

YOU KNOW YOU HAVE MASTERED THE MAIN TOPICS IN THIS CHAPTER IF YOU ARE ABLE TO. . .

- ∞ Introduce the concept of motivation and discuss the major theories proposed to explain motivated behavior.
- ∞ Discuss the specific motivation of hunger and examine the physiological and social components in addition to common eating disorders.
- ∞ Describe the three elements of emotion and present six theories on how emotions are processed.
- ∞ Explain what the positive psychology movement is.

RAPID REVIEW

Motivation is the process by which activities are started, directed, and continued so that physical or psychological needs or wants are met. When motivation comes from outside the self it is called **extrinsic motivation**, on the other hand, if a person does something because it is satisfying in some internal manner, the motivation is called **intrinsic motivation**. Several theories have been proposed to explain the process of motivation including the theories of instinct, drive-reduction, needs, arousal, incentive, humanistic, and self-determination. **Instinct approach** suggests that people are motivated by biologically determined internal forces. Unfortunately, instinct theory only describes behavior and is unable to explain why people did what they did. The **drive-reduction approach** proposes that a **need**, or requirement, produces a **drive** and that people act in order to reduce these drives. The drives can be **primary drives** such as hunger and thirst or **acquired (secondary) drives** such as the need for money. The rationale for drive-reduction includes the idea that the body has a tendency to try to maintain a steady state referred to as **homeostasis**. When the body is out of balance, a need develops and the tension provides the drive to reduce the need and return the body to a state of balance. Drive-reduction theory, however, cannot explain why people would increase their internal tension by doing things like parachuting out of an airplane. **Need theory** attempts to explain motivation by understanding three specific needs, the **need for achievement (nAch)**, **need for affiliation (nAff)**, and **need for power (nPow)**. **Arousal theory** suggests that people are motivated to maintain an optimal level of arousal or tension. The level of arousal is achieved by increasing or decreasing stimulation and is driven by a proposed **stimulus motive**. The **Yerkes-Dodson law** demonstrates that for an easy task, performance is best when arousal is a little higher than average, whereas for a difficult task, performance is best when arousal is a little below average. Individuals who consistently seek out high levels of arousal have been labeled as **sensation seekers**. According to **incentive approaches** of motivation, peoples actions are determined by the rewards or **incentives** for their behaviors. **Expectancy-value theories** are a subset of incentive theories that assume a person's expectancies, or beliefs about what will happen in the future, need to be taken into account in order to understand his or her motivation.

Abraham Maslow was a major proponent of the **humanistic approach** to motivation and proposed a **hierarchy of needs** that individuals must fulfill before they can reach the highest need of **self-actualization** where a person reaches his or her fullest potential. According to Maslow, basic needs such as hunger and thirst must be satisfied before the higher level needs can be achieved. Also, Maslow referred to the times in which self-actualization is attained as **peak experiences**. Another theory of motivation similar to Maslow's is the **self-determination theory** that proposes that there are three inborn and universal needs that humans work to satisfy. These needs are the need for autonomy, competence, and relatedness.

One specific area of motivation that has been studied extensively is the motivation to eat, also known as hunger. The hunger drive can be divided into physiological and social components. Physiologically, **insulin** and **glucagons** are hormones that regulate the level of glucose in the bloodstream. Insulin increases blood sugar levels which leads to feelings of hunger. Several areas in the **hypothalamus** also play an important role in regulating eating behavior, perhaps by influencing the specific weight that our bodies try to maintain, or our **weight set point**. Another factor that influences the weight set point is the

basal metabolic rate, which decreases as we age, causing a corresponding increase in the weight set point. The social factors that influence hunger include the times of day when a person typically eats, using food to reduce stress or provide comfort, and the appeal of a tempting dessert item. Some problems associated with eating behaviors are **obesity**, in which a person weighs 20 percent over his or her ideal weight; **anorexia nervosa**, in which a person weighs 15 percent less than his or her ideal weight; and **bulimia**, in which a person develops a cycle of overeating, followed by deliberate vomiting. A hormone called **leptin** may play a role in controlling how hungry an individual feels.

Emotions can be defined as the “feeling” aspect of consciousness, characterized by a certain physical arousal, a certain behavior, and an inner awareness of feelings. As can be seen in the definition, emotions can be divided into three components: physiology, behaviors, and subjective experience. Different emotions have been found to be associated with different physiological reactions. The **amygdala** has been found to play a role in the regulation of emotions in humans as well as other animals. The behaviors of emotions include facial expressions, body movements, and other actions. Research has supported the idea that at least seven basic facial expressions are recognized and mimicked in cultures around the world. However, the **display rules**, or exactly when, where, and how these emotions can be expressed, appears to differ across cultures. The subjective experience of emotions involves the cognitive process of assigning a label, such as happy, to your feelings. Several theories have been developed in an attempt to explain the process humans use to label our emotions. **Common sense theory** suggests that a stimulus causes a particular emotion to occur which then leads to the behavioral and physiological response. The **James-Lange theory** of emotion proposes that a stimulus leads to a particular physiological response which then leads to the subjective experience of an emotion. The **Cannon-Bard theory** suggests that the physical and subjective experience of emotions occur at the same time. A stimulus leads to activation of the thalamus which then simultaneously activates the sympathetic nervous system and higher cortical areas which interpret the signal as a particular emotion. **Schachter and Singer** proposed the **cognitive arousal theory** which proposes that after a stimulus occurs our body has a physical reaction and we make a cognitive appraisal of the situation. Based on feedback from both these sources, we then come up with a subjective label for the emotion we are experiencing. The **facial feedback hypothesis** assumes that facial expressions provide feedback to the brain regarding the emotion being expressed and can then intensify or even cause the emotion. Lazarus’s **cognitive-mediational theory** of emotion suggests that following a stimulus, we engage in a cognitive appraisal of the situation which then triggers a subjective experience of an emotion followed by a physiological response.

The **positive psychology movement** is a new perspective in psychology that recommends shifting the focus of psychology away from the negative and more towards the positive. In his book *The Pursuit of Happiness*, David G. Myers, a major proponent of positive psychology, suggests a number of ways to try to increase your emotional response of happiness. Some of the suggestions include acting happy, getting enough sleep, and exercising.