

Chapter 13

MOTIVATION AND EMOTION

Section 1: The Psychology of Motivation

Section 2: Biological Needs: Focus on Hunger

Section 3: Psychological Needs

Section 4: Emotions

Question: What are the four theories of motivation?

FOUR THEORIES OF MOTIVATION

- Instinct Theory – behavior patterns are genetically transmitted
- Drive Reduction Theory – people act to reduce drives and their associated tensions
- Humanistic Theory – people act out of the desire for growth and fulfillment beyond basic survival needs
- Sociocultural Theory – individual needs and motives are influenced by culture and society

Question: What is the hunger drive, and what are the causes of obesity?

HUNGER DRIVE

The *hunger drive* is the urge to eat arising from the need to supply the body with food.

Question: What is the hunger drive, and what are the causes of obesity?

CAUSES OF OBESITY

- Biological – obesity seems to run in families and genes help determine the number of fat cells a person has
- Psychological – people tend to eat more when they are under stress or experiencing certain negative emotions

Question: What are the stimulus motives, the balance theory, and achievement motivation?

STIMULUS MOTIVES

Stimulus Motives – desires for stimulation such as sensory stimulation, activity and exploration

Question: What are the stimulus motives, the balance theory, and achievement motivation?

BALANCE THEORY

Balance Theory – people need to organize their perception, opinions, and beliefs in a harmonious manner

Question: What are the stimulus motives, the balance theory, and achievement motivation?

ACHIEVEMENT MOTIVATION

Achievement Motivation – people are driven to get ahead, to tackle challenging situations, and to meet high personal standards of success

Question: How do psychologists describe emotions?

EMOTIONS

- The James-Lange Theory – people’s emotions follow, rather than cause, their behavioral reactions to their situations
- The Cannon-Bard Theory – emotions accompany the bodily responses that are aroused by an external stimulus
- Theory of Cognitive Appraisal – the body reacts in physically similar ways even though different emotions are being experienced

Question: How are needs and drives related to motivation, and what are the different theories about the nature of motivation?

