

Unit Eleven

Motivation, Emotion and Stress

Directions: As an introduction to the unit, this is a quote to give you the chance to think about the concepts we are about to discuss. Determine which letter from the choices above is the correct one and fits into the spaces below. When you are finished fill in the quote below.

A quote from Carl Jung:

T				N		T			G				O		K		O	
F	H	T	R	E	M	C	Y	O	N	T			A	T	I	E	N	
N	S	E	P	W	T	H	N	G	U	T	H	E	N	A	O	V	N	E
S	S	F	I	A	I	O	H	L	I	O	F	T	M	M	N	D	R	M
E	N	A	O	R	T	I	A	N	I	B	E	O	D	O	R	T	O	A

DISCOVERING PSYCHOLOGY

MOTIVATION AND EMOTION

Directions: This will be due at the end of this film. You are to answer the following questions. The concepts are presented chronologically during the film.

1. What psychological concept is based on the Latin term "molera"?
2. What does motivation describe in humans?
3. What are some examples of external motivators?
4. What are some examples of internal motivators?
5. What is an addiction?
6. What is a phobia?
7. In terms of motivation, what is the obvious relationship between pleasure and pain?
8. How does society affect the obvious relationship between pain and pleasure?
9. What two things did Freud suggest all humans are born with?
10. What two humanist are described as having a more positive outlook n motivation?
11. Fill in the missing levels on the hierarchy of needs.

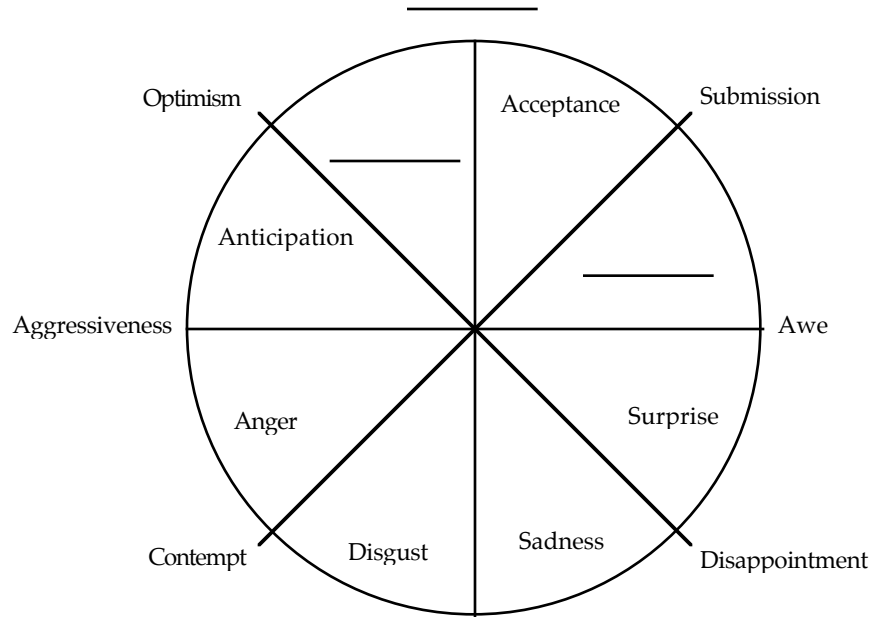
Transcendence

Self Esteem

Safety

12. How would a changing environment and two genetic parents be a strong asset to the perpetuation of a species?

13. Why would such a situation require at least one of the species parents to show off for the other potential parent?
14. Charles Darwin suggested that emotion is _____.
15. Fill in the missing elements.



16. What does explanatory style mean?
17. What are the meanings of the six characteristics of optimism and pessimism?

		Optimistic	Pessimistic
Locus of Control	Internal	_____	
	External	_____	
Lasting Effect	Stable	_____	
	Global	_____	
Event	Stable	_____	
	Global	_____	

18. How does pessimism affect health in middle age?

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Directions: match each concept to the appropriate statement, and write the corresponding letter in the space provided. Be ready to justify your answers.

1. _____ Evaluating the personal meaning of an emotional situation
2. _____ The value a goal holds for a person or animal above and beyond the goal's ability to fill a need
3. _____ A need for success or the attainment of excellence
4. _____ Active self-starvation or a sustained loss of appetite that has psychological origins
5. _____ A theory of motivation that assumes people prefer to maintain "ideal," or comfortable, levels of arousal
6. _____ The first four levels of needs in Maslow's hierarchy; lower needs tend to be more potent than higher needs
7. _____ Excessive eating (gorging) usually followed by self-induced vomiting and/or taking laxatives
8. _____ According to this theory, emotional feelings and bodily arousal occur simultaneously and both begin with activity in the thalamus
9. _____ The psychological expression of a motive; for example, hunger, thirst, or a drive for success
10. _____ A state characterized by physiological arousal, subjective feelings, changes in facial expression, and adaptive behaviors
11. _____ The target or objective of a motivated and directed chain of behaviors
12. _____ A steady state of bodily equilibrium normally maintained automatically by various physiological mechanisms
13. _____ According to this theory, emotional feelings follow bodily arousal and come from awareness of such arousal
14. _____ According to Plutchik, the most basic emotions are fear, surprise, sadness, disgust, anger, anticipation, joy, and acceptance
15. _____ Innate motives based on biological needs
16. _____ Attention, recognition, esteem, etc.
17. _____ Any muscular action, glandular activity, or other identifiable behavior
18. _____ Motives based on learned psychological needs
19. _____ A theoretical proportion of body fat that tends to be maintained by changes in hunger and eating
20. _____ Conducted the contact comfort studies

Concepts

- | | | | |
|----------------------|---------------------------|-----------------|------------------------|
| A. SET POINT | B. COGNITIVE THEORY | C. HOMEOSTASIS | D. PRIMARY EMOTIONS |
| E. BULIMIA NERVOSA | F. DRIVE REDUCTION THEORY | G. HARRY HARLOW | H. AROUSAL THEORY |
| I. CONTACT COMFORT | J. CANNON-BARD THEORY | K. RESPONSE | L. INCENTIVE VALUE |
| M. ANOREXIA NERVOSA | N. EMOTIONAL APPRAISAL | O. GOAL | P. PRIMARY MOTIVES |
| Q. FUNDAMENTAL NEEDS | R. JAMES-LANGE THEORY | S. DRIVE | T. PSYCHOLOGICAL NEEDS |
| U. BASIC NEEDS | V. ACHIEVEMENT MOTIVATION | W. EMOTION | X. SECONDARY MOTIVES |

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DIRECTIONS: Define or explain the significance of each of the following concepts. These concepts are directly taken from the Chapter Test.

AFFECT

ATKINSON, J.W.

CANNON-BARD THEORY

DRIVE

DRIVE REDUCTION THEORY

EKMAN, PAUL

EMOTION

EXPECTANCY VALUE THEORY

EXTRENSIC

FACIAL FEEDBACK

FUNDAMENTAL NEEDS

GLUCAGON

GLUCOSTATIC THEORY

HARLOW, HARRY

HOMEOSTASIS

HORNER, MATINA

HULL, CLARK

HUNGER DRIVE

IMBALANCE

INCENTIVE

INSTINCT

INSULIN

INTRINSIC (INTERNAL)

JAMES, WILLIAM

JAMES, WILLIAM

JAMES-LANGE THEORY

LATERAL HYPOTHALAMUS

LEARNING GOALS OR INTRINSIC REWARDS

MASLOW, ABRAHAM

MCCLELLAND, DAVID

MOTIVATION

MOTIVE TO AVOID SUCCESS

NEED

OBESE

OPPONENT-PROCESS THEORY

PERFORMANCE

PERFORMANCE GOAL

POLYGRAPHS (LIE DETECTORS)

PSYCHOLOGICAL HUNGER FACTORS

PSYCHOLOGICAL NEEDS

SCHACHTER, STANLEY

SCHACHTER-SINGER THEORY

SELF-ACTUALIZATION

SET POINT

STATISTICS ON OBESITY

STIMULUS MOTIVE

TAT

THREATENING ELEMENTS

VENTROMEDICAL HYPOTHALAMUS

YERKES-DODSON LAW

Unit Eleven

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A crossword puzzle grid with 38 numbered starting points for words. The grid consists of white squares for letters and empty spaces for gaps. The numbers are as follows:

- 1: Down, 1st column, 1st row
- 2: Down, 2nd column, 1st row
- 3: Across, 5th column, 1st row
- 4: Down, 8th column, 1st row
- 5: Across, 2nd column, 2nd row
- 6: Down, 7th column, 3rd row
- 7: Across, 3rd column, 4th row
- 8: Down, 4th column, 4th row
- 9: Across, 6th column, 4th row
- 10: Across, 1st column, 5th row
- 11: Across, 3rd column, 5th row
- 12: Down, 3rd column, 5th row
- 13: Across, 5th column, 6th row
- 14: Down, 4th column, 6th row
- 15: Across, 7th column, 6th row
- 16: Across, 3rd column, 7th row
- 17: Down, 2nd column, 7th row
- 18: Across, 2nd column, 8th row
- 19: Across, 5th column, 8th row
- 20: Down, 9th column, 8th row
- 21: Across, 4th column, 9th row
- 22: Across, 3rd column, 10th row
- 23: Across, 7th column, 10th row
- 24: Across, 8th column, 10th row
- 25: Across, 1st column, 11th row
- 26: Across, 3rd column, 11th row
- 27: Across, 5th column, 11th row
- 28: Down, 2nd column, 12th row
- 29: Across, 6th column, 12th row
- 30: Down, 7th column, 12th row
- 31: Across, 2nd column, 13th row
- 32: Across, 8th column, 13th row
- 33: Across, 2nd column, 14th row
- 34: Down, 4th column, 14th row
- 35: Across, 5th column, 15th row
- 36: Across, 3rd column, 16th row
- 37: Across, 2nd column, 17th row
- 38: Across, 2nd column, 18th row

Across

3. Maslow suggested the people must satisfy _____ need to live.
5. Emotions are states of _____.
7. Harry _____ did drive reduction research involving monkeys.
9. The _____ process theory suggests that with every emotion there is another of the opposite.
10. If the _____ hypothalamus is stimulated, an animal will eat until it dies.
13. According to Clark _____, when an organism is deprived of something that it wants, the organism becomes tense.
15. The Cannon _____ theory suggests that emotions accompany the bodily responses that are aroused by an external stimulus.
16. If the _____ hypothalamus is stimulated, an animal will starve itself to death.
18. Performance goals are satisfied with _____ rewards.
19. A _____ is a stimulus that moves a person to behave in ways designed to accomplish a specific goal.
21. Fixed-action patterns are sometimes called _____.
22. Learning goals are satisfied with _____ rewards.
23. According to behaviorist, there is no such thing as _____.
25. D.W.'s body craved _____.
26. A person's _____ point is the normal weight around which the person functions.
27. Innate or natural tendencies of an organism to make specific responses to specific stimuli are called _____.
29. J.W. Atkinson developed the expectancy _____ theory
31. An _____ person is twenty percent over his or her ideal body weight.
32. Darwin suggested that humans all express emotion in the same basic way.
33. According to Schachter, overweight people respond to external factors and normal weight people respond to internal factors.
35. The ability to perceive, imagine, and understand emotions and to use that information in making decisions is called Emotional _____.
36. The drive for people to tackle challenging situations and to meet high personal standards of success have a high _____ motivation.
37. TAT stands for Thematic _____ Test.
38. Maslow organized human needs into a _____ .

Down

1. Self _____ refers to the need to become what one believes he or she is capable of being.
2. A word that is often used synonymously with emotion is _____.
4. Cognitive theorists believe that bodily changes and thinking work together to produce emotions.
6. We often eat to be _____.
8. An incentive is the _____ or thing that we seek to gain.
11. Drive _____ theory is based on learning as well as motivation
12. Forces that motivate an organism to take action is called _____.
13. The tendency to maintain the state of equilibrium in the body is called _____.
14. The psychological and physiological factors that cause or influence behavior is called _____.
17. A need results from a lack of something that is _____ or useful.
20. The only theory of emotion that has both a physiological arousal and an external stimulus is the _____ Appraisal.
22. The pancreas releases _____ to convert calories into energy.
24. According to drive reduction theory, children become attached to their _____ because mothers give them food.
28. There is growing evidence that there is a _____ component to obesity.
30. According to _____, one's emotions follow their behavioral reactions to their situations.
34. Heredity may contribute to _____.