

CHAPTER 10: MOTIVATION AND EMOTION

Chapter Learning Objectives

- 10.1: Describe evolutionary, drive reduction, and optimum arousal theories of motivation.
- 10.2: Explain the physiological basis of hunger and the nature of eating behavior.
- 10.3: Characterize approaches to motivation in everyday life.
- 10.4: Summarize views of emotion.
- 10.5: Discuss the role of emotions in physical and psychological health and wellness.

Chapter Overview

Racing Toward Calamity

- During the COVID-19 pandemic healthcare professionals willingly exposed themselves to the danger of the virus, and of some people who associated these workers with the virus. They knowingly risked their own lives.
- Why do some people move toward danger to help others? This is a question of motivation and emotion.

I. Theories of Motivation

- *Motivation* is the force that moves people to behave, think, and feel the way they do.

A. The Evolutionary Approach

1. An *instinct* is an innate, biological pattern of behavior that is believed to be universal throughout a species. Usually a *sign stimulus* in the environment sets the instinct into motion.
2. Instincts may explain a great deal of nonhuman animal behavior. Instincts may also explain infant reflexes such as sucking on an object that is placed in the mouth.
3. According to evolutionary psychologists, the human motivation for sex, aggression, achievement, and many other behaviors comes from our evolutionary past. However, other theories of motivation are needed to explain the complexity of these human behaviors.

B. Drive Reduction Theory

1. A *drive* is state of tension that occurs because of some physiological need.
2. A *need* is some deprivation that energizes the drive to eliminate or reduce the deprivation.
3. Generally, psychologists think of needs as underlying our drives. Need refers to a physiological state, while drive refers to a psychological one.
4. *Drive reduction theory* explains that when a drive becomes stronger, we are motivated to reduce it. The goal behind drive reduction is *homeostasis*, which is the body's tendency to maintain equilibrium, or balance.
5. Drive reduction theory does not give a complete framework for motivation because people often actually behave in ways that increase rather than reduce a drive.

C. Optimum Arousal Theory

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