

PSYCHOLOGY **UNIT 7** **2003-2004**

MOTIVATION & EMOTION

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WHY: Psychology is different than chemistry because unlike two chemicals, people can choose how they will act and react with each other. Motivations and emotions are intricately guided by physical processes. Even so, human needs, desires, and feelings can become quite complex because we are guided by symbols and rituals.

Outcomes: Students will

- A. comprehend the definitions of motivation and emotion
- B. comprehend the drive theory of motivation
- C. comprehend how symbolism is tied in with basic drives
- D. describe the types of physical and psychological motivation
- E. acquire knowledge of theories of how emotions occur and how they affect behavior
- F. perform experiments to demonstrate these principles

Resources

- A. text, chapter 5, p. 122-157

Outline

- I. Introduction to Motivation and Emotion
- II. Motivation
 - A. Physical Factors
 - B. Motivational Forces
 - 1. drives & homeostasis
 - 2. Biological/Survival needs
 - a) Hunger
 - b) Thirst
 - c) Sex
 - 3. Psychological/Nonsurvival needs
 - a) curiosity
 - b) manipulation
 - c) intrinsic v. extrinsic
 - d) stimulation
 - e) affiliation
 - f) social approval
 - g) achievement
 - C. Maslow's Hierarchy of Needs
 - 1. Physiological
 - 2. Safety
 - 3. Belonging
 - 4. Self-esteem
 - 5. Self-actualization

III. Emotion

- A. facial expressions
- B. Opponent-process theory
- C. Cognition & emotion
- D. Emotional intelligence
- E. Theories of Emotion
 - 1. James-Lange
 - 2. Cannon-Bard
 - 3. Schachter's Cognitive Theory

Vocabulary

motivation	homeostasis	need for affiliation
emotion	blood sugar level	need for approval
hypothalamus	glucose	need for achievement
amygdala	set point	opponent-process theory
reticular formation	curiosity motive	cognition
pituitary gland	manipulation motive	emotional intelligence
adrenal glands	intrinsic motivation	Harry Harlow
gonads	extrinsic motivation	Abraham Maslow
testes	contact comfort	psychological needs
ovaries	hierarchy of needs	James-Lange theory
androgens	physiological needs	Cannon-Bard theory
testosterone	safety needs	cognitive theory
estrogen	belongingness needs	Stanley Schachter
drives	self esteem needs	
goal	self actualization needs	