**Motivation and Emotion**

Psychologists use theory to categorize and explain different personalities. These explanations have been influenced by the various branches of psychology. Some psychologists study what motivates us and/or our emotional responses to experiences to understand our individual differences. Other psychologists seek to understand personality, including why different personalities exist, how they are developed, and if and how they change. Originating from the psychodynamic perspective, the study of personality involves consideration of behavior and mental processes and how they interact to produce an individual’s personality. A full explanation of personality also involves incorporating humanistic and social-cognitive perspectives from earlier units.

Topics:

7.1 Theories of Motivation

7.2 Specific Topics in Motivation

7.3 Theories of Emotion

Learning Targets:

* Identify and apply basic motivational concepts to understand the behavior of humans and other animals
* Compare and contrast motivational theories including the strengths and weaknesses of each.
* Describe classic research findings in specific motivation systems.
* Identify contributions of key researchers in the psychological field of motivation and emotion
* Discuss the biological underpinnings of motivation, including needs, drives, and homeostasis.
* Compare and contrast major theories of emotion
* Describe how cultural influences shape emotional expression, including variations in body language.

**Vocabulary for Flashcards**

*Chapter 12, Section 1: Theories of Motivation, pages 388-393*

1. Motivation
2. Instinct
3. Drive-reduction theory
4. Drive
5. Homeostasis
6. Optimal- arousal theory
7. Yerkes-Dodson law
8. Incentive theory
9. Cognitive theories
10. Attributions
11. Hierarchy of needs (Maslow)
12. Self-actualization

*Chapter 12, Section 2: Motivation and Behavior, pages 394-403*

1. Obesity
2. Anorexia nervosa
3. Bulimia nervosa
4. Binge-eating disorder (BED)
5. Achievement motivation
6. Need for achievement (nAch)
7. TAT (Thematic Apperception Test)
8. Extrinsic motivation
9. Intrinsic motivation

*Chapter 12, Section 3: Components and Theories of Emotion, pages 403-410*

1. Amygdala
2. James-Lange theory
3. Cannon-Bard theory
4. Two-factor theory
5. Facial-feedback hypothesis

*Chapter 12, Section 4: Experiencing Emotion, pages 411-417*

1. Display rules
2. Polygraph
3. Adaptation-level phenomenon

*Test Date: September 30th*