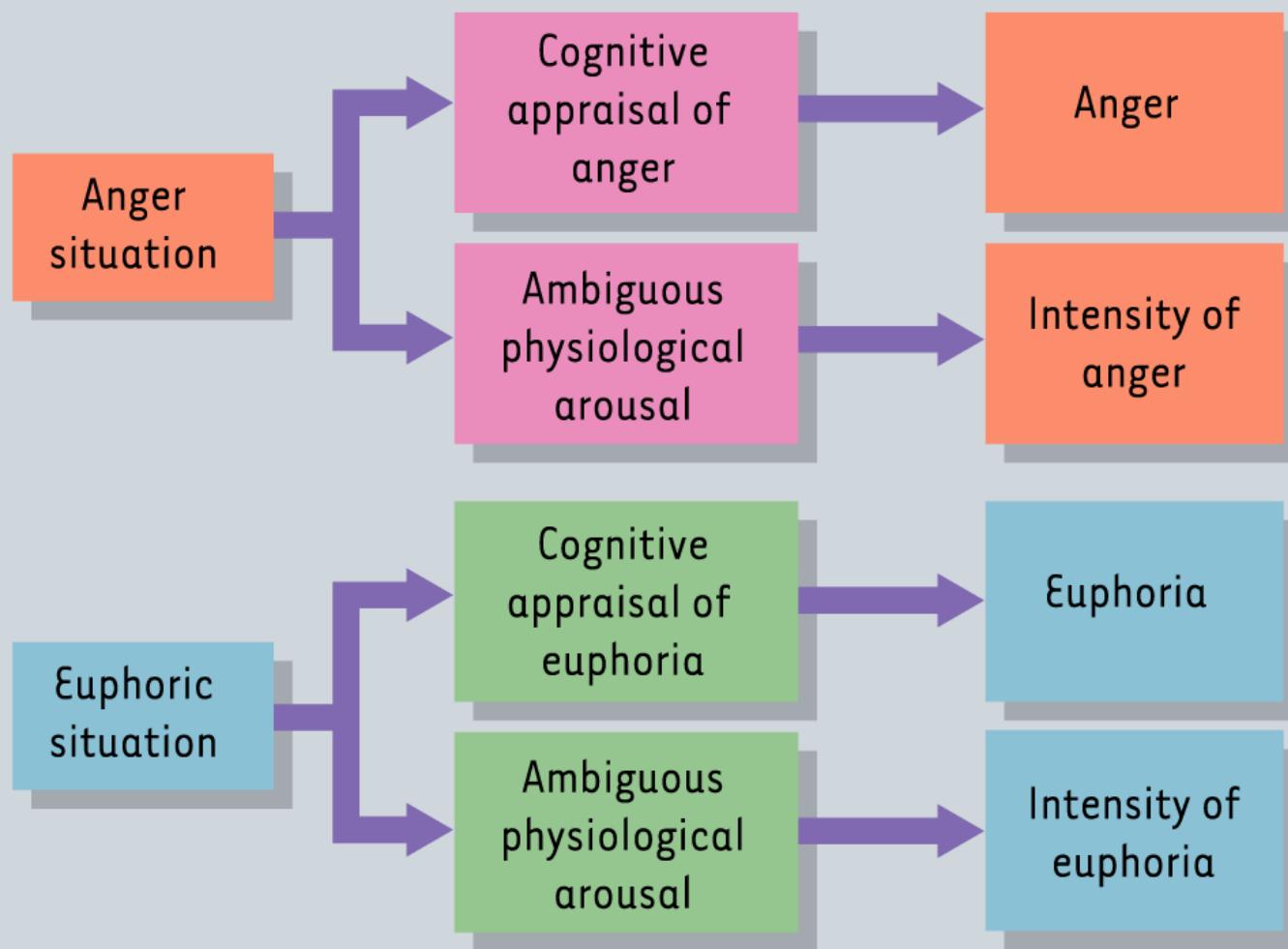
Schacter-Singer Theory of Emotion



Schacter-Singer Theory of Emotion



Schachter-Singer two-factor theory



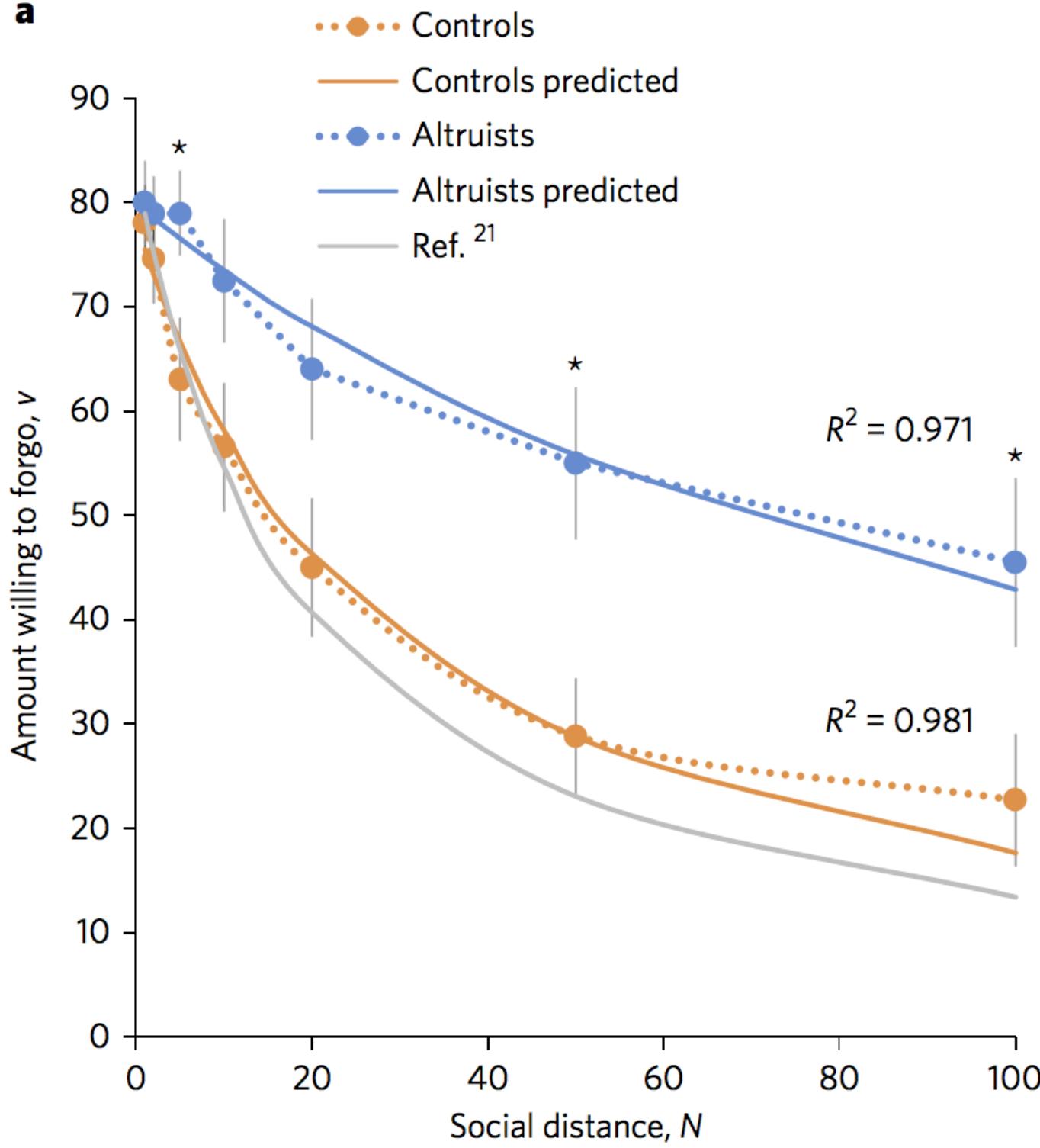
The situation determines the cognitive appraisal, which determines the emotion. The physiological arousal determines the intensity of emotion but not the type of emotion.

Is emotion cultural or universal?

- **Emotional Expression:** An observable sign of an emotional state.
- **Universality Hypothesis:** Emotional expressions have the same meaning for everyone.
- **Display Rule:** Norm for the appropriate expression of emotion.

“I feel your pain.”

- **Sympathy:** Feeling of care and concern for someone, often someone close, accompanied by a wish to see them better off or happier.
- **Empathy:** Recognize and share the emotions of another. Seeing from their perspective, and sharing their emotions, including distress.

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What happens if we ‘run out’ of emotion?

- **Alexithymia:** Dysfunctional emotional awareness, social attachment, and interpersonal relating.
- **Callous & Unemotional Traits:** Limited empathy, shallow affect, and a lack of guilt.
- **Conduct Disorder:** Behavioral and emotional problems in adolescents.
- **Antisocial Personality Disorder:** Pervasive pattern of disregard for and violation of the rights of others that begins in childhood or early adolescence and continues into adulthood.

Motivation

Motivation

- **Motivation:** The psychological cause of an action.
- **Hedonic Principle:** People are motivated to experience pleasure and avoid pain.
- **Drives:** Internal states caused by physiological needs.
- **Homeostasis:** Tendency for a system to take action to keep itself in an optimal state.
- **Drive-reduction Theory:** Organisms are motivated to reduce their drive.
 - Food isn't rewarding, reducing drive for food is.

When We Drive Out of Control: Eating Disorders

- **Binge Eating Disorder:** Recurrent and uncontrolled episodes of consuming a large number of calories over just a few hours.
- **Bulimia Nervosa:** Characterized by binge eating followed by compensatory behavior.
- **Anorexia Nervosa:** Intense fear of being overweight and a severe restriction of food intake.
- **Metabolism:** Rate at which energy is used by the body.

Struggling With Eating

Body weight set-point – your body has a genetically pre-determined weight that it strives to maintain, so weight loss triggers a reduction in metabolism. These effects are cumulative, such that your metabolic rate is slowed each time you diet

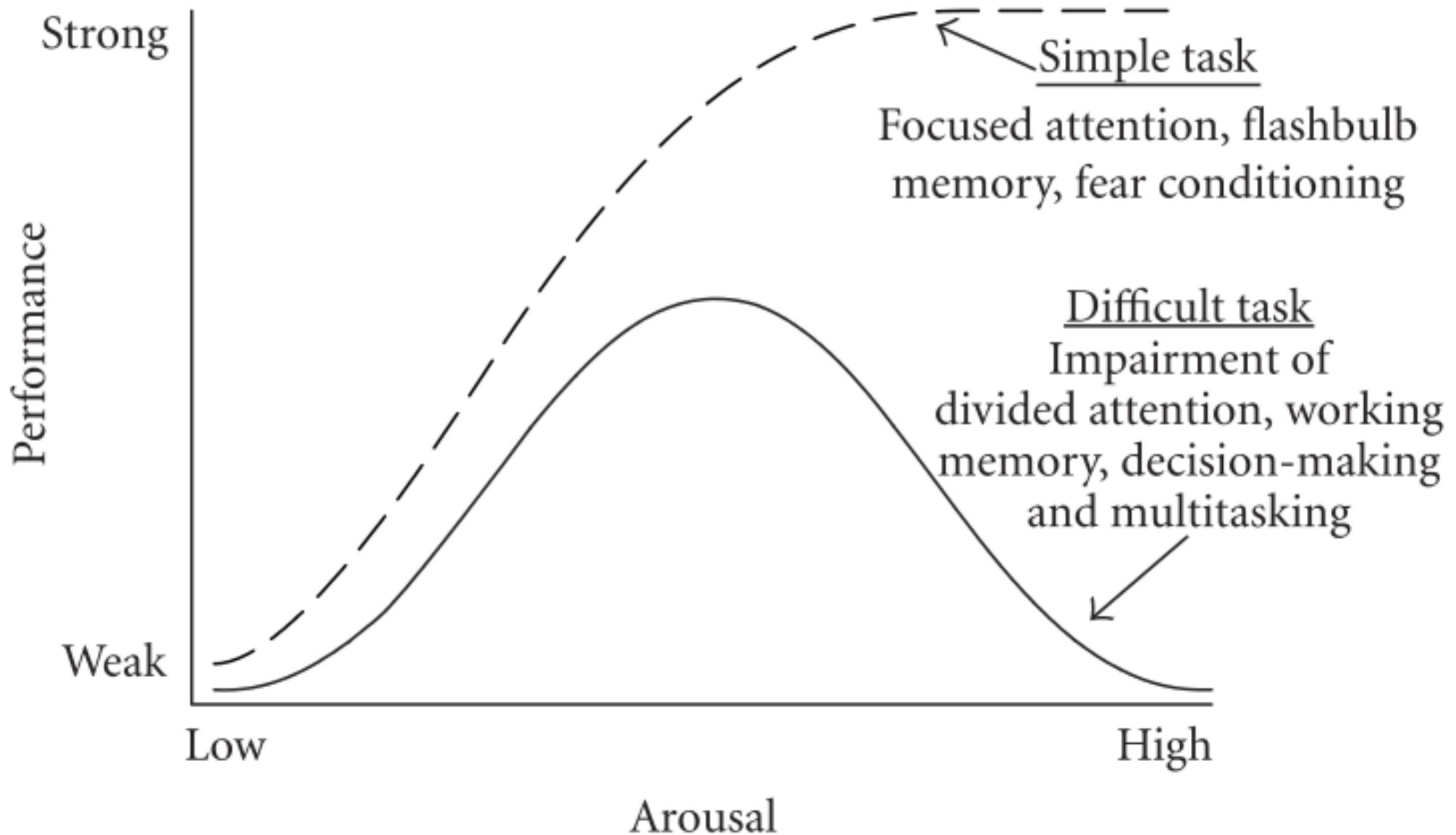
Eating

- An experiment tested to see when/if participants would stop eating if their bowls of soup were “bottomless.”
 - One group received refills from a server.
 - Another group had a “bottomless” bowl that imperceptibly refilled itself (beneath the table).
- It was found that those who ate from the “bottomless” bowl consumed 73% more and were unaware of doing so (did not report feeling any more full).
- This research suggests that one of the best ways to monitor our eating is to count the bites.

Motivation

- **Intrinsic Motivation:** Motivation to take actions that are themselves rewarding.
 - Set challenging but attainable goals
- **Extrinsic Motivation:** Motivation to take actions that lead to reward.
- **Delay of Gratification:** Waiting to receive more of what you want at a later time versus having less of it but having it now.

Yerkes-Dodson Law



The Marshmallow Task

- Better grades
- Higher SATs
- More socially competent

Motivation

- **Social Support:** Aid gained through interacting with others.
- **Humor** can reduce sensitivity to pain and distress, reduce time needed to calm down after stress.