

# Motivation and Emotion

June 27, 2018

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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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# What is emotion?

- **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!**

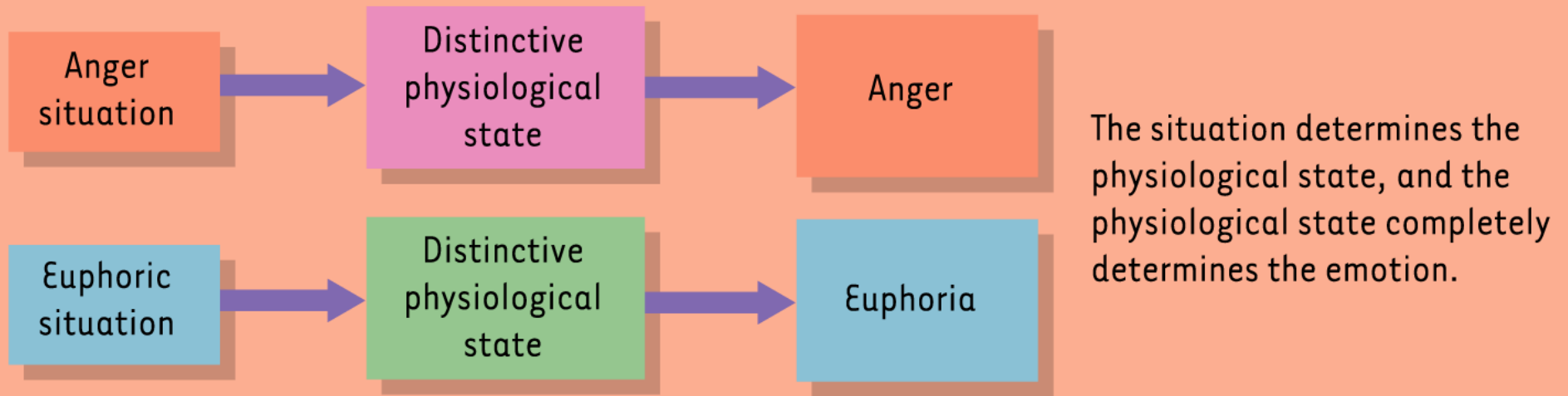
What is this feeling?

# Theories of Emotion

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

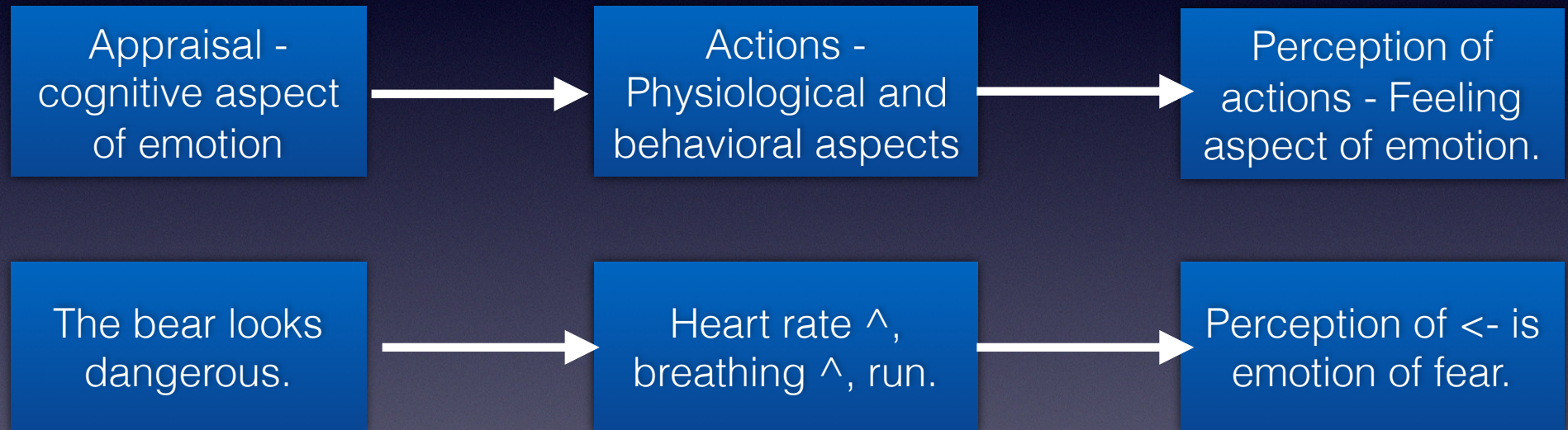
# James-Lange Theory of Emotion

## James-Lange theory

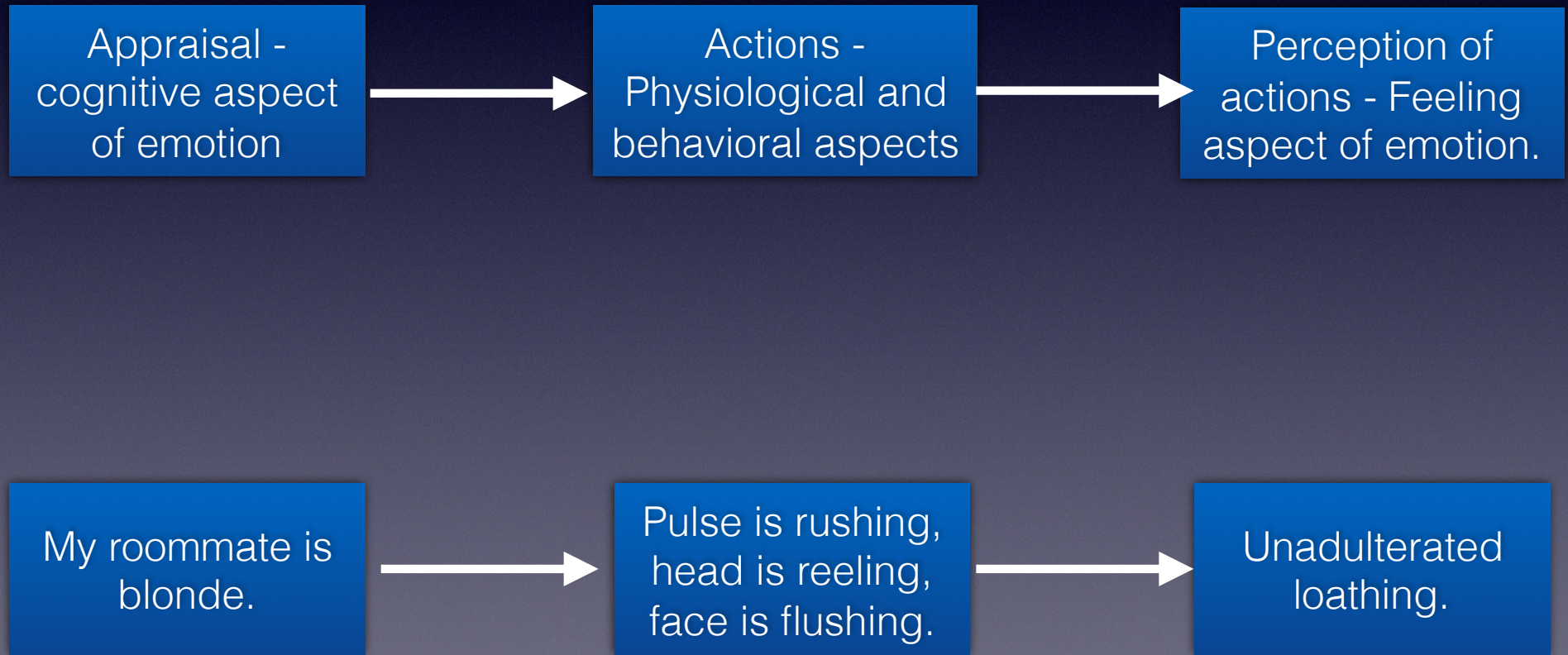


Distinctive physiological states cause the emotions.  
Heart rate -> fear.

# James-Lange Theory of Emotion

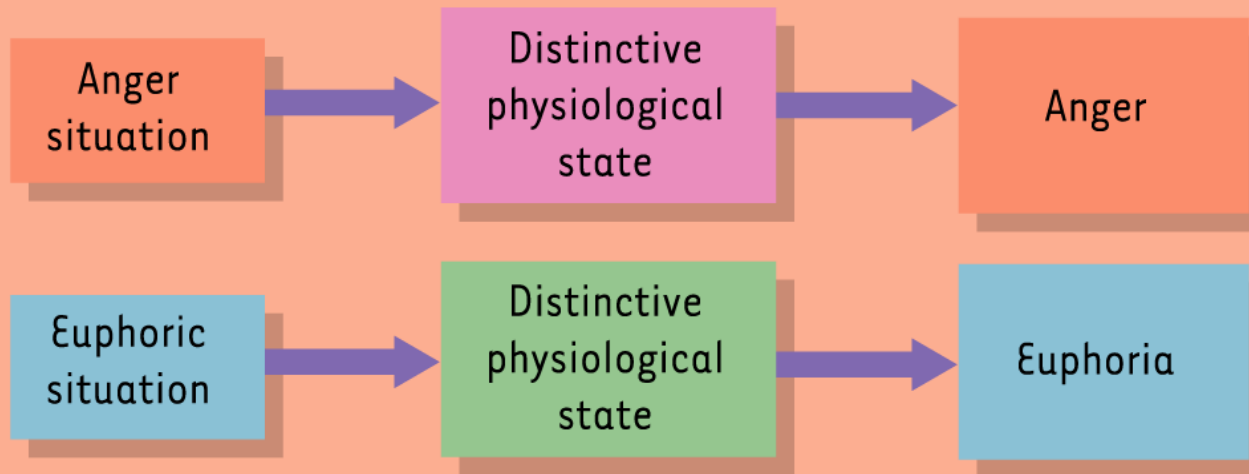


# James-Lange Theory of Emotion



# James-Lange Theory of Emotion

## James-Lange theory



The situation determines the physiological state, and the physiological state completely determines the emotion.

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.

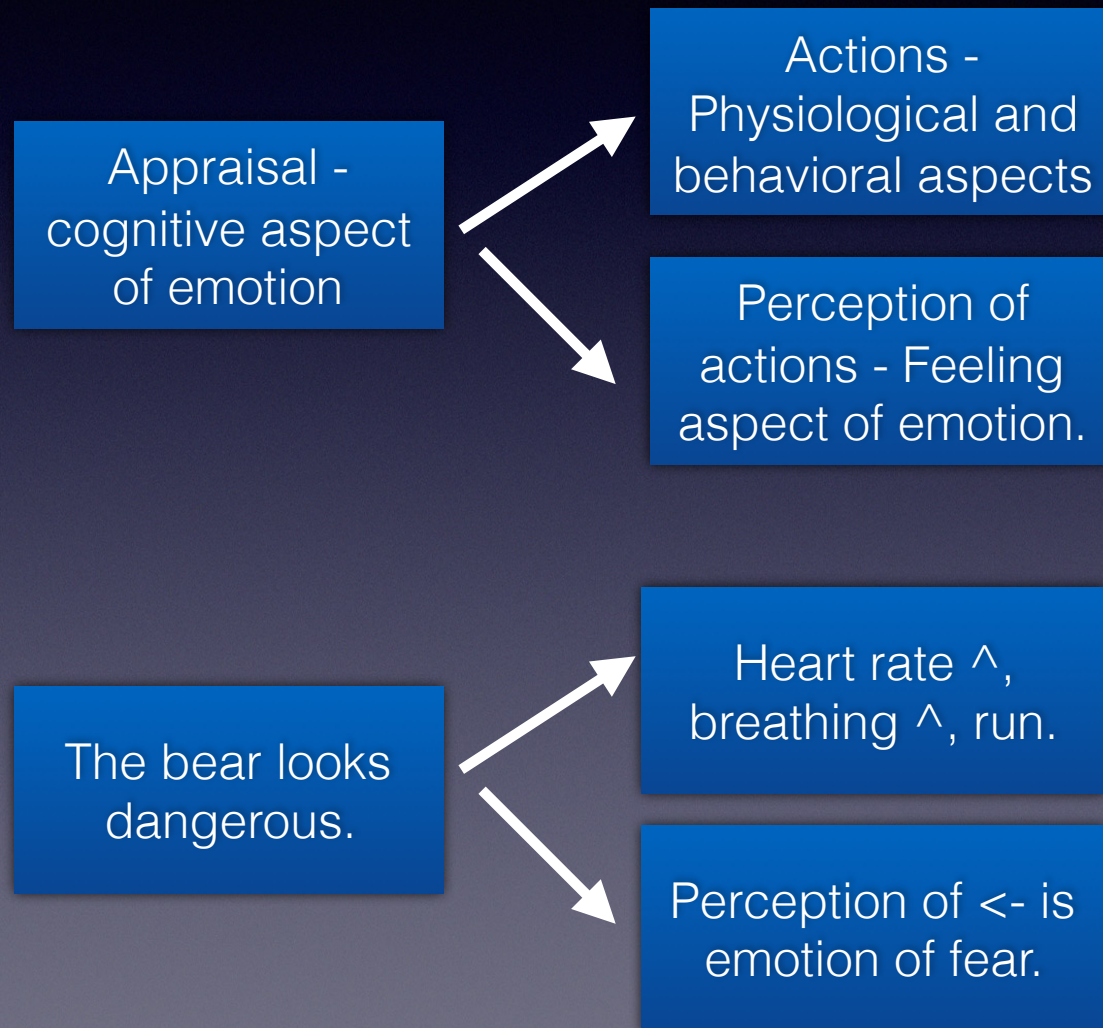
# Failures of J-L Theory of Emotion

- 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.

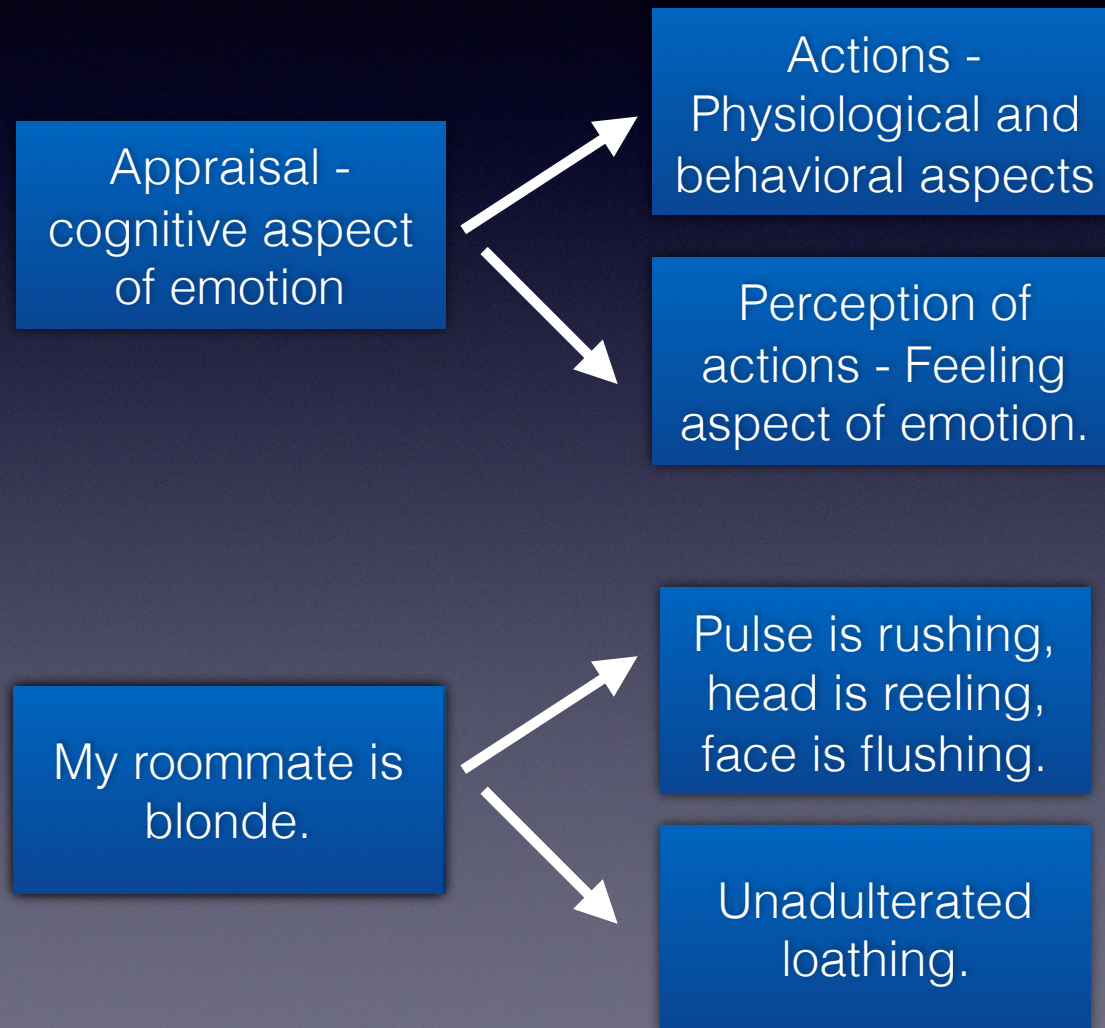
# Cannon-Bard Theory

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

# Cannon-Bard Theory of Emotion



# Cannon-Bard Theory of Emotion



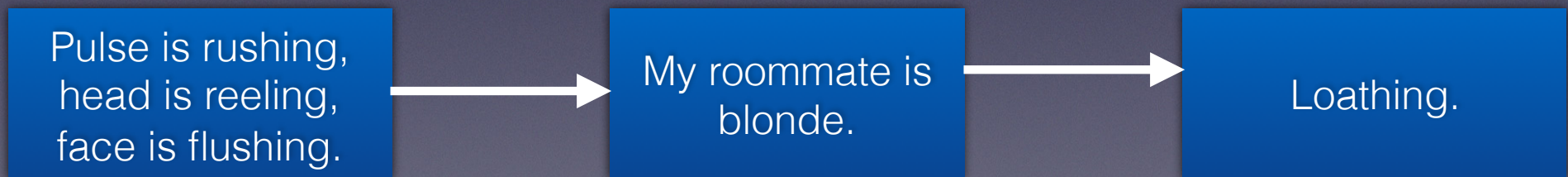
# Schacter-Singer Two Factor Theory of Emotion

- 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.

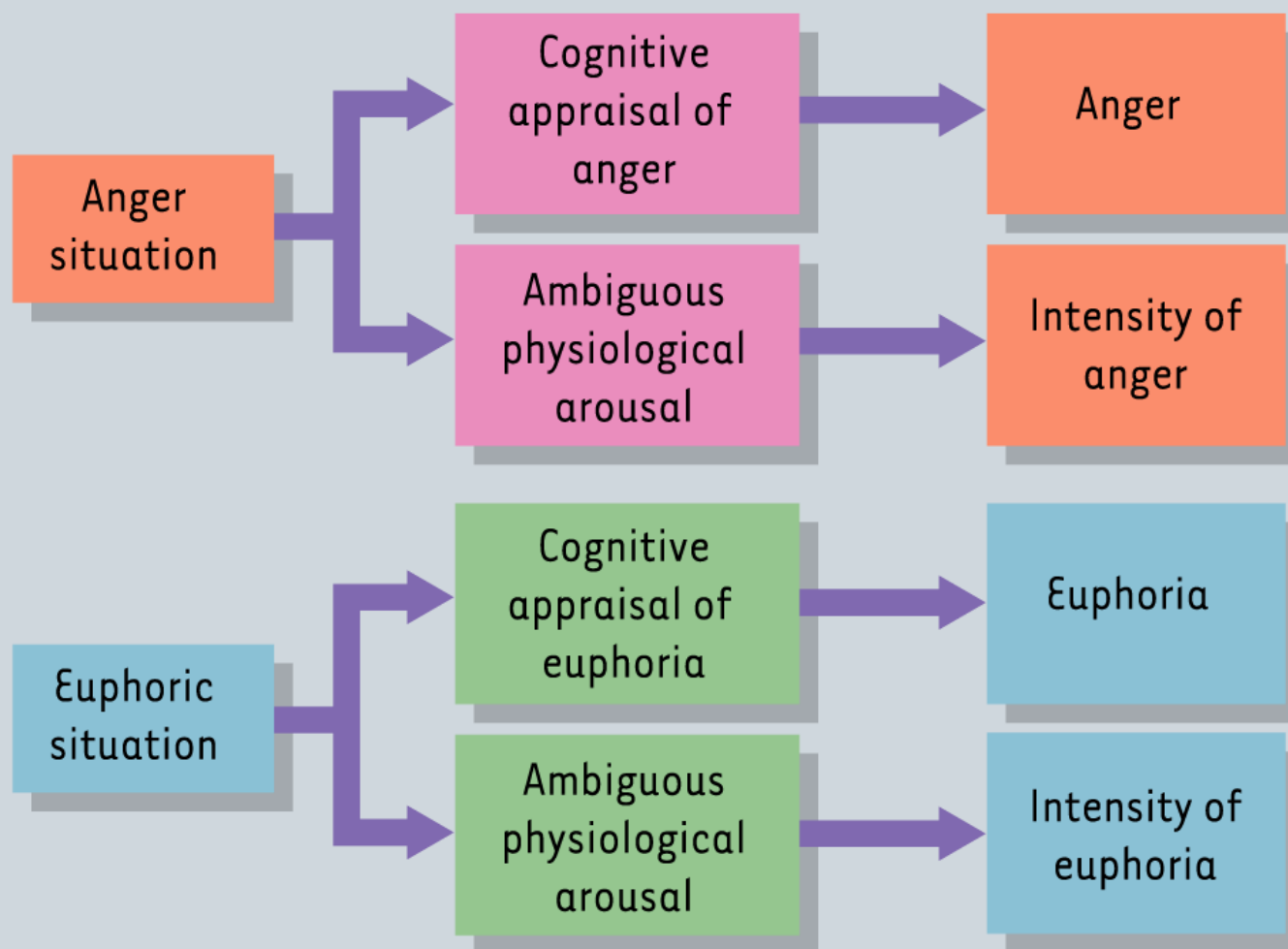
# Schacter-Singer Theory of Emotion



# Schacter-Singer Theory of Emotion



# Schachter-Singer two-factor theory



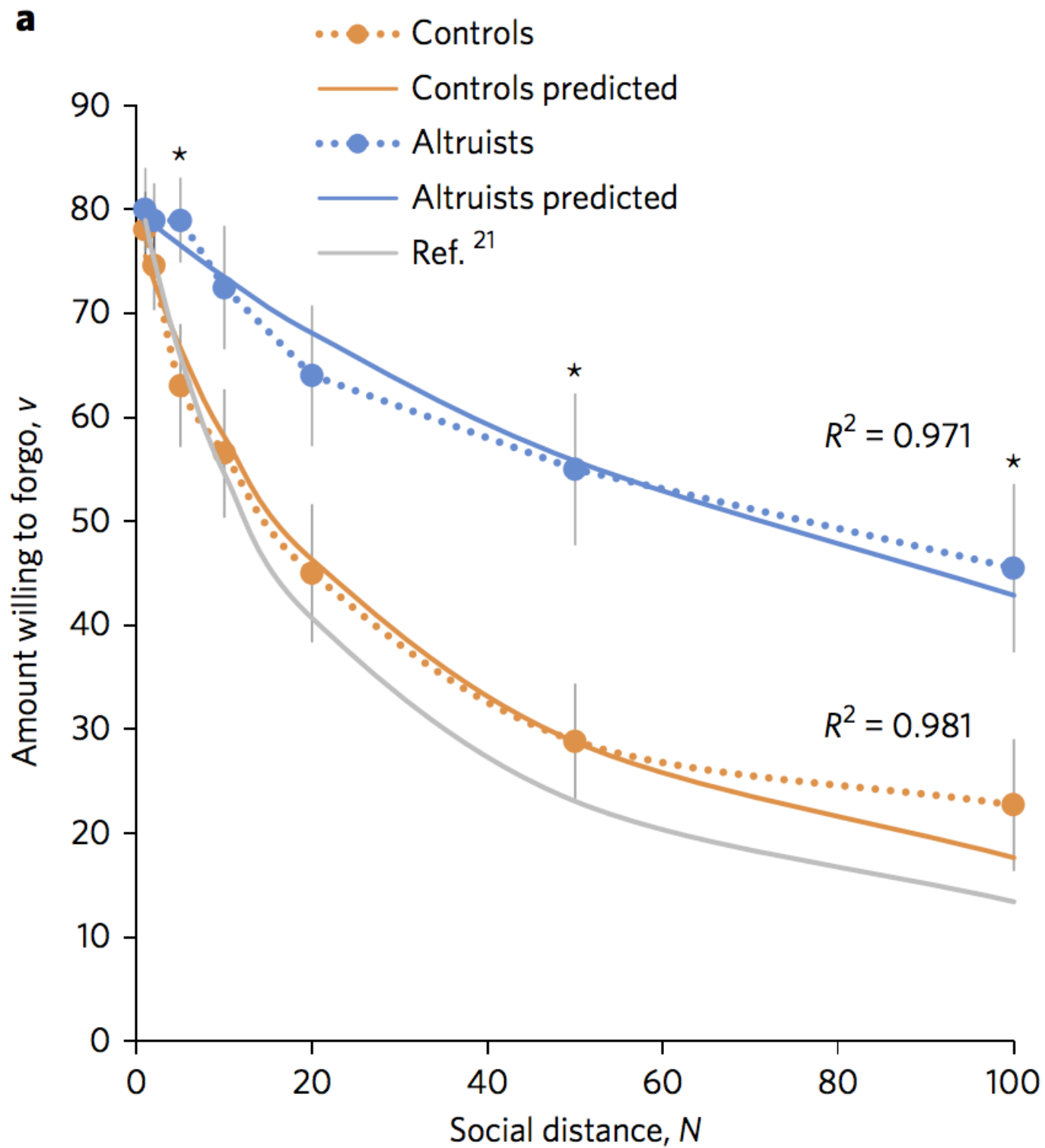
The situation determines the cognitive appraisal, which determines the emotion. The physiological arousal determines the intensity of emotion but not the type of emotion.

# 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.



# 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

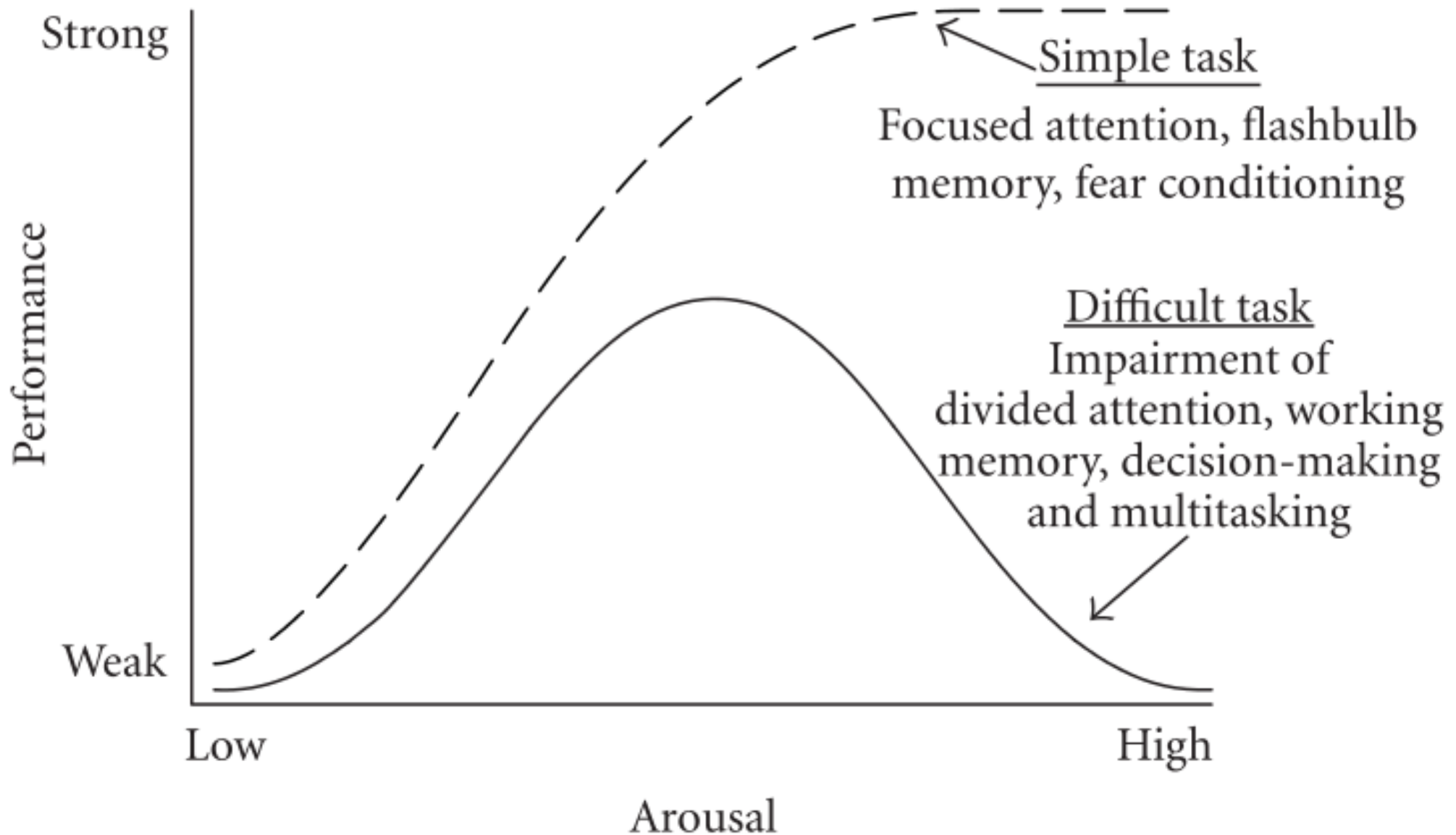
# Eating

- 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.