

Motivation & Emotion

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- Note: Main reference and resource of this topic is taken from Ciccarelli, S. 2011. Psychology. 1st edition. Pearson.



Motivation

- Motivation - the process by which activities are started, directed, and continued so that physical or psychological needs or wants are met.
- Intrinsic motivation – type of motivation based on internal factors such as organismic needs (autonomy, competence & relatedness) as well as curiosity, challenge and effort.
- Extrinsic motivation - type of motivation in which a person performs an action because it leads to an outcome that is separate from or external to the person.

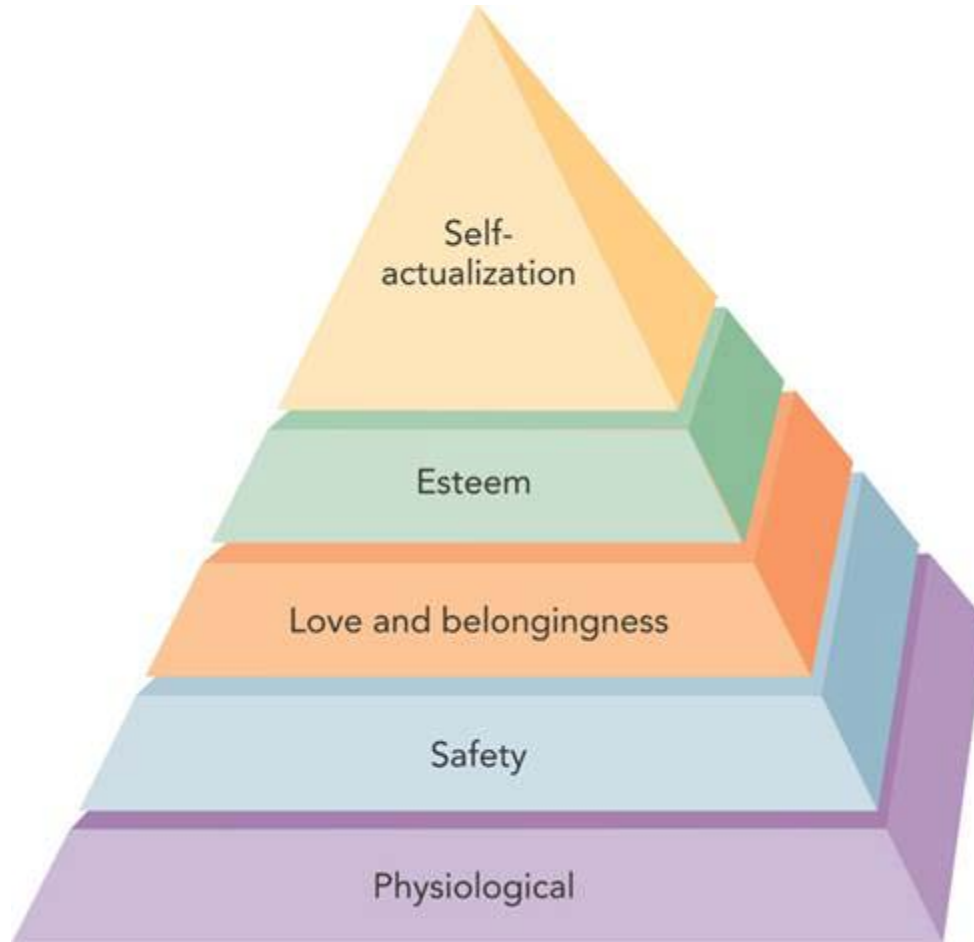


Drive Reduction Theory of Motivation

- Primary drives - those drives that involve needs of the body such as hunger and thirst.
- Secondary drives - those drives that are learned through experience or conditioning, such as the need for money or social approval.
- Homeostasis - the tendency of the body to maintain a steady state.



Maslow's Hierarchy of Needs



Source: Cicarelli, S. 2011. Psychology.
1st edition. Pearson.



Self-Determination Theory

- Competence- a need that involves a strong desire to succeed in attaining goals, not only realistic ones but also challenging ones.
- Relatedness- the need for friendly social interactions and relationships with others.
- Autonomy- the need to have control or influence over others.



Hunger: Bodily Causes

- Insulin - a hormone secreted by the pancreas to control the levels of fats, proteins, and carbohydrates in the body by reducing the level of glucose in the bloodstream.
- Glucagons- hormones that are secreted by the pancreas to control the levels of fats, proteins, and carbohydrates in the body by increasing the level of glucose in the bloodstream.



Motives that Originate in Physiological Needs

Homeostasis: A state of equilibrium or balance in any physiological system.

For example:

When we get too cold, the hypothalamus sends messages that cause us to shiver (which helps generate heat) and cause blood to be routed toward the vital organs so the body will not lose heat.



Hunger: Social Causes

- Social cues for when meals are to be eaten.
- Cultural customs.
- Food preferences.
- Use of food as a comfort device or escape from unpleasantness.



FIGURE 9.5 Facial Expressions of Emotion Facial expressions appear to be universal. For example, these faces are interpreted as showing (a) anger, (b) fear, (c) disgust, (d) happiness, (e) surprise, and (f) sadness by people of cultures all over the world. Although the situations that cause these emotions may differ from culture to culture, the expression of particular emotions remains strikingly the same.

Source: Cicarelli, S. 2011. Psychology. 1st edition. Pearson.



Pinpointing bodily changes in emotion

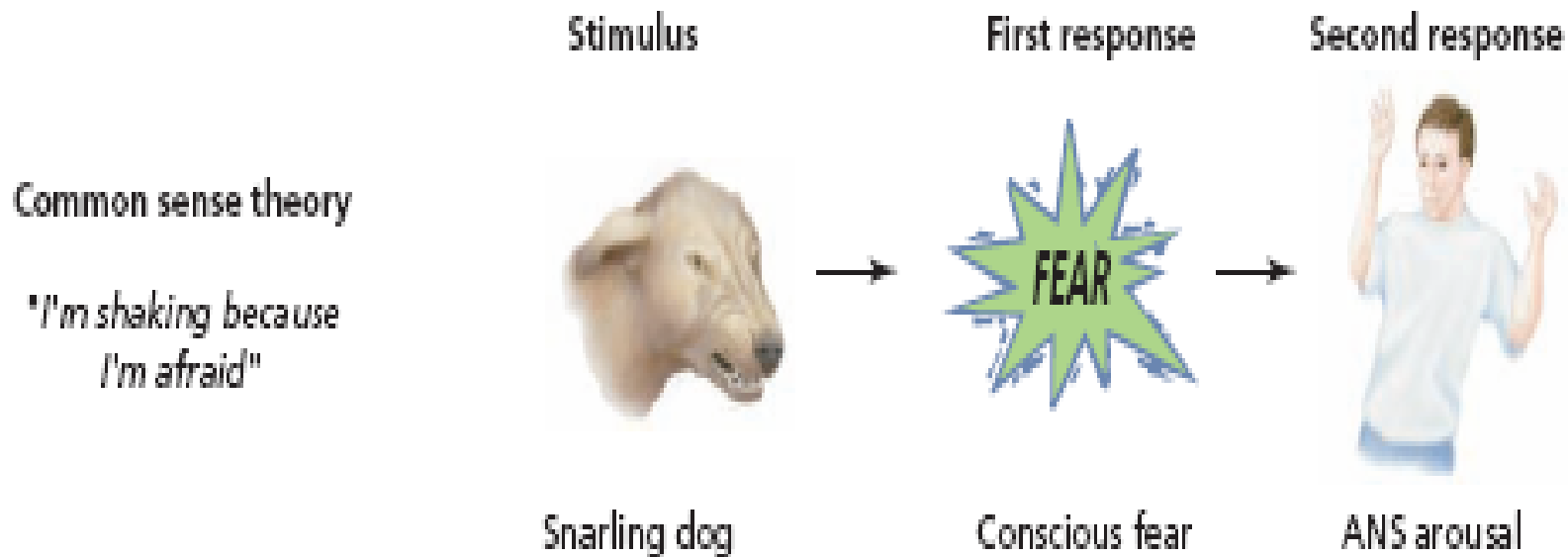
Most people identify the “location” of specific emotions:

- disgust especially in the stomach and throat
- fear in the abdomen, legs and stomach
- contempt and shame in the face
- surprise in the lower back
- joy in the arms and legs
- anger virtually everywhere, but mainly in arms and legs



Common Sense Theory of Emotion

- A stimulus leads to an emotion – leads to bodily arousal.

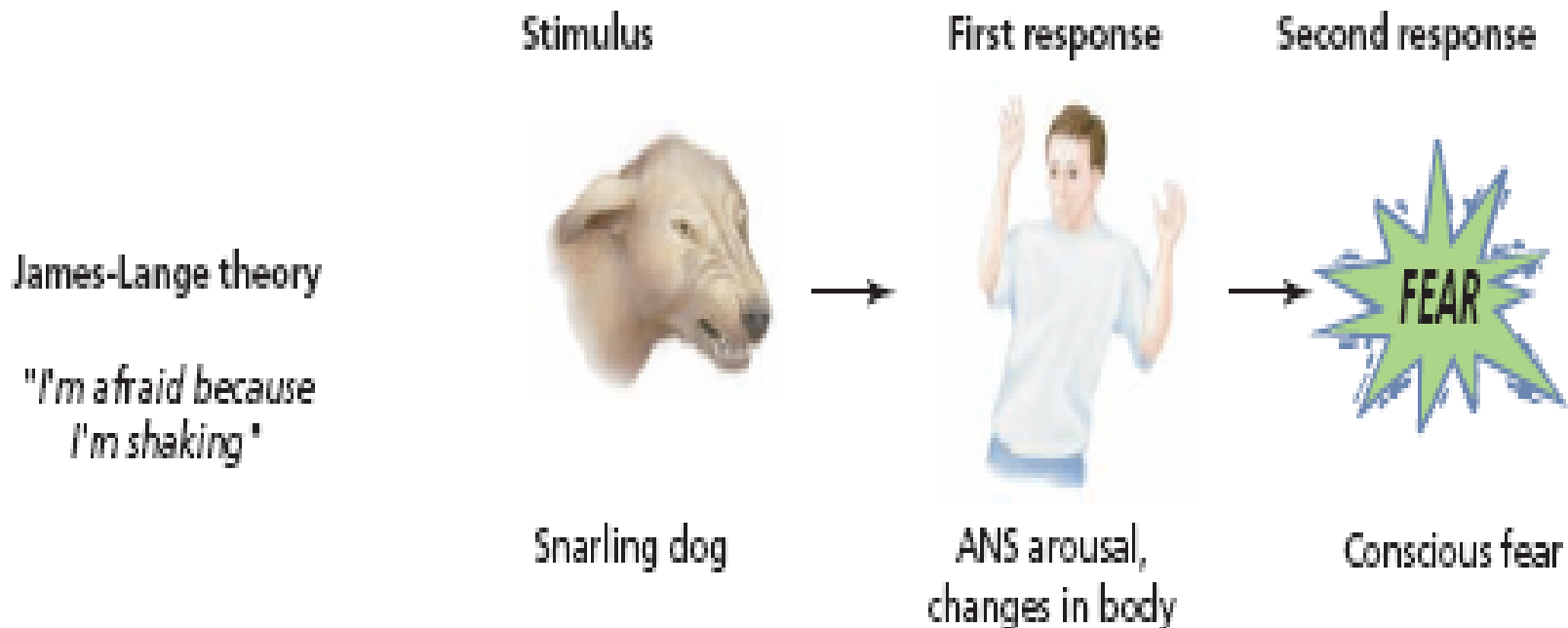


Source: Cicarelli, S. 2011. Psychology. 1st edition. Pearson.



James-Lange theory of emotion

- Physiological reaction leads to labeling of emotion.



Source: Cicarelli, S. 2011. Psychology. 1st edition. Pearson.



Cannon-Bard theory of emotion

- Physiological reaction and emotion occurring at the same time.

