Motivation and Emotion

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MOTIVATION?

IT'S RIGHT INSIDE YOU!!

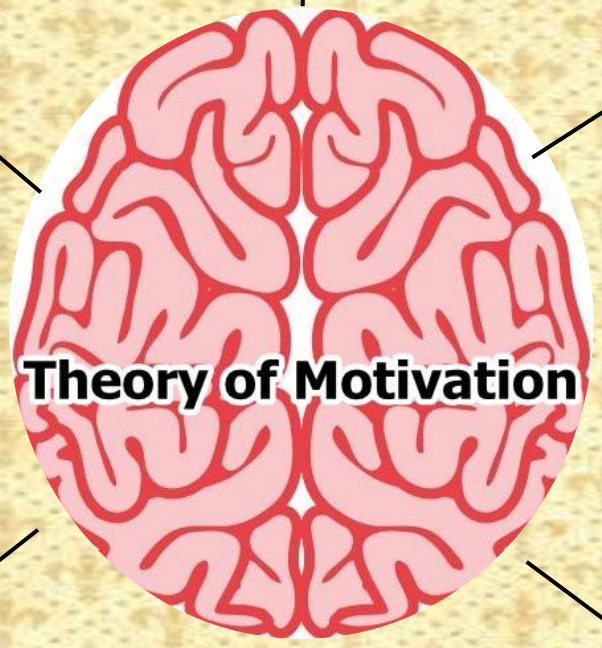
Motivation

Motivation – the process by which activities are started, directed, and continued so that physical or psychological needs or wants are met.

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.

Primary drives - those drives that involve needs of the body such as hunger and thirst.

Drive - a psychological tension and physical arousal arising when there is a need that motivates the organism to act in order to fulfill the need and reduce the tension.



Acquired (secondary) drives - those drives that are learned through experience or conditioning, such as the need for money or social approval.

Need - a requirement of some material (such as food or water) that is essential for survival of the organism.

Drive - reduction theory - approach to motivation that assumes behavior arises from physiological needs that cause internal drives to push the organism to satisfy the need and reduce tension and arousal.

Homeostasis - the tendency of the body to maintain a steady state.

Famous people, who studied motivation:

Clark Hull was the behaviorist who developed the drive-reduction theory of motivation.

Kenneth Spence was a prominent American psychologist whose theoretical work on learning and motivation complemented the efforts by Clark L. Hull. Be known as neo-behaviorism.

SUCCESS

Emotion

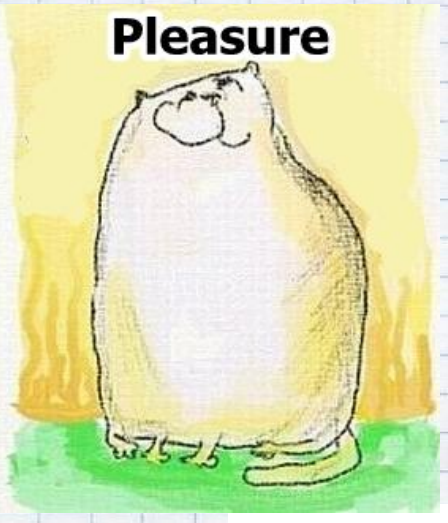
Emotion - the "feeling" aspect of consciousness, characterized by a certain physical arousal, a certain behavior that reveals the emotion to the outside world, and an inner awareness of feelings.

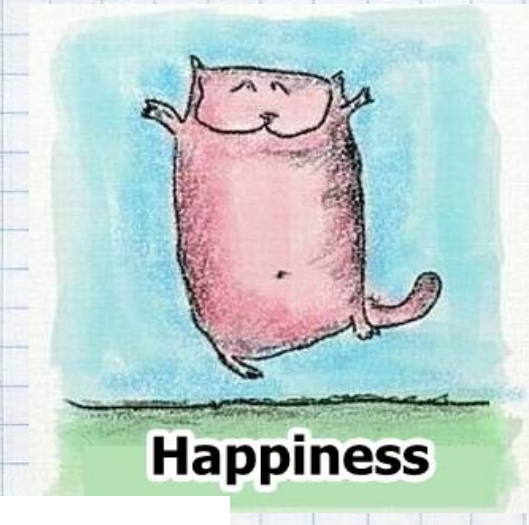
Theory of Emotion

- Common Sense Theory of Emotion - a stimulus leads to an emotion, which then leads to bodily arousal.
- James-Lange theory of emotion - theory in which a physiological reaction leads to the labeling of an emotion.
- Cannon-Bard theory of emotion - theory in which the physiological reaction and the emotion are assumed to occur at the same time.
- Cognitive arousal theory – theory of emotion in which both the physical arousal and the labeling of that arousal based on cues from the environment must occur before the emotion is experienced.

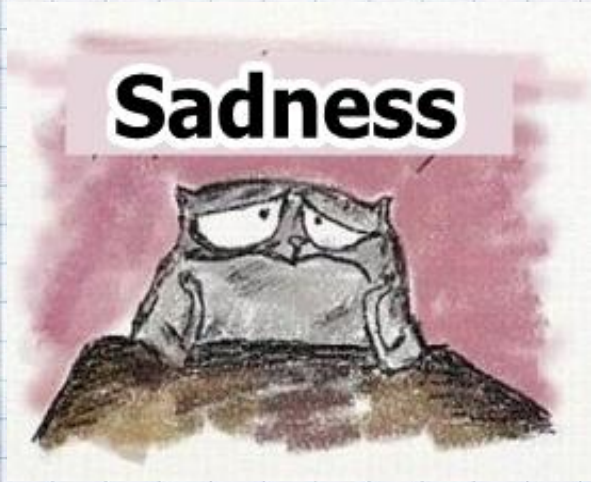
Types of emotions

Good emotions





Bad emotions



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