

Unit 12: 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 François de La Rochefoucauld:

		E		W	N	Y			L	O	O	T		
S	H	Y		I	H	T	S	L	E	A	R	L		I
T	B	A	L	T	A	E	E	H	F	E	C	T	E	D

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Experience alone does not create knowledge.

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?

Motivation, Emotion and Stress  
An Overview Of The Theories Of Why We Do What We Do

What are the explanations and theories of emotion and motivation?

You should be able to define the basic vocabulary related to the subject of motivation and emotion.

*Essential Details*

Motivation is defined as the physiological and psychological factors that cause us to act as we do.

Instincts are natural tendencies of an organism to make a specific response or reaction to a stimuli.

A need is physical or psychological requirement and a drive is a tension produced by the need.

Homeostasis is the tendency for the body to return to or maintain a state of balance.

Harry Harlow's studies with monkeys demonstrated that the need for contact comfort is very powerful.

Incentives are external stimuli, rewards, or approvals that motivate human behavior.

Intrinsic rewards are personally rewarding while extrinsic rewards are more related to incentives.

Self actualization is the state of need fulfillment where the individual reaches their potential.

You should be able to explain the basic theories of emotions.

*Essential Details*

Instinct Theory suggests that we are motivated by innate reflexive responses to environmental stimuli.

Drive Reduction Theory suggests that we are motivated by the drive to fulfill our human needs.

Arousal Theory suggests that we are driven to maintain a maximum level of intensity or arousal.

Incentive Theory stresses the role of the environment in motivating human behavior.

Cognitive Theory suggests that we are energized to act by both internal and external factors.

The Humanistic Theory of Motivation suggests that we act in ways that help us reach our true potentials.

Maslow's Hierarchy of Human Needs shows this idea, and looks like this:  
Transcendence  
Self Actualization  
Esteem Needs  
Belongingness / love Needs  
Safety Needs  
Physiological Needs

you should be able to explain the basic theories of motivation.

*Essential Details*

Facial Feedback Theory is a functionalist theory which suggests that we inherited our emotional expressions. In other words, when you smile, your brain interprets the smile and produces neurotransmitters that make you happy.

The James Lange Theory suggests that we sense physiological changes and call them emotions. In other words, you sense an environmental cue that causes a brain change which in turn causes a behavior that we call emotion.

The Cannon Bard Theory says experience influences the brain which triggers both emotion and behavior. In other words, experience influences the hypothalamus which sends messages to the cortex and the organs which we sense as emotions.

The Schacter Singer Theory is a cognitive theory that says that we interpret environmental cues. In other words we experience physical arousal. we interpret environmental cues which we explain as emotion and then behave.

The debate is still raging about why we do what we do and why we have emotions.

Unit 12: Motivation, Emotion and Stress

Directions: Each week in Advanced Placement Psychology, there will be three quizzes. Each quiz is worth 10 test points. This sheet will be turned in at the end of the week.

Quiz 01 (02 Points Each)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Total Points \_\_\_\_\_

Quiz 02 (02 Points Each)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Total Points \_\_\_\_\_

Quiz 03 (02 Points Each)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Total Points \_\_\_\_\_

Grand Total \_\_\_\_\_

Motivation, Emotion and Stress

Directions: Answer each of the following questions. Explain the significance of each answer.

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Who was Abraham Maslow and what did he say about motivation?  
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What is achievement motivation?  
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What is the concept of activation?  
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What does affect mean?  
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What is androgen?  
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What is anorexia nervosa?  
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What does arousal mean?  
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What is arousal theory?  
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What is attribution?  
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What are basic needs?  
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What is bulimia nervosa?  
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What is the cannon-bard theory?  
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What is cognitive theory?  
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What is contact comfort?  
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What is a drive?  
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What is drive reduction theory?  
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What is emotion?  
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What is emotional appraisal?  
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What are emotional feelings?  
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What is excitement?  
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What is an exploration drive?  
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What are external eating cues?  
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What is extrinsic motivation?  
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What is the facial action coding system?  
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What is facial blend?  
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What is the facial feedback hypothesis?  
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What is a feeding system?

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What are fundamental needs?

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What is galvanic skin response (GSR)?

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What is a goal?

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What are growth needs?

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Who was Harry Harlow and what did his research show about needs?

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What is the hierarchy of needs?

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What is homeostasis?

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What is incentive theory?

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What is incentive value?

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What is instinct theory?

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What is intracellular thirst?

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What is intrinsic motivation?

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What are irrelevant questions?

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What is the James-Lange theory?

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What does the word justification mean in the context of motivation theory?

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What is kinesics?

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What is the significance of the lateral hypothalamus?

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What is a manipulation drive?

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What are meta-needs?

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What is a mood?

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What is a good definition for the word motivation?

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What is a need?

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What is the need for achievement?

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What is the need for power?

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What is the significance of neuropeptide Y?

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What is a non-homeostatic drive?

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What is noradrenaline?

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What is the opponent process theory?

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What does overeating mean?

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What is parasympathetic rebound?

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What is the parasympathetic system?

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What does passion mean?

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Who is Paul Ekman and what is his theory?

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What is personal frustration?

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What are some physiological changes in emotion?

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What are some primary emotions?

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What are primary motives?

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What are psychological needs?

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What are relevant questions?

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What is a response?

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What is the satiety system?

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What is the Schacter - Singer Theory?

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What are secondary motives?

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What are self actualization needs?

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What is set point?

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What are sex drives?

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What are social motives?

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What are stimulus motives?

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What does subjective discomfort mean?

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What is the sympathetic system?

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What is taste aversion?

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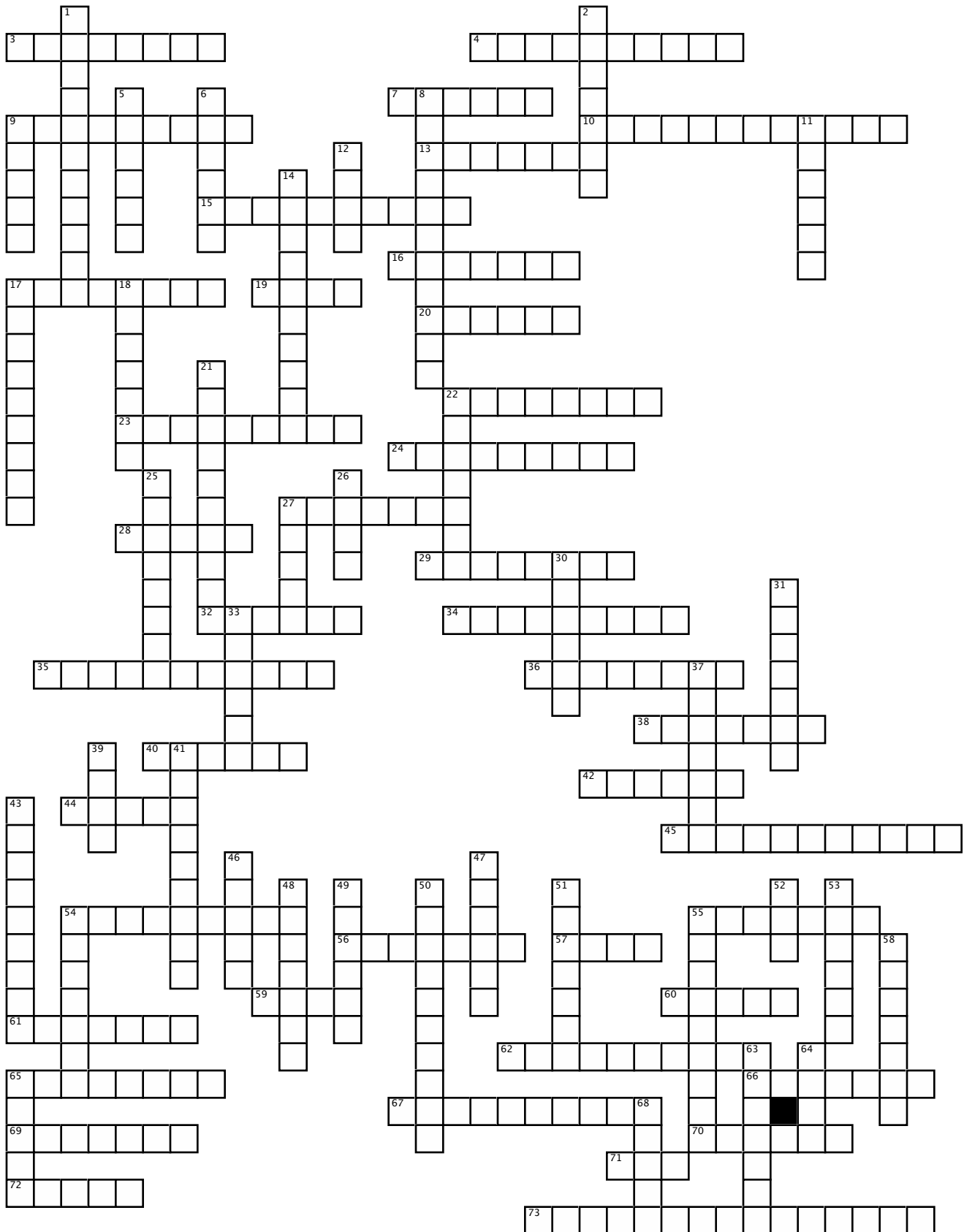
What is the significance of the ventromedial hypothalamus?

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What is the Yerkes-Dodson law?

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Unit Review Number 12  
Motivation, Emotion and Stress



## Across

3. Sex drive is the \_\_\_\_\_ of one's motivation to engage in sexual behavior.
4. Subjective \_\_\_\_\_ is the personal, private feelings of discomfort or unhappiness.
7. Neuropeptide Y is a substance in the brain that initiates \_\_\_\_\_.
9. Self actualization needs are needs to reach our human \_\_\_\_\_.
10. The \_\_\_\_\_ hypothalamus is the hunger "turn off" switch in the brain.
13. Noradrenaline is a \_\_\_\_\_ produced by the adrenal glands that tends to arouse the body; noradrenaline is associated with anger.
15. Motivation is the mechanisms within an organism that initiate, sustain, and direct \_\_\_\_\_.
16. Parasympathetic \_\_\_\_\_ is the excess activity in the parasympathetic nervous system following a period of intense emotion.
17. The manipulation drive is the drive to investigate objects by touching and \_\_\_\_\_ them.
19. A \_\_\_\_\_ is a low-intensity, long-lasting emotional state.
20. Overeating is defined as eating in \_\_\_\_\_ of one's daily caloric needs.
22. Taste \_\_\_\_\_ is the active dislike for a particular food; frequently created when the food is associated with illness or discomfort.
23. The James-Lange theory suggests that emotional feelings follow bodily arousal and come from \_\_\_\_\_ of such arousal.
24. Physiological changes are those bodily activities that accompany \_\_\_\_\_ states.
27. The opponent \_\_\_\_\_ theory asserts that emotions are paired, and that when one emotion in a pair is experienced, the other is suppressed.
28. A non-homeostatic \_\_\_\_\_ is one that is relatively independent of physical deprivation cycles or bodily need states.
29. According to \_\_\_\_\_, the most basic emotions are fear, surprise, sadness, disgust, anger, anticipation, joy, and acceptance.
32. Intracellular \_\_\_\_\_ is that which is triggered when fluid is drawn out of cells due to an increased concentration of salts and minerals outside the cell.
34. In a \_\_\_\_\_ exam, questions to which only a guilty person should react are called relevant questions.
35. Homeostasis is the steady state of bodily \_\_\_\_\_ normally maintained automatically by various physiological mechanisms.
36. A \_\_\_\_\_ is any muscular action, glandular activity, or other identifiable behavior.
38. Secondary \_\_\_\_\_ are those based on learned psychological needs.
40. In Maslow's hierarchy, the higher-level needs associated with self-actualization are often called \_\_\_\_\_ needs.

## Down

1. Personal \_\_\_\_\_ is the negative emotional state caused by personal characteristics that hinder satisfaction of a motive or that block progress toward a goal.
2. Primary \_\_\_\_\_ are innate motives based on biological needs.
5. Stimulus motives are \_\_\_\_\_ needs for stimulation and information.
6. Paul Ekman is a psychologist who has been a pioneer in the study of emotions and their relation to \_\_\_\_\_ expressions.
8. The need for \_\_\_\_\_ is the desire to excel or meet some internalized standard of excellence.
9. Set \_\_\_\_\_ is the theoretical proportion of body fat that tends to be maintained by changes in hunger and eating.
11. The Yerkes \_\_\_\_\_ law is shown with the inverted U function and states the relationships among arousal, task complexity, and performance.
12. Galvanic \_\_\_\_\_ response is the change in the electrical resistance (or inversely, the conductance) of the skin due to activity in the sweat glands.
14. In cognitive \_\_\_\_\_ theory, the degree to which one's actions are justified by rewards or other circumstances is called justification.
17. In Maslow's \_\_\_\_\_, those needs above and beyond the ordinary; needs associated with impulses for self-actualization are called meta needs.
18. The \_\_\_\_\_ hypothalamus is the hunger starting area of the brain.
21. In a polygraph exam, neutral, non-threatening, or non-emotional questions are called \_\_\_\_\_ questions.
22. Passion is the presence of heightened \_\_\_\_\_ in one's emotional response to another person.
25. Intrinsic motivation comes from \_\_\_\_\_ enjoyment of an activity rather than from external rewards.
26. Fundamental needs are the most essential human needs, like water and \_\_\_\_\_.
27. The need for \_\_\_\_\_ is the desire to have social impact and control over others.
30. Psychological needs are \_\_\_\_\_ on the hierarchy. They include things like understanding, compassion, attention, strength, trust, self-esteem, and companionship.
31. Social motives are \_\_\_\_\_ motives acquired as part of growing up in a particular society or culture.
33. Harry \_\_\_\_\_ is credited with developing the idea of contact comfort through his experiments with rhesus monkeys.
37. The \_\_\_\_\_ system is the area in the bottom middle of the hypothalamus that terminate eating.
39. Incentive theory suggests that external stimuli \_\_\_\_\_ us in certain directions.

## Across

42. According to the Schachter \_\_\_\_\_ theory, an event causes physiological arousal. Then we identify a reason for this arousal and are able to experience and label the emotion.
44. Facial \_\_\_\_\_ are the mixing of facial gesture and expressions.
45. The \_\_\_\_\_ system is the branch of the autonomic system responsible for arousing and activating the body at times of stress.
54. The basic \_\_\_\_\_ theory of emotion and motivation suggests that we label our emotions by considering situational cues.
55. Excitement is the general emotional \_\_\_\_\_ associated with activation of the autonomic nervous system.
56. Affect is that which pertains to \_\_\_\_\_ or feelings.
57. A \_\_\_\_\_ is an internal deficiency that may energize behavior.
59. Basic needs are the first \_\_\_\_\_ levels of needs in Maslow's hierarchy; lower needs tend to be more potent than higher needs.
60. The exploration \_\_\_\_\_ leads us to investigate unfamiliar areas of the environment.
61. The facial feedback hypothesis suggeststst that facial expressions generate feelings that help define what \_\_\_\_\_ a person is feeling.
62. Arousal is the overall level of \_\_\_\_\_ or activation in a person or animal.
65. Extrinsic motivation involves obvious \_\_\_\_\_ rewards, obligations, or similar factors.
66. An \_\_\_\_\_ is a state characterized by physiological arousal, subjective feelings, changes in facial expression, and adaptive behaviors.
67. Achievement \_\_\_\_\_ is defined as a need for success or the attainment of excellence.
69. Kinesics is the study of the \_\_\_\_\_ of body movements, posture, hand gestures, and facial expressions, commonly called body language.
70. Arousal theory suggests that people prefer to maintain ideal, or comfortable, \_\_\_\_\_ of arousal.
71. Androgen is any of a number of male \_\_\_\_\_ hormones, especially testosterone.
72. The hierarchy of \_\_\_\_\_ is a rank ordering of needs based on their presumed strength or potency.
73. The \_\_\_\_\_ system is the branch of the autonomic system responsible for quieting the body and conserving energy.

## Down

41. Drive \_\_\_\_\_ Theory suggests that when we experience a drive, we are motivated to reduce this state of tension and pursue actions that will lead to a drive reduction.
43. An \_\_\_\_\_ value is the value a goal holds for a person or animal above and beyond the goal's ability to fill a need.
46. A \_\_\_\_\_ is a psychological expression of a motive; for example, hunger, thirst, or a drive for success.
47. The Cannon-Bard \_\_\_\_\_ suggeststst that emotional feelings and bodily arousal occur simultaneously and both begin with activity in the thalamus.
48. Bulimia \_\_\_\_\_ is excessive eating (gorging) usually followed by self-induced vomiting and/or taking laxatives.
49. Attribution \_\_\_\_\_ is the process of making inferences about the causes of one's own behavior and that of others.
50. The level of \_\_\_\_\_, as reflected in facial expressions, is the degree of arousal experienced by the person making the expression.
51. Instinct theory states that motivation is the result of biological, \_\_\_\_\_ programming. Thus, all beings within a species are programmed for the same motivations.
52. An external eating \_\_\_\_\_ is any external stimulus that tends to encourage hunger or to elicit eating.
53. The feeding system is the areas on each side of the hypothalamus that initiate \_\_\_\_\_ when stimulated.
54. Contact \_\_\_\_\_ refers to the feeling of safety, security, warmth, softness and physical pleasure.
55. Emotional \_\_\_\_\_ is the establishing of personal meaning to a situation. Specific emotions are assumed to result from various appraisals.
58. Emotional feelings are the private, subjective experience of having an \_\_\_\_\_.
63. Anorexia \_\_\_\_\_ is active self-starvation or a sustained loss of appetite that has psychological origins.
64. A \_\_\_\_\_ is a target or objective of a motivated and directed chain of behaviors.
65. The Facial Action Coding System was developed by Paul \_\_\_\_\_. It taxonomizes all facial emotions.
68. Abraham Maslow is credited with developing the hierarchy of human \_\_\_\_\_.