What Is Motivation?

- **Motivation:**
- The aspects of motivation are
  a) 
  b) 
  c) 
- **Instincts:**

Theories of Motivation

- Biological theories of motivation:
Theories of Motivation

- A drive:
- The drive-reduction theory:

Drive reduction signals…

Theories of Motivation

- Optimum-level theory:
Theories of Motivation

- Cognitive theories of motivation:
- According to cognitive-consistency theories:

Theories of Motivation

- Cognitive dissonance:

Theories of Motivation

- Incentive theories see motivated behavior:
- According to Maslow’s theory:
The existence of multiple motives often results in conflicts.
The most common conflicts are:

- approach-approach,
- avoidance-avoidance,
- approach-avoidance,
- and multiple approach-avoidance.

Specific Motives

- Although sex is classified as a biological motive, it is different from other biological motives in important ways.
  - Pheromones:
Specific Motives

- Masters and Johnson outlined the stages of sexual arousal: excitement, plateau, orgasm, and resolution.
- They also pioneered the development of techniques to treat sexual dysfunctions.

Specific Motives

- The Thematic Apperception Test (TAT) has been used to measure levels of achievement motivation.

The Thematic Apperception Test
The What and the Why of Emotion

- Emotion:

The Why and the What of Emotion

Charles Darwin suggested that emotional expressions have a biological basis.

The Physiological Components of Emotion

- The James-Lange theory states that
- In the James-Lange theory, the sequence of events in emotional responding is:
  - 
  - 
  - 
The Physiological Components of Emotion

- The commonsense view of emotions states the sequence of events in emotional responding as:
  - 
  - 
  - 

The Physiological Components of Emotion

- The Cannon-Bard theory:

- Establishing the physiological specificity…
- Research suggests that there are several differences among emotions.
The Physiological Components of Emotion

- One consistent finding is that anger tends to be associated with

\[ \text{Graph showing heart rate and finger temperature changes for different emotions.} \]

The Physiological Components of Emotion

- We can observe physiological patterns in certain emotions such as embarrassment, which can lead to blushing.

The Physiological Components of Emotion

- The limbic system is probably the most important in a discussion of emotion.
- Joseph LeDoux has found that the amygdala reacts instantly to sensory inputs and can trigger…
The Physiological Components of Emotion

- The entire brain plays a role in emotion.
- The right hemisphere appears to be specialized for…
- The left hemisphere is more active during…

The Physiological Components of Emotion

- Alexithymia:

The Physiological Components of Emotion

- The polygraph is an electronic device (often called a lie detector) that…
The Expressive Components of Emotions

- There is strong evidence for universal recognition of at least six basic emotions:

The Expressive Components of Emotions

- The facial feedback hypothesis
- Display rules

The Expressive Components of Emotions

- Smiling:
The Expressive Components of Emotions

- A real smile of enjoyment, the Duchenne smile, involves:

The Expressive Components of Emotions

- Nonverbal communication:

- There are four major categories of body language: emblems, illustrators, regulators, and adaptors.

- Emblems:
- Illustrators:
- Regulators:
- Adaptors:
The Expressive Components of Emotions

- Paralanguage:

The Expressive Components of Emotions

- Gender Differences in emotions:

The Cognitive Components of Emotion

- Cultures and languages differ in the number of terms they use to describe emotion.
The Cognitive Components of Emotion

- Schachter and Singer proposed a theory that described emotion as beginning with:

The Cognitive Components of Emotion

- Appraisal theories of emotion propose that how we make judgments about events leads to emotional reactions.
- Cultural values can influence people’s emotions.

The Cognitive Components of Emotion

- A key cognitive ability is evaluating one’s behavior in relation to standards.
- This ability is the basis of the self-conscious emotions such as shame, guilt, and pride.
The Cognitive Components of Emotion

- The term emotional intelligence describes four qualities:
  a)
  b)
  c)
  d)