

## UNIT 4 (397-433; 435-475)

### Motivation and Emotion

- Motivation – an internal state or condition that activates and gives direction to our thoughts, feelings, and actions
- Emotion Connection – Motivations elicit emotions
- Sometimes emotions elicit motivations
- Primary motives (biological) – Human motives for things that are necessary for survival
  - Hunger
  - Thirst
  - Sexual
  - Movement
  - Sleep
  - Aggression
- Homeostatic Mechanisms – Sense biological imbalances that take action to restore the proper balance
  - Like a thermostat
- Biological Theories of Motivation
  - Instinct Theory
    - Emerged initially in 1920s
    - Results from behaviors that are unlearned, uniform in expression and universal in species
    - Sociobiology – Interested in the social behaviors of a species and how they lead to survival
      - Edward O. Wilson
        - Believed human instincts are passed genetically
  - Drive Reduction Theory
    - 1930s
    - Motivation begins with a physiological need that elicits a drive toward behavior that will satisfy that need
    - Homeostasis – Take actions to restore body level to normal
  - Arousal Theory
    - Organisms are motivated to achieve and maintain an optimal level of arousal
    - Curiosity and stimulation
    - Suggests that there doesn't necessarily need to be a perfect balance, but a balance for arousal based on situation
    - Yerkes-Dodson Law
      - Effective performance is most likely if the level of arousal is suitable for the activity
      - Moderate difficulty within tasks increases likelihood of performing task well

- Hunger Motive (Biological Motive)
  - Hypothalamus – Tells you you're hungry
    - Plays biggest role in controlling the hunger motive
    - Lateral Hypothalamus
      - Initiated when food is needed
      - (Feeding System)
    - Ventromedial Hypothalamus
      - Initiated when enough food has been consumed
      - Satiety System
      - Hyperphagia – excessive overeating that results from damage to ventromedial hypothalamus
    - Paraventricular Nucleus
      - Regulates level of blood sugar, which in turn increases or decreases appetite
      - Relies on signals from the stomach and intestines
- Cultural and Environmental Factors
- Eating Disorders
  - Anorexia Nervosa (Characterized by starvation)
    - Intense fear of being overweight
    - Disturbance in body image
    - Refusal to maintain normal body weight
    - Absence of monthly cycle for 3 consecutive months
  - Bulimia Nervosa
    - Binge eating and self-induced vomiting
    - Binging at least twice a week and worried about body image
    - More common than anorexia
      - 2% of adolescents
  - Muscle Dysmorphia (Prevalent in males)
    - Obsessive concern with muscle size and shape
    - Thought to lead males to bulimia and anorexia
- Things that lead to eating disorders
  - Environment
  - Media
- Obesity
  - Most serious health problem today in America (surgeon general)
  - Increased by 50% in the last 10 years
  - More than 2/3 of Americans are either overweight or obese
- BMI =  $(w+703)/(h(in)^2)$
- Rate of obesity among young people tripled since 1980
- Causes of obesity
  - Sedimentary lifestyle

- Inherited tendency to be bigger
  - Abundant opportunity to eat
  - Portion distortion
- As a result of obesity
  - People are ridiculed
  - Less opportunities
- Thirst Motive
  - Stimulated by internal and external cues
    - Internal
      - 2 Internal monitors
        - One monitors amount of fluid in cells; as cells begin to dehydrate, message is sent to the brain
        - Other monitors extracellular fluid; when it decreases, less blood flows to kidneys and message is sent to the brain
    - External
      - Humans drink sometimes when not thirsty unlike other animals
- Sexual Motivation
  - Also a primary motive (don't need to survive, but need for the survival of the species)
    - Among non-human animals, sex tied to hormones and female reproductive schedule
      - Pheromones – substances released when female is ready for sexual reproduction
- Other Motives
  - Stimulus Motives (Unlearned motives that stimulate us to investigate or change the environment)
    - Exploration and curiosity
      - Curiosity activates exploration
    - Manipulation and contact
      - Motivation to touch something or move something
      - Contact... hugging etc.
    - Aggression
      - From time to time motivated to do harm to others or self
    - Affiliation
      - Need to be with others (Especially in times of threat)
    - Maslow's Hierarchy of Motives
      - From primary to lesser
- Intrinsic Motivation
  - A desire to perform a behavior based on internal consequences (do something because you like it)
- Extrinsic Motivation
  - Behavior performed due to the external consequences

- Most things are both intrinsic and extrinsic
- Over justification Effect
  - When the external consequences begin to lose their motivating principles because they're given too often
- Stress – A state of psychological tension often associated with physical strain
  - Adjustment – A period in which individuals take action to cope with stress
  - Needs balanced with demands of environment
  - Health Psychology (Subfield that studies stress)
    - Study relationship between stress and physical well-being
- Sources of stress:
  - Stressors – Any circumstance that triggers stress
    - Vary in intensity
    - Categories of stressors
      - Life changes
        - Someone dies
        - A birth
        - Marriage
        - Divorce
        - Taking on a new job
        - Retirement
      - Daily Hassles
        - Petty annoyances and minor irritations
        - Time or relationship pressures or any pressure in general
      - Frustration
        - When cannot reach a goal or accomplish something
        - Common sources
          - Delays
          - Lack of resources
          - Failure; guilt at not keeping up
          - Discrimination
      - Conflict
        - Being pulled in 2 or more directions
        - Approach/Approach Conflict
          - Faced with 2 positive alternatives
          - Least stressful
          - Resolved when you pick one of the alternatives
        - Avoidance/Avoidance Conflict
          - Faced with 2 or more unsatisfactory alternatives
          - Must choose one (lesser of 2 evils)
          - Between a rock and a hard place
        - Approach/Avoidance Conflict

- A single alternative that is good and bad at the same time
- Stress and Individual differences:
  - Psychological Hardiness
    - A personality trait that allows individuals to deal with stress exceptionally well and even thrive on it
    - See stress as a challenge
  - Resilience
    - Ability to bounce back
    - Children are more resilient
  - Self-Imposed Stress
    - Opposite of hardiness and resilience
    - Make a mountain out of a molehill
    - Minor incident to a major situation
- Coping with stress
  - Direct Coping (Active)
    - Intentionally try to change environment in a positive way to make it less stressful
    - Confrontation
      - Acknowledge that a stressful situation exists and try to manipulate the situation
    - Compromise
      - Give up a little in order to receive a little
      - Often based on a realistic solution
    - Withdrawal
      - When you learn to avoid a situation by replacing it with something positive
  - Defensive Coping
    - Negative form of coping
    - Lying to yourself... Denying that you are experiencing stress
    - Trying to cover stress up
    - Distorted sense of reality
- The biology of stress
  - Hans Selye
    - Humans all react in the same way physically to stress
      - General Adaptation Syndrome – Body's natural response to stress
        - Alarm Reaction Stage – when body first recognizes a stressor
          - High emotions
          - Activated sympathetic nervous system
          - Sometimes endocrine system releases heightening hormones

- Resistance Stage – Physical signs appear
  - Crying, shaking, sweating
  - Begin to try to cope; reasoning
  - If able to cope, will return to normal (parasympathetic)
- Exhaustion Stage – When unable to cope
  - Physical and psychological burnout