

Chapter Eight: Emotion and Motivation

Emotions

Four Part Process of Emotion

1. Physiological arousal of the body
2. Cognitive Interpretation of events and feelings...conscious and unconscious
3. Subjective Feelings...brain senses state of arousal.. also memories of similar situations
4. Behavioral Expression...emotions produce behavior....anger produces a middle finger

Emotion: Emphasizes arousal, both physical and mental
Motivation: Emphasizes how this arousal becomes action

Key Question

What Do Our Emotions Do For Us?

Core Concept:

All emotions involve a state of mental and physical arousal focused on some event important to the individual
 Emotions help organisms cope with **important, reoccurring situations**

CULTURAL UNIVERSALS IN EMOTIONAL EXPRESSION

Humans share a set of *universal emotional expressions*...testifies to a common biological heritage

Facial Language: Smiles signal happiness...frowns signal sadness around the globe

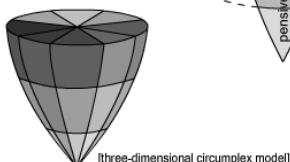
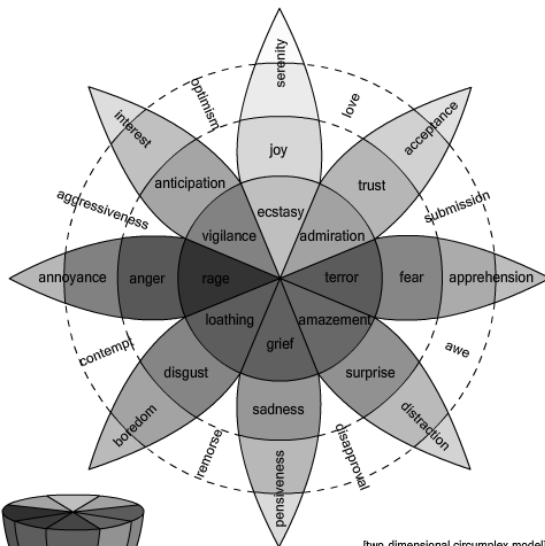
Display Rules:

All emotional expressions are not universal across cultures...culture influences emotional expression

EKMAN'S SEVEN BASIC HUMAN EMOTIONS

Sadness Fear Anger Disgust Contempt Happiness Surprise

Plutchik's Wheel of Emotions



PLUTCHIK'S EIGHT BASIC HUMAN EMOTIONS

Joy Acceptance Fear Surprise Sadness Disgust Anger
 Anticipation

Outer Level of Plutchik's Emotion Wheel

- Love = joy + acceptance
- Remorse = disgust + sadness
- Disappointment = sadness + surprise
- Submission = acceptance + fear
- Optimism = anticipation + joy
- Contempt = anger + disgust
- Aggressiveness = anger + anticipation
- Awe = fear + surprise

Other emotions????...envy, regret, pride

Key Question
Where Do Our Emotions Come From?

Core Concept:

Neuroscience of Emotions
Two Emotion Processing Systems in the Brain

1. Fast Response System

2. Slow Response System ...the Conscious Processing System

Linked to Explicit memory system (memory that is processed with attention and can be recalled easily)

Limbic System: Fight or flight

Reticular Formation: The brain's alarm system

Autonomic Nervous System:

Parasympathetic Division: usually dominates pleasant emotions

Sympathetic Division: Becomes active when startled or by an unpleasant Emotion

Hormones and Emotions:

Serotoninfeelings of depression

Epinephrine (adrenalin)...produced by fear

Norepinephrine ...more abundant in anger

Steroids

Theories of Emotions

1. James-Lange Theory:

2. Cannon-Bard Theory:

Cognition and Emotion

3. Schachter-Singer Theory:

Incorporates aspects of both the James-Lange and Cannon-Bard

4. Cognitive Appraisal Theory:

5. Opponent-Process Theory:

Lateralization of Emotions

Theory that the two cerebral hemispheres of the brain specialize in different classes of emotions

Right Hemisphere:

Left Hemisphere:

Emotions and Performance

Too much or too little arousal can impair performance...most advantageous level for tasks needs to be identified

Thrill Seekers...aka Sensation Seekers:

Key Question

How Much Control Do We Have Over Our Emotions?

Core Concept:

Emotional Intelligence:

DECEPTION

Most people who lie send uncontrolled, nonverbal signals

Lying Signs: dilation of pupils, longer pauses in speech, more constrained movement and gesturing, shifts in posture, speech errors, nervous gestures (touching hair or face), shrugging

Polygraph Tests:

Based upon idea that liars show signs of arousal, but both guilty and innocent people may have arousal symptoms

Even if they are 95% accurate..then 5% of the accused are innocent

Key Question
What Makes Us Act The way We Do?

Core Concept:

MOTIVATION

Motivation:

TYPES OF MOTIVATION

Drive:

Motive:

Intrinsic Motivations:

Extrinsic Motivation:

Motives and drives can arise from Conscious Motivation or Unconscious Motivation

Conscious Motivation:

Unconsciousness Motivation:

THEORIES OF MOTIVATION

1. Instinct Theory:

2. Drive Theory:

Homeostasis:

3. Cognitive Theory:

Locus of Control:

Internal LOC:

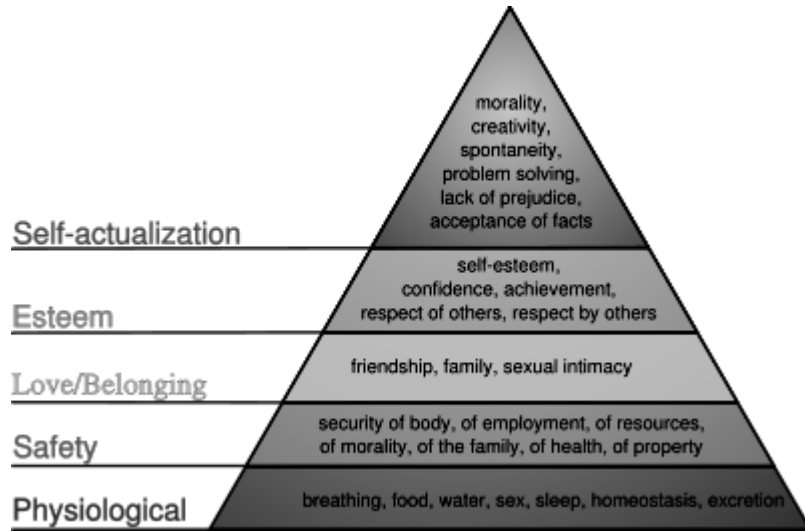
External LOC:

4. Psychodynamic Theory:

5. Maslows's Humanistic Theory:

- Meta Needs**
- Self-actualization
- Aesthetic
- Understanding/Knowledge

- Deficiency Needs**
- Esteem
- Love/Belonging
- Safety
- Physiological



One must satisfy the lower needs before up

But...often people neglect their basic needs in favor of social ones.... Social motivation directs behavior

moving

Rewards

Rewards don't always interfere with intrinsic motivation

Ex: some people love their job and get paid for it

Rewards can motivate people – IF they are given for a job well done, and not as a bribe

Overjustification

Key Question

How are Achievement, Hunger and Sex Alike? Different?

Core Concept:

Achievement

Need for Achievement (*n Ach*)

Individualism: The view (common in the Euro-American world) that places a high value on individual achievement

VERSES

Collectivism: The view (common in Asia, Africa, Latin America, Middle East) that values group loyalty and pride over individual distinction

Hunger

Eating comes naturally.

If it had to be entirely learned, many people would starve before mastering its complexities

Multi-System Approach

Set Point:

Eating Disorders...bulimia nervosa, anorexia nervosa (less than 85% of desirable weight and still believes is fat
Weight Control: Human body adapted to periods of feast and famine...good for stone age humans, not so good for today's world..we tend to eat a lot when food is around

The Thirst Drive

Volumetric Thirst:

Osmotic Thirst:

Pain: usually produces a drive to *avoid or remove*, rather than seek, a stimulus.

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Sex

Sex is NOT a homeostatic drive because it does not return the body to a state of equilibrium
The brain is the major sex organ in humans

Sexual Scripts

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Motives in Conflict

Approach-Approach Conflict:

Approach-Avoidance Conflict:

Avoidance-Avoidance Conflict:

Multiple Approach -Avoidance Conflict:

The Origins of Sexual Orientation

Heterosexuality
Homosexuality

Several theories about orientation...testosterone levels and parenting do not contribute

Key Question

How and Why Do We Experience Stress?

Core Concept:

Stressor:

Primitive Stressors: 1. _____ 2. _____
3. _____

Traumatic Stressor:

PTSD – Post Traumatic Stress Disorder:
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The Physical Stress Response

Arousal:

Acute Stress:

Chronic Stress:

Fight or Flight Response:

General Adaptation Syndrome

A pattern of usually physical responses to any serious chronic stressor

Stage One - Alarm Reaction:

IF STRESSOR IS NOT REMOVED IN TIME -- ORGANISM MOVES TO NEXT STAGE

Stage Two - Stage of Resistance:

IF STRESSOR IS NOT REMOVED IN TIME -- ORGANISM MOVES TO NEXT STAGE

Stage Three - Stage of Exhaustion:

IF STRESSOR DOES NOT DISAPPEAR IN TIME – DEATH OCCURS

Withdrawal/ Passive Fear Response:

Tend or Befriend Model:

–Alternative to fight or flight

Type A:

Type B:

Learned helplessness: