

MOTIVATION

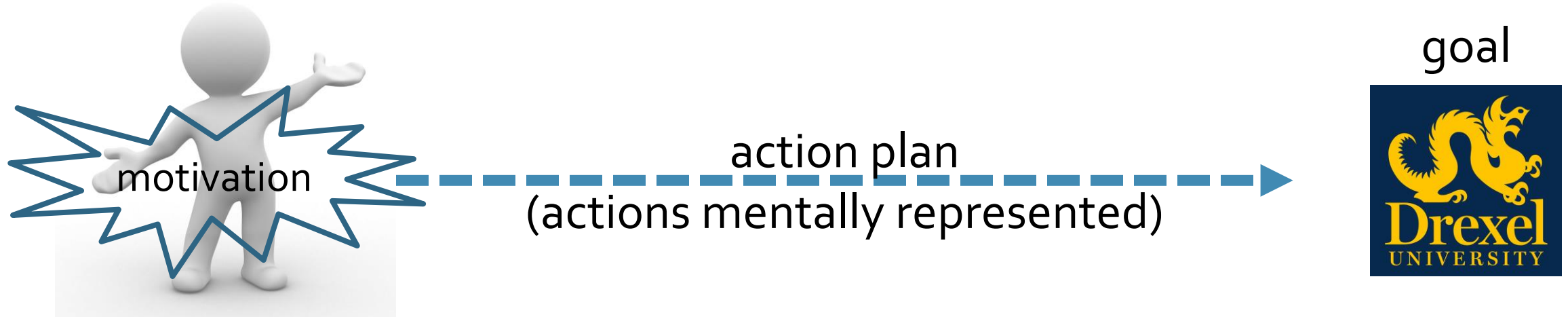
PSY 101 General Psychology

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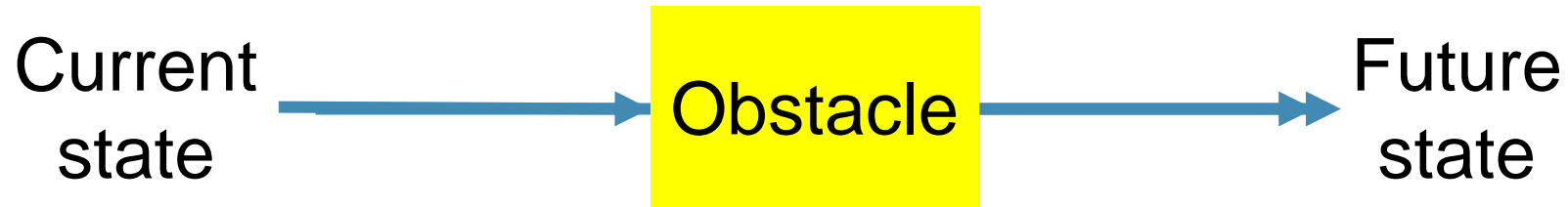
What is motivation?

- A state or process
- Energizes and directs behaviors
- To satisfy needs and desires



Problem solving

What is a problem?



1. There's an obstacle that blocks you from reaching the future state.
2. You don't see a solution to get rid of or go around the obstacle.

Algorithm

A step-be-step procedure that provides the correct answer.



1. Try all possible combinations (3 digits)
2. Try the combinations in particular order

Heuristics


Mental shortcuts; rule-of-thumb approach



1. You think the combination is likely to not repeat same numbers
2. You think that the combination is likely not to begin with a 0.
3. You think it could be of someone's date of birth, minus the year.

Problems with heuristics

In a given book, which do we have more?

$$\begin{array}{rcl} _ _ _ \dots \text{ING} & = & X \\ \text{vs} & & \\ _ _ _ \dots \text{N} _ & = & Y + X \end{array}$$


$$X < Y + X$$

Problems with heuristics

JUMPING TO CONCLUSIONS

A thick, solid blue horizontal bar that spans most of the width of the slide, positioned below the first instance of the text 'JUMPING TO CONCLUSIONS'.

JUMPING TO CONCLUSIONS

Insight

A sudden realization of the solution to a problem.

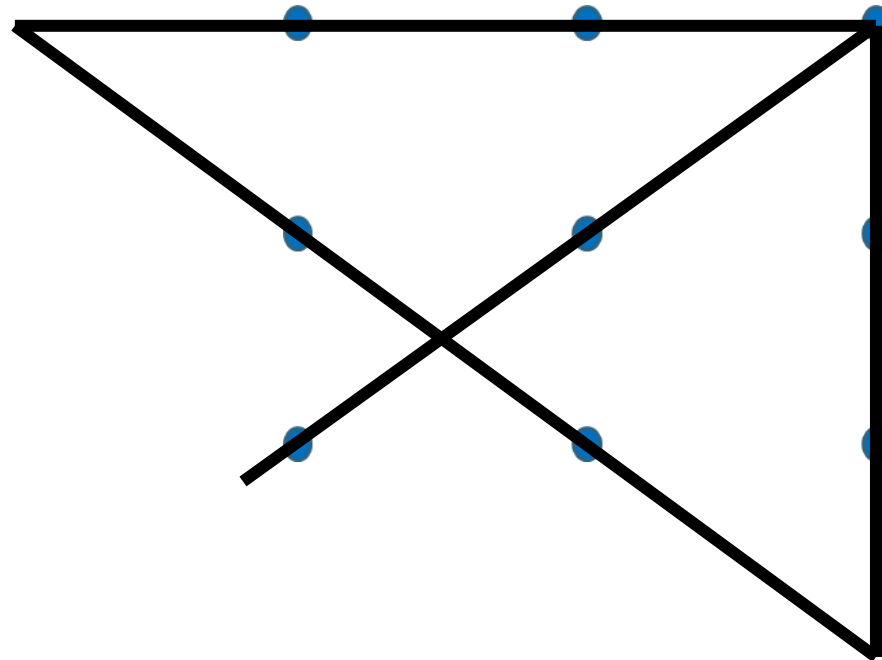
**Did you see the sign at the
drug rehab center?
It said, “keep off the grass”.**

An insight doesn't occur with strategy-based solutions.

An insight problem – requires you to shift perception and view the problem in a novel way in order to achieve solution.

Insight problem

Draw four continuous straight lines, connecting all the dots without lifting your pencil/pen from the paper.



Insight problem

Marsha and Marjorie were born on the same day of the same month of the same year to the same mother and the same father yet they are not twins. How is that possible?

They are triplets.

Obstacles to problem solving

Fixation – focusing on one aspect of the problem, keeping you from reaching a solution

Functional fixedness

You are given a candle, a box of thumbtacks and a book of matches. You are supposed to fix the lit candle unto the wall in a way that does not allow the wax to drip below. How do you do it?



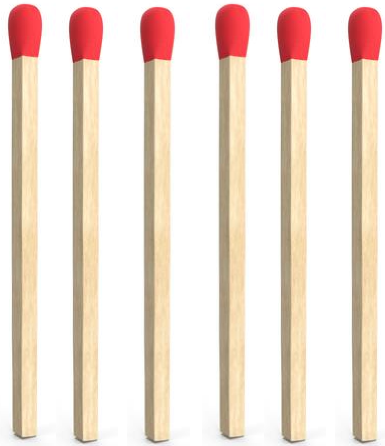
Obstacles

Fixation – focusing on one aspect of the problem, keeping you from reaching a solution

1. Functional fixedness
2. Mental set

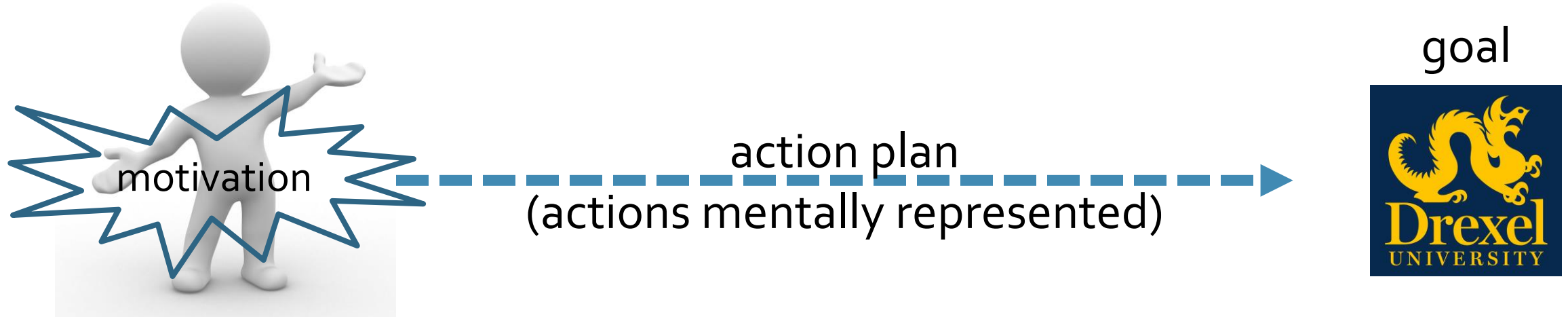
Mental set

Arrange 6 matches to form 4 equilateral triangles.



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Theories of motivation

- Instinct
- Drive-reduction
- Incentive
- Optimum arousal
- Hierarchy of needs