

# MOTIVATION AND EMOTION

<b>Motivation:</b> internal process to initiate, sustain, and direct activities
<b>Need – drive – response – goal – need reduction:</b> deficiency, psychological expression, bx, target
<b>Primary Motive:</b> based on biological need (hunger, thirst...)
<b>Stimulus Motive:</b> need for intellectual stimulation and information (curiosity, connection...)
<b>Secondary Motive:</b> needs that are learned (power, afflation, approval...)
<b>Theories of Motivation</b>
<b>Instinct Theory (James):</b> 20 physical, 17 mental instincts. Inherited, species specific, and stereotyped
<b>Drive Theory (Hull):</b> Drive is the energy related to reduce physiological needs.
<b>Arousal Theory (Yerkes-Dodson):</b> optimum performance at moderate level of arousal, simple/complex tasks
<b>Opponent-Process (Solomon):</b> mammals' brain seeks out emotional neutrality. Habituation/tolerance...
<b>Homeostatic Regulation:</b> body's desire to maintain equilibrium. Monitors with negative feedback loop.
<b>Murray Theory of Needs:</b> 20 needs based in physio, core of px, vary in ppl, adapt to envt (achievement, power....)
<b>McClelland's Need for Achievement:</b> nAch. Can determine choices you make.
<b>Maslow's Hierarchy of Needs:</b> Basic, growth (self-actualization), and meta needs. Motivated to meet these needs, transcendence
<b>Intrinsic vs. Extrinsic Motivators:</b> Internal vs. external motivators
<b>Self-Determination (Deci):</b> need to feel competent, autonomous, and connected to others
<b>Self-Efficacy (Bandura):</b> belief you can achieve something increases your motivation
<b>Hunger Theories</b>
<b>Stomach:</b> Cannon and Washburn study
<b>Brain (Ventromedial and Lateral Hypothalamus)</b> Satiety system and feeding system.
<b>Hormones</b> (Insulin, Ghrelin, Orexin, Leptin, PYY)
<b>Glucostatic Theory:</b> hypothalamus monitors blood sugar triggering hunger, satiation.
<b>Lipostatic Theory:</b> hypothalamus monitors lipids in the body triggering hunger, satiation.
<b>Set-point:</b> weight is genetically predetermined
<b>Extracellular Thirst:</b> water is lost from the fluid surrounding the cells in the body (sweating)
<b>Intracellular Thirst:</b> when fluid is drawn out from cells (increased salt and minerals)
<b>Sex Drive:</b> hypothalamus, pituitary gland, releases hormones, cause release of sex hormones, which activate target cells
<b>Human Sexual Response (Masters and Johnson)</b>
<b>Excitement:</b> initial signs of arousal
<b>Plateau:</b> further heightening of sexual arousal
<b>Orgasm:</b> climax and release of sexual excitement
<b>Resolution:</b> return to lower levels of sexual tension and arousal
<b>Paraphilias:</b> Sexual deviations. Cause guilt, anxiety, discomfort for one or both participants
<b>Pedophilia:</b> arousal with children. Aka child molestation
<b>Fetishism:</b> sexual arousal with inanimate objects.
<b>Exhibitionism:</b> flashing. Displaying 'parts' to unwilling participants
<b>Voyeurism:</b> peeping. Arousal form viewing others without permission.
<b>Transvestic fetishism:</b> arousal form wearing clothes of the opposite sex
<b>Sexual sadism:</b> deriving pleasure from inflicting pain
<b>Sexual masochism:</b> desiring pain as part of sex
<b>Frotteruism:</b> sexually touching or rubbing a non-consenting individual

<b>Sexual Disorders</b>
<b>Desire Disorders:</b>
<b>Hypoactive Sexual Desire:</b> persistent loss of desire
<b>Sexual Aversion:</b> anxiety, fear, disgust re: sex
<b>Arousal Disorders</b>
<b>Erectile Disorder:</b> inability to maintain or achieve an erection. Primary or secondary
<b>Female Arousal Disorder:</b> inability to become aroused from normal stimulation
<b>Orgasm Disorders</b>
<b>Female Orgasmic Disorder:</b> inability to achieve an orgasm during sex
<b>Male Orgasmic Disorder:</b> inability to achieve an orgasm during sex
<b>Premature Ejaculation:</b> ejaculation to occurs too soon
<b>Sexual Pain Disorders</b>
<b>Dyspareunia:</b> pain in the genitals before, during, or after sex
<b>Emotions:</b> whole organism response. Includes facial expression, gestures, bx, and arousal
<b>Adaptive, physiological, feelings, expression</b>
<b>Brain based:</b> amygdala, autonomic NS, Sympathetic NS, parasympathetic NS
<b>Theories of Emotions</b>
<b>Plutchik's Wheel:</b> 8 primary emotions that can be mixed to create others. Vary in intensity.
<b>Common Sense:</b> stimulus – emotion – ANS arousal and bxs. Emotions cause body arousal.
<b>James-Lange:</b> stimulus – ANS and Bx – emotion. Emotional feeling follow body changes.
<b>Cannon-Bard:</b> stimulus – brain – ANS/bx and emotion. Brain causes emotion and body changes at same time.
<b>Two-Factor (Schacter-Singer):</b> Stimulus – ANS/bx – label it – emotion. Emotions occur when we label physiological arousal
<b>Facial Feedback (Tomkins):</b> sensations from our facial expressions cause emotions
<b>High Road and Low Road:</b> Some emotions triggered by brain, some are instant and instinctive
<b>Emotional Intelligence:</b> emotional competence, empathy, self-control, self-awareness...