UNIT 8: MOTIVATION/EMOTION/STRESS

- What motivates human behavior?
- What is the stress response and how does it impact us?
- What are the psychological theories on emotions?
Motivation Defined

Is there a difference between motivation and inspiration?

Basic Theories & Concepts
- Instinct
- Drive Reduction & Incentives
  - Arousal
  - Yerkes-Dodson
- Maslow & Humanism
Maslow’s Theory

Lost Scenario

- Steps to ensure:
  - Survival
  - Future
  - Reflect

Illustrate Maslow’s Theory

- Draw a large diagram (on computer paper) with brief characterization (1 each) for each level of the hierarchy
- Draw and color an illustration for each need that represents either that need not being met or being met
Human Motivation: Hunger, Sex, Social

- Complete research handout using texts (modules 38-40) and the internet (PubMed)
- Hunger Motivation
  - Physiology & Psychology
  - Obesity
- Sexual Motivation
  - Physiology & Psychology
  - Role of technology in the modern age
- Social Motivation: Affiliation
  - Belonging
  - Exclusion
  - Connectivity in the modern age (What made Maddy Run)
Emotions

- Basics of Emotions-Theories (Crash Course)
  - James-Lange Theory
  - Canon-Bard
  - Schacter-Singer
  - Zajonc & LeDoux
  - Lazarus

- Physiology of Emotions (Identify from book-Module 42)
  - Connections with autonomic system
  - Physiological patterns (lie detectors?)
  - Facial Expressions & Emotions
  - Emotional Expression & Detection-Factors

Draw each Theory

Complete Handout 42-2 & 42-3, 42-4 share and discuss
Evaluate your stress: SCALE (1-NO STRESS; 10-Totally Stressed)

- Day
- Week
- Month
- Year
- Life
- Family
- Friends

What does “stress” mean to you?
Stress & Health

- Complete Stress Handout identifying key aspects of stress (Stressors, Responses, Effects), share and discuss
- Personality Inventory Handout (Handout 44-2)
  - Complete and Score
  - Share & discuss
- Albert Ellis Handout (read and discuss)
- Coping with Stress (Stress Reduction Article)
  - How do you cope with stress?
  - What changes can you make to improve your ability to handle stress?
Question 1: How can you use Maslow’s hierarchy of needs to explain why a
- Hungry young person would steal?
- Lonely new student in a school would join a club?
- Successful artist would continue to invest tremendous effort in her career?

Question 2: Describe how three different motivational theories could explain a young man’s desire to become an excellent soccer player.
Question 1 Answer
- A hungry young person would steal because of a physiological need.
- A lonely new student would join a club to meet belonginess and love needs.
- A successful artist would still work hard to satisfy the need for self-actualization

Question 2 Answer
- He may play because of incentives, like a college scholarship or a pro contract.
- He may play because soccer provides him with the optimum level of arousal.
- He may play because it helps him fulfill a need level on Maslow’s hierarchy. For example, being a member of a soccer team may help him meet his belonging needs.
FRQ Practice (M41 & 42)

- **Question 1:** Lynn’s boyfriend has not replied to her last three text messages. Lynn is experiencing anger, increased blood pressure, and rapid breathing. Analyze this situation using both the James-Lange and Cannon-Bard theories of emotion.

- **Question 2:** Name the phenomenon describing the impact facial expression can have on our disposition, and give an example.
The James-Lange theory argues that the blood pressure and breathing changes would lead to the emotion of anger.

The Cannon-Bard theory argues that the physical changes (blood pressure and breathing) happen at the same time as, but do not cause, the emotion of anger.

The facial feedback effect.

For example, smiling makes you feel happy and frowning makes you feel a little angry.
M/C Answers per module

- Module 38: 1. E; 2. C; 3. D
- Module 41: 1. A; 2. E; 3. C; 4. A
- Module 44: 1. D; 2. B; 3. C
M/C Answers Unit 8 (p 456-458)

1. B
2. B
3. D
4. D
5. E
6. B
7. D
8. E
9. C
10. A
11. B
12. E
13. B
14. D
15. C
16. C
17. A
18. C
19. D
20. B