

**GENERAL PSYCHOLOGY (PSYC 210)**  
**Study Guide: Motivation and Emotion**  
Clara B. Jones, Ph.D.

What is MOTIVATION? The ways in which actions are initiated, sustained, and directed.

General Model: Need--→ Drive--→ Response--→ Goal--→Need Reduction--→Need, etc.

What is the value of incentives?

1. Primary motives (1°): survival (e.g., hunger, thirst)
  - 1° motives and homeostasis (bodily equilibrium/balance)
  - steady state [role of hypothalamus (HT)/pituitary complex]
  - other factors [e.g., learned effects (culture, conditioning—taste aversion)]
  - 1° eating disorders [e.g., anorexia nervosa (AN), bulimia (binge/purge) (endogenous and exogenous factors; treatment with Prozac)]
  
2. Stimulus motives: e.g., sex, exploration
  - drive for stimulation (inverted-U curve)
  - circadian rhythms [daily cycles (e.g., wake/sleep; How related to shift work and jet lag?)]
  
3. Learned or Secondary (2°) motives: e.g., status, achievement
  - achievement motivation (nAch) (McClelland)
  - fear of success related to nAch; fear of failure (Are sex differences observed in these two processes?)
  - Benjamin Bloom's work: drive and determination not natural talent determines success
  - Maslow's Hierarchy of Motives [basic needs (food, water, sex, self-esteem, love); growth needs (self-actualization); meta-needs (justice, beauty, truth)]
  - “emotional intelligence”: Daniel Goleman (success determined primarily by “social skills” not by intelligence)

Intrinsic (motivation and emotion and feelings) and Extrinsic (rewards) Motivation

EMOTION (Latin: “to move”)

- feedback about bodily states (e.g., change in mood)
- Primary (1°) emotions (fear, disgust, anger)
- physiology and emotion (e.g., frontal cortex: impulse control)
  - arousal: “flight or flight” [autonomic nervous system (ANS: parasympathetic/sympathetic); sex differences?]

Theories of Emotion

- James-Lange Theory: emotions/feelings follow bodily arousal and are the result of arousal (conscious!)

--Cannon-Bard Theory: emotions/feelings and bodily arousal occur simultaneously and both begin with activity in the thalamus

--Opponent-Process Theory (habituation: link between motivation and emotion): this theory states that when one emotion is experienced, the other is suppressed. For example, if you are frightened by a mean dog, the emotion of fear is expressed and relief is suppressed. There is not a lot of empirical support for this theory.

--Schachter's Cognitive Theory: emotions occur when physical arousal is labeled or interpreted on the basis of experience and situational cues (this theory is the currently accepted theory of emotion)

N.B. Attribution: assigning causes to events

N.B. Facial Feedback Hypothesis (Paul Ekman): expression of emotion