**Motivation (8A)**

Motivation – A need or desire that energizes and directs behavior

Instinct – Complex behavior that is rigidly patterned throughout a species and is unlearned

Drive-Reduction Theory – The idea that a physiological need creates an aroused tension state (a drive) that motivates an organism to satisfy the need

Homeostasis – A tendency to maintain a balanced or constant internal state; the regulation of any aspect of body chemistry such as blood glucose around a particular level.

Incentive – A positive or negative environmental stimulus that motivates behavior.

Hierarchy of Needs - Maslow



Glucose – the form of sugar that circulates in the blood and provides major source of energy for body tissues. When its level is low, we feel hunger.

Set Point – The point at which an individual’s “weight thermostat” is supposedly set. When the body falls below this weight, an increase in hunger and a lowered metabolic rate may act to restore the lost weight.

Estrogens – Female sex hormone

Testosterone – Male sex hormone

Sexual Orientation

**Emotion (8B)**

Emotion

1. Physiological Arousal (Heart Pounding)
2. Expressive Behaviors (Quickened Pace)
3. Conscious thoughts and feelings (is this a kidnapping? – fear/joy)

James-Lange Theory

First physiological then “emotion”

Cannon-Bard Theory

 Physiological and “emotion” (e.g. fear) happen at the same time

Two-Factor Theory

 Arousal + “what is it?” = emotion

 (p 368)

Polygraph

(show picture)

Arousal and Performance

 Easy vs Difficult tasks – optimal arousal ---- Easy optimal high – difficult optimal low

Facial Feedback

Catharsis

 Emotional Release

Feel-Good Do-Good Phenomenon

 Tendency to be helpful when in a good mood

Well-Being

 Self-Perceived happiness in life

Adaptation-Level Phenomenon

 Our tendency to make judgments relative to prior experience