

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

Motivation And Emotion Psychology Study Guide

Mary Trahan, Peter O. Gray



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version of Don and Sandra Hockenbury's acclaimed text *Psychology* Second Edition warmly invites students to explore the science that speaks most directly to their everyday lives. Using a narrative rich with engaging anecdotes and real life stories often drawn from the authors' own lives and experiences, *Discovering Psychology* helps to clarify abstract concepts and psychological principles. With its smart pedagogy, attractive design, and state-of-the-classroom media and supplements package, there is no text better equipped for introducing students to the science that speaks most directly to their everyday lives.

Understanding Motivation and Emotion Johnmarshall Reeve, 2018-01-18 The past ten years have seen an explosion of useful research surrounding human motivation and emotion. New insights allow researchers to answer the perennial questions including: What do people want and why do they want what they want? By delving into the roots of motivation, the emotional processes at work, and the impacts on learning, performance, and well-being, this book provides a toolbox of practical interventions and approaches for use in a wide variety of settings. In the midst of the field's golden age, there has never been a better time to merge new understanding and practical application to improve people's lives. Useful in schools, the workplace, clinical settings, health care, sports, industry, business, and even interpersonal relationships, these concepts are profoundly powerful. Incorporated into the state-of-the-art intervention programs detailed here, they can enhance people's motivation, emotion, and outlook while answering the core questions of any human interaction.

Study Guide for Nairn's Psychology: the Adaptive Mind Janet Proctor, James S. Nairne, 2003 The new edition of the Study Guide includes the following for each chapter of the text: learning goals, mastering the vocabulary, fill-in-the-blanks, test items, mastering the concepts, test items, questions that are cross-referenced with PsychNOW 1.5 and PsykTrek, and a multiple-choice evaluating your progress for every main heading in the chapter. It will also contain short essay, matching, and two sets of multiple-choice pre-tests questions. All the test item answers will contain main text page references as well as rejoinders. Also included is an update of the language development guide with the phonetic pronunciation of appropriate glossary words.

Study Guide for Use with Psychology Susan Martin Burns, 2004

Focus on Psychology: A Guide to Mastering Peter Gray's Psychology Mary Trahan, Peter O. Gray, 2006-09 The comprehensive study guide helps drive home concepts through active participatory learning. The study guide is designed to be used in tandem with the reading of each textbook chapter, and its contents are linked to *Psychology* Fifth Edition's marginal Focus Questions. Each chapter consists of a concise overview of the corresponding textbook chapter, a comprehensive series of questions that follows the flow of the text section by section, and two self-tests consisting of multiple-choice and essay questions with answers. With this guide, students will deepen their learning following an approach to study that is thorough and thoughtful.

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