Motivation and Emotion

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Motivation

Intrinsic motivation

- Rewarding
- Satisfying

Extrinsic motivation

- External outcome

(Ciccarelli & White, 2017)

Early Approach to Understanding Motivation

Instincts and the evolutionary approach

- Innate & biologically determined
- Sexual behavior (reproduction)
- Aggressive behavior (territorial protection)

(Ciccarelli & White, 2017)

Early Approach to Understanding Motivation

Drive-reduction theory

- Need that is essential for survival
- Drive (psychological tension & physical arousal)
- Primary drives (e.g., hunger, thirst)
- Secondary drives (e.g., money, social approval)

(Ciccarelli & White, 2017)

Early Approach to Understanding Motivation

Drive-reduction theory

- "Homeostasis" = balance
- Tendency of the body to maintain a steady state

(Ciccarelli & White, 2017)

Early Approach to Understanding Motivation

Drive-reduction theory

- Can't explain complex actions
- People have different needs

(Ciccarelli & White, 2017)

Mcclelland's Theory of Motivation

Psychological Needs

Need for affiliation

- Good team player

Need for power

- Influence and impact over others

Need for achievement

- Attaining challenging goals

(Ciccarelli & White, 2017)

Dweck's Self-Theory of Motivation

- View of self on success of failure
- "Locus of control"

Internal locus of control

- "I have control over what happens in my life"

External locus of control

- "My life is controlled by powerful others, luck, or fate"

(Ciccarelli & White, 2017)

Dweck's Self-Theory of Motivation

- Your **belief system** about yourself affects your **achievement motivation** and your **willingness to keep trying** to be success in the face of failure.

(Ciccarelli & White, 2017)

Dweck's Self-Theory of Motivation

- Fixed mindset = external locus of control
  - Give up easily
  - Avoid difficulties
  - Fear of failure
  - Long history of success
  - "Learned helplessness" after a big failure

(Ciccarelli & White, 2017)

Dweck's Self-Theory of Motivation

- Growth mindset = internal locus of control
  - Always room for improvement
  - Actions and efforts
  - Strategies to master tasks
  - "Failures can't ruin my confidence."

(Ciccarelli & White, 2017)

Promoting Growth Mindset

- Praise on efforts, strategies and processes
- Not on fixed ability or success
- Constructive criticism

Wow, how smart you are!

I've seen you worked so hard on this project! Keep up your good work!

(Ciccarelli & White, 2017)

Arousal Theory

- It's good to have an optimal level of tension
- Too high >> anxiety
- Too low >> boredom
- Easy task?
- Difficult task?

(Ciccarelli & White, 2017)

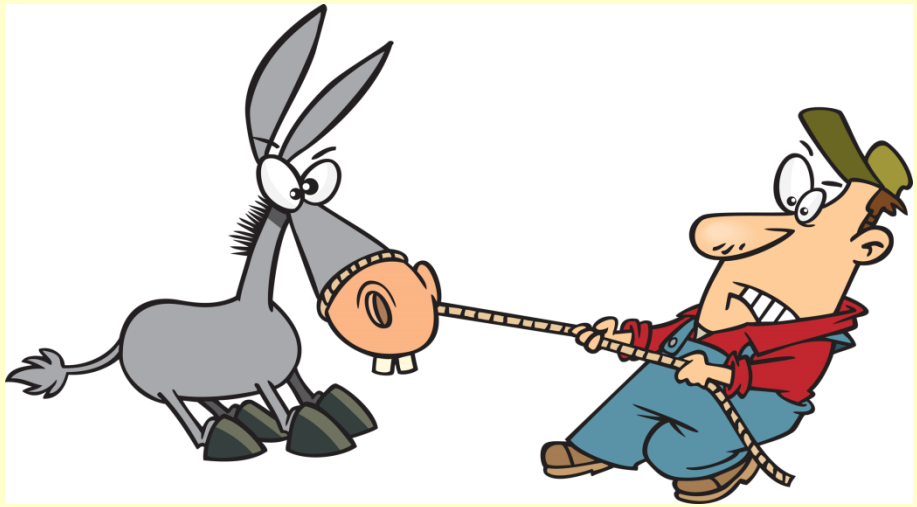
Sensation Seeker

- Need more arousal

(Ciccarelli & White, 2017)

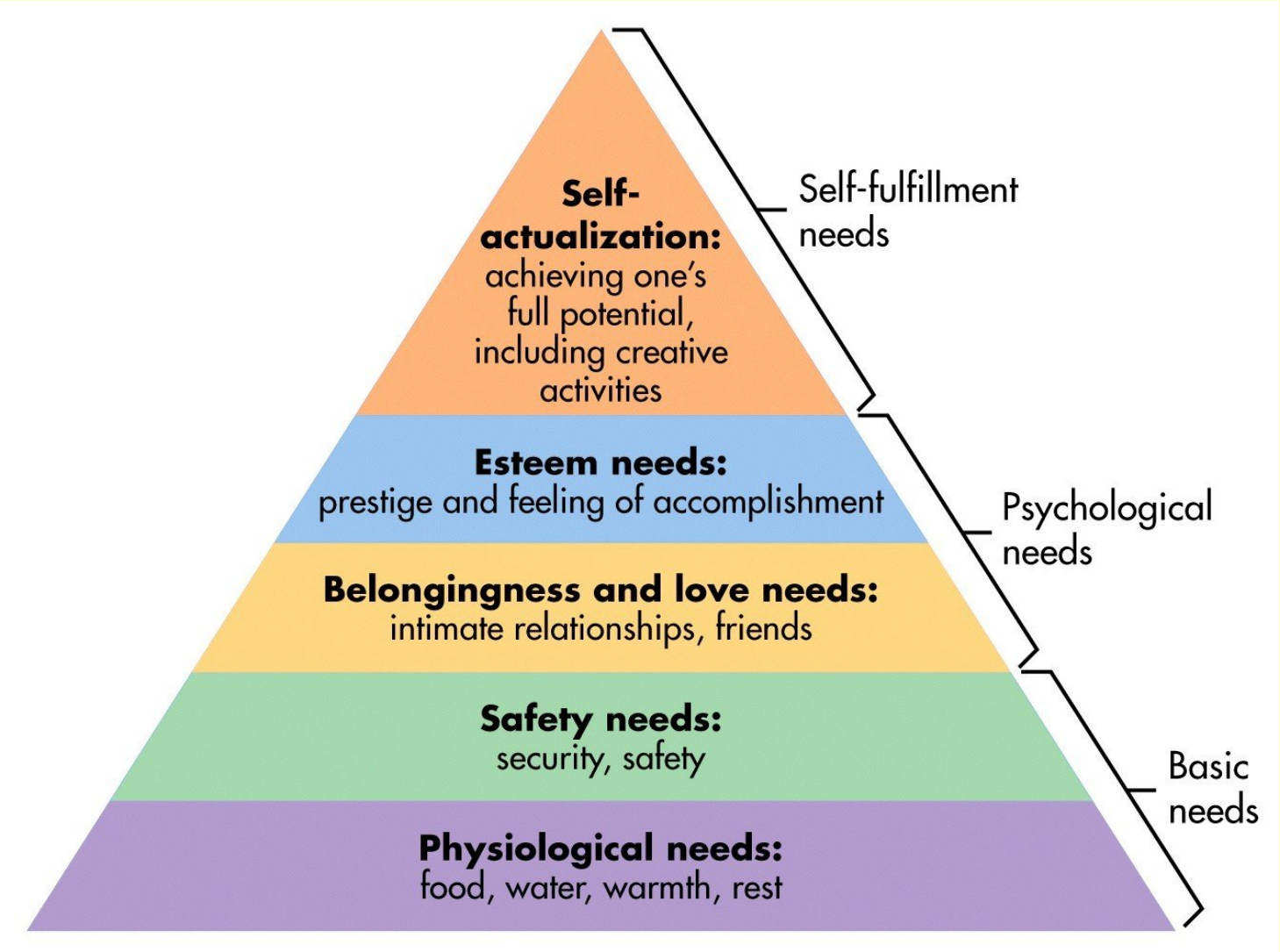
Incentive Approach

- External stimulus
- Rewards
- “Pull”
- “Push”



(Ciccarelli & White, 2017)

Maslow's Hierarchy of Needs



https://www.simplypsychology.org/maslow.html

(Ciccarelli & White, 2017)

Self-Determination Theory (SDT)

- Basic Needs
  - Autonomy
  - Competence
  - Relatedness

- Plus supportive environment
- Promoting intrinsic motivation

(Ciccarelli & White, 2017)

Overjustification Effect

Earlier intrinsic motivation reduced due to reward

Even in preschoolers

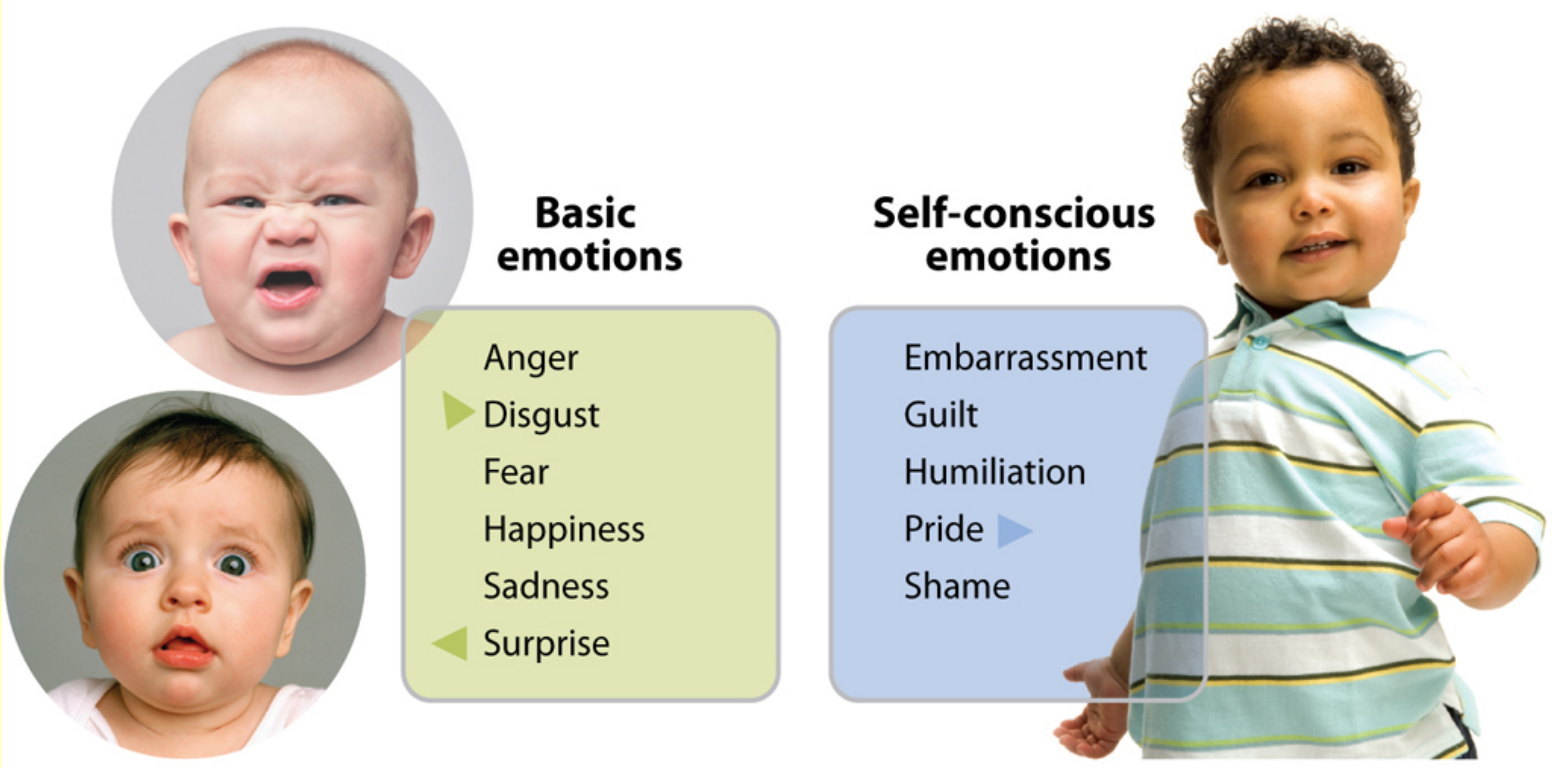
1. Expected reward

2. Unexpected reward

3. No reward

(Keil, 2014)

Basic and Self-Conscious Emotions



The Functions of Emotions

- Preparing us for action
  - Increase chances of survival
- Shaping our future behavior
  - Helps to broaden our thinking and behavior
- Helping us interact more effectively with others
  - Form of social communication
  - Develop intimate relationships

(Toffle, 2011)

Three Elements of Emotions

- Physical (arousal)
- Cognitive (feelings)
- Behavioral (emotional expressions)

(Ciccarelli & White, 2017)

Physical Arousal

- Sympathetic nervous system (autonomic)
  - Heart rates
  - Widen bronchial passages
  - Eye dilation
  - Goose bumps
  - Sweating

(Ciccarelli & White, 2017)

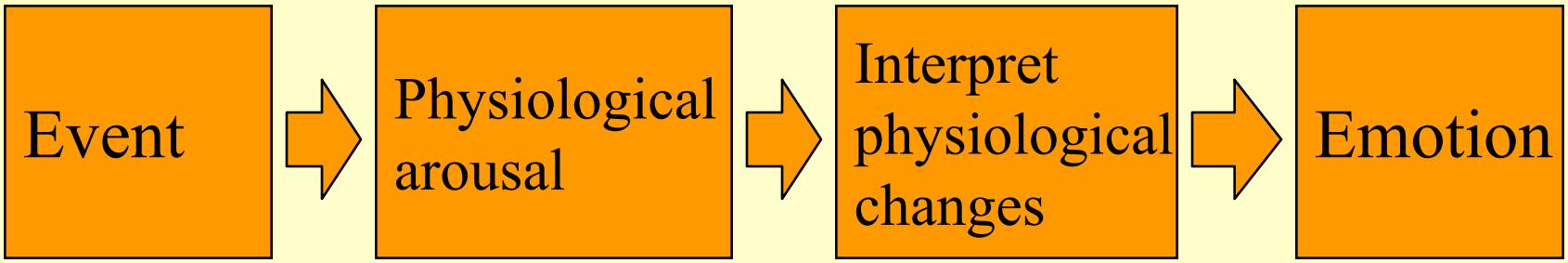
Theories / Explanations of Emotion

- Where do emotional experiences come from?
- How do psychologists define the role that physiology and cognition play in the experience of emotions?
  - James-Lange Theory
  - Canon-Bard Theory
  - Schacter-Singer Theory
  - Contemporary perspectives (neurological effects)

James-Lange Theory

- Do gut reactions equal emotions?
  - Emotions are a result of physiological changes that produce specific sensations
  - The brain interprets these sensations as specific kinds of emotional experiences

James-Lange Theory



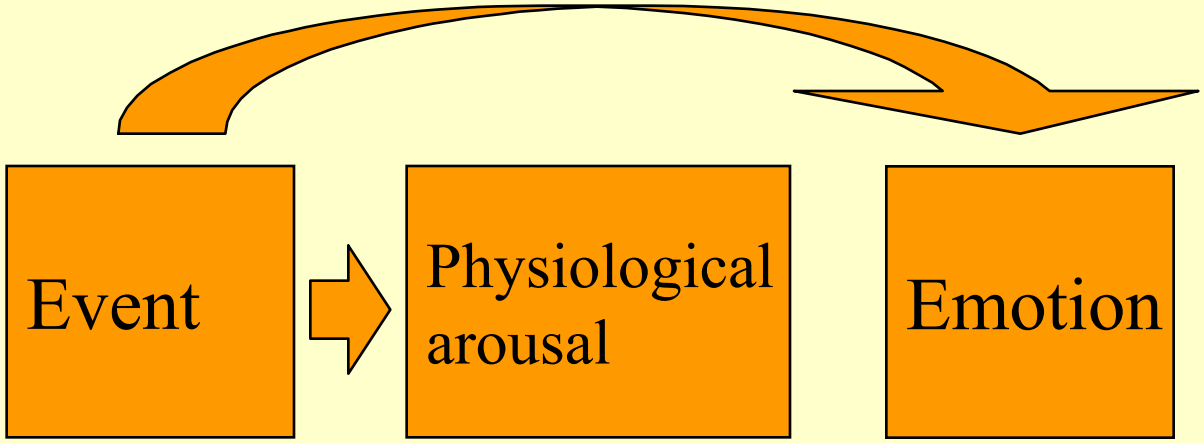
You feel emotions after your body reacts.

The Cannon-Bard Theory

—Assumes that **both** physiological arousal and the emotional experience are produced simultaneously by the same nerve stimulus, which emanates from the thalamus in the brain

- The event causes BOTH arousal and the emotion

Cannon-Bard Theory



The event causes both arousal and emotion.

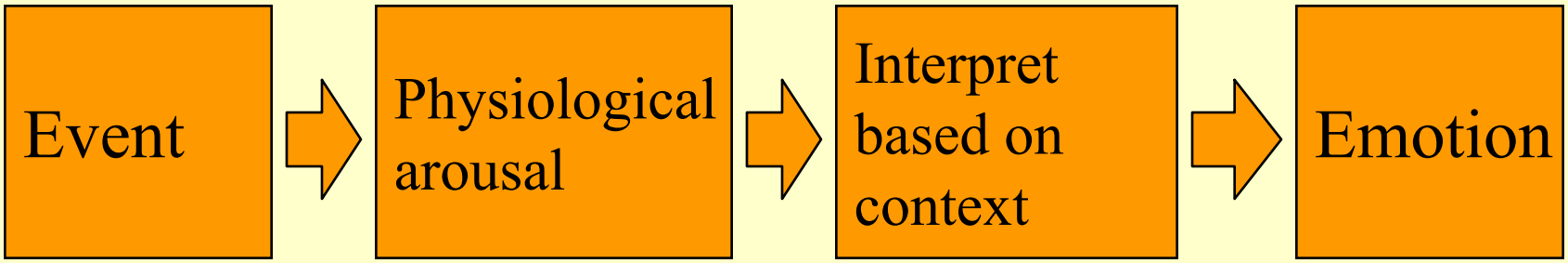
Theories of Emotion

- James-Lange Theory
  - Physiological arousal → emotion
  - Perception of physiological changes
- Cannon-Bard Theory
  - Emotional and physiological reactions occur simultaneously

The Schachter-Singer Theory

- Emphasizes that we identify the emotion (the arousal) we are experiencing by observing our environment
  - Physiological arousal and cognitive labeling
  - Schacter & Singer (1962) research
    - Participants injected with epinephrine (not vitamins)
    - Confederate acted either happy or angry and hostile
      - What happened?

Schacter-Singer (Cognitive) Theory



Your arousal and the context combine to form emotions.

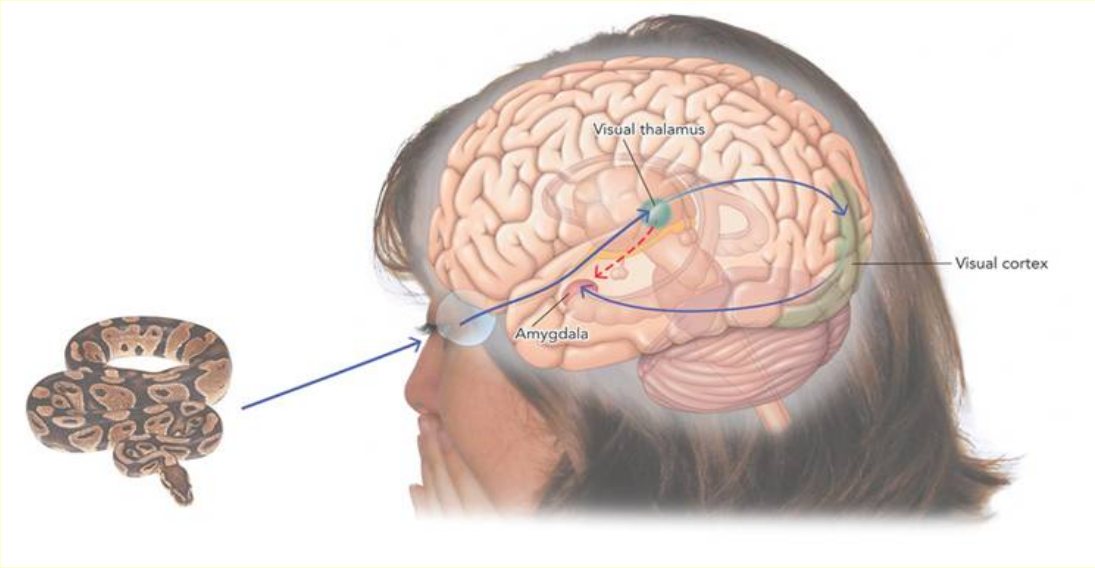
Contemporary Perspectives:

Neuroscience of Emotions

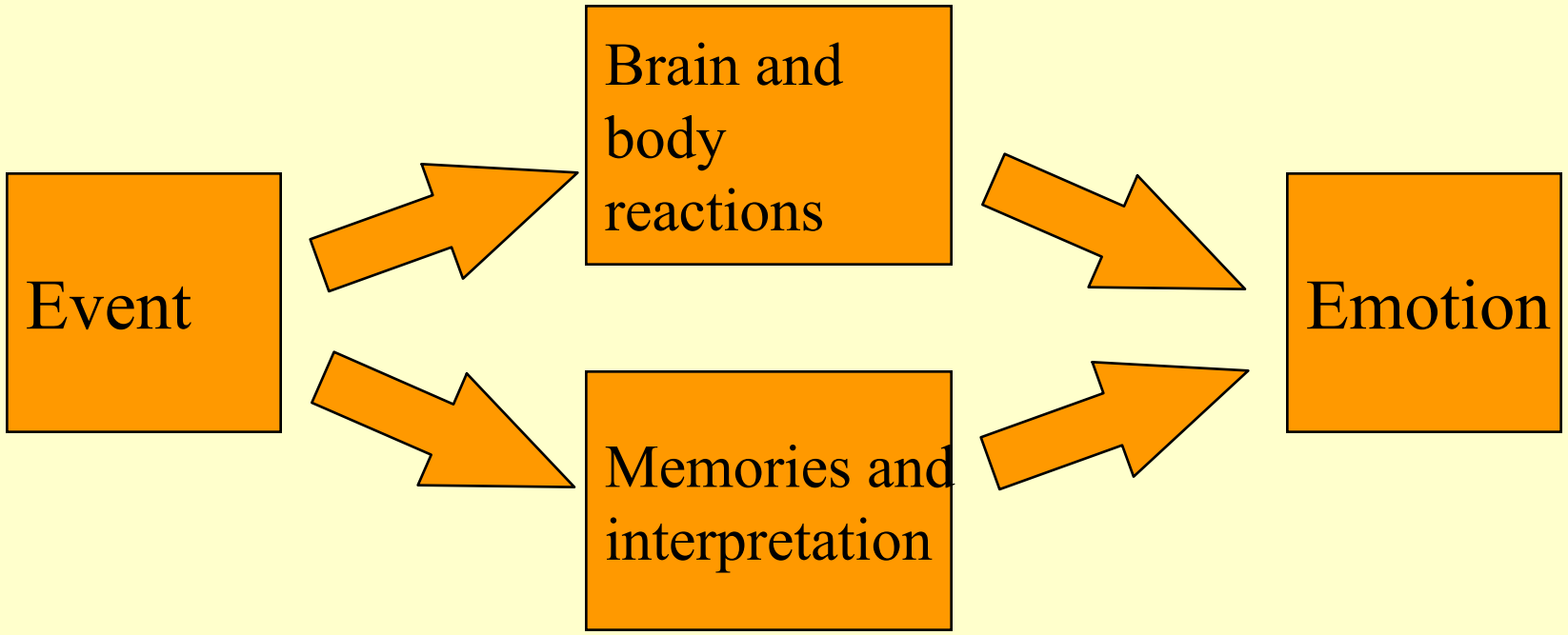
- Specific patterns of biological arousal are associated with individual emotions.
- Due to activation of different neural pathways
  - Amygdala
    - Link between the perception of an emotion-producing stimulus and the recall of that stimulus later
  - Hippocampus
    - Aids in the consolidation of memories as well as the retrieval of memories

Neuroscience of Emotions

- Thalamus can send messages along two independent neural pathways
  - —Slow route to the cortex
  - —Quick route to the amygdala (early warning)
    - receives direct input from senses



Contemporary Perspectives



Different emotions rely on different combinations of body and brain reactions and interpretation.

Conclusions on the Multiple Perspectives of Emotions

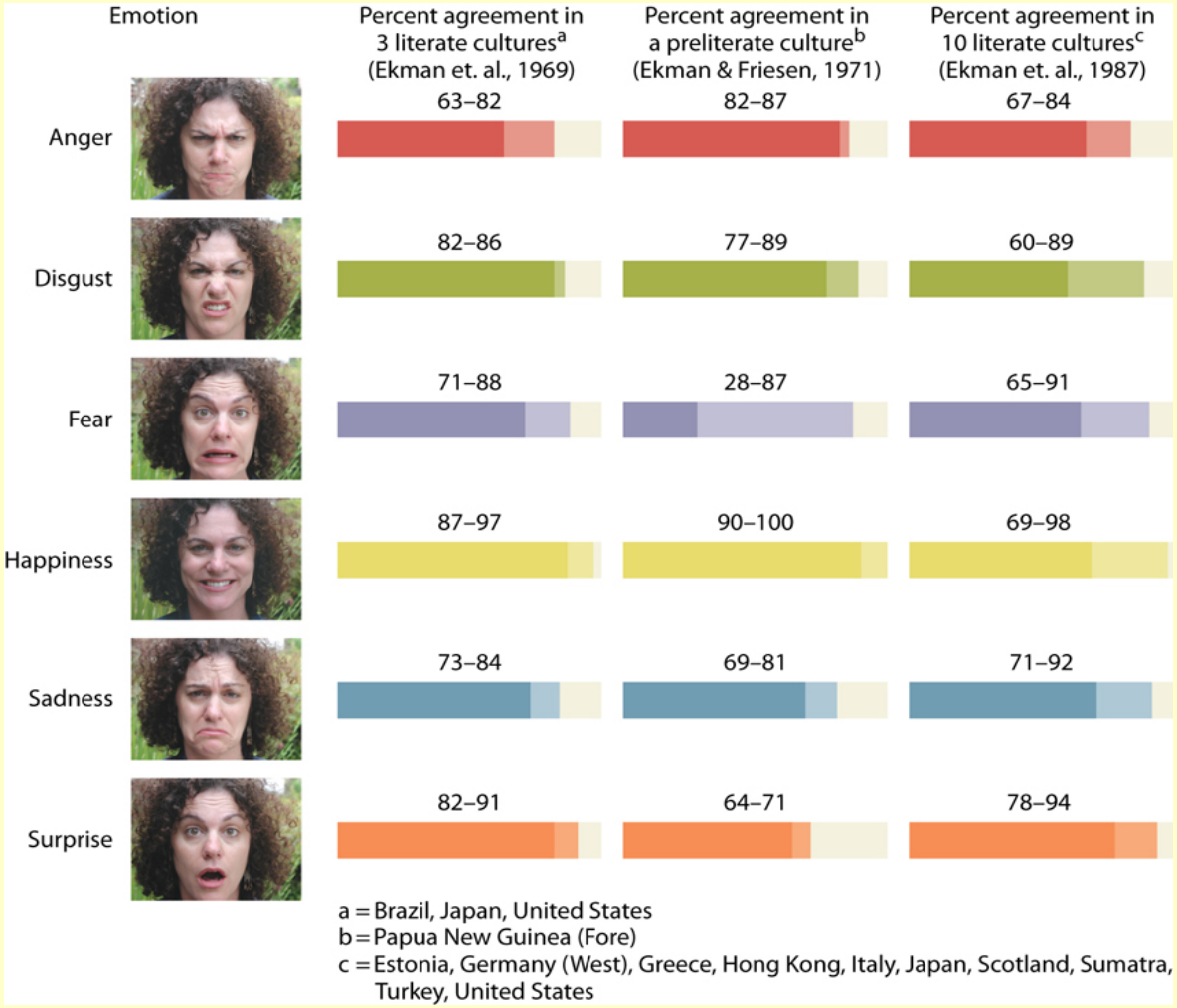
- Emotions are not a simple phenomenon
  - Interact with motivation, cognitive, physiological, neurological, and other psychological processes
  - No single theory can explain all facets of emotional experience

Are Emotions Universal?

- Does the Fore tribe in New Guinea identify Caucasian facial expressions?

Evidence of Universality in Emotional Expression

- Paul Ekman
  - Study of New Guineans & other cultures



Universality in Emotional Expression

- Facial-affect program
  - —Assumed to be universally present at birth
  - —Analogous to a computer program that is turned on when a particular emotion is experienced
    - Displays an appropriate expression

Facial-feedback hypothesis

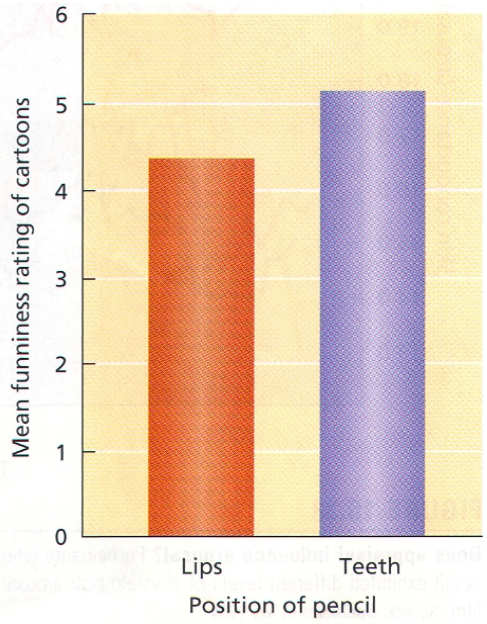
- Not only *reflects* emotional experience, but also helps *determine* how people experience and label emotions
  - Some theoreticians have suggested that facial expressions are *necessary* for an emotion to be *experienced*
  - Supported research (Ekman and colleagues, 1983)

Facial Feedback Hypothesis

Holding a pencil in the teeth activates the muscles used in smiling, and thus evokes more pleasant feelings than holding the pencil in one's lips.

(b)

(c)



Facial Feedback Hypothesis

- We experience emotions in part as a result of the positions of our facial muscles
  - Smiling makes you feel happier
  - Frowning makes you feel sadder