

# **7. Motivation and Emotion**

**We will now study  
motivation and emotion.  
We will cover the different  
theories of motivation and  
emotion, their biological  
bases and their specific  
components.**

**The sections in this unit are:**

**7.1. Theories of emotion**

**7.2. Theories of motivation**

**7.3. Biological bases of  
Hunger, thirst, sex, pain**

**7.4. Social motivation**

## **7.1 Theories of Emotion**

- **Emotion**
  - a psychological state involving three distinct components:
    - i. subjective experience
    - ii. physiological response
    - iii. behavioral or expressive feature
  
- **Mood**
  - prolonged, less explicit, affective state
  - not usually determined by a single event

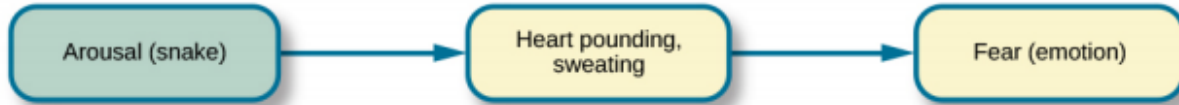
- **James-Lange theory**
  - stimulus causes arousal → emotion
  - facial feedback hypothesis
- **Cannon- Bard theory**
  - relevant stimulus generate arousal
  - information sent to central nervous system and cortex
- **Two-factor theory**
  - quality of emotional experience depends on how arousal is labeled
  - excitation transfer



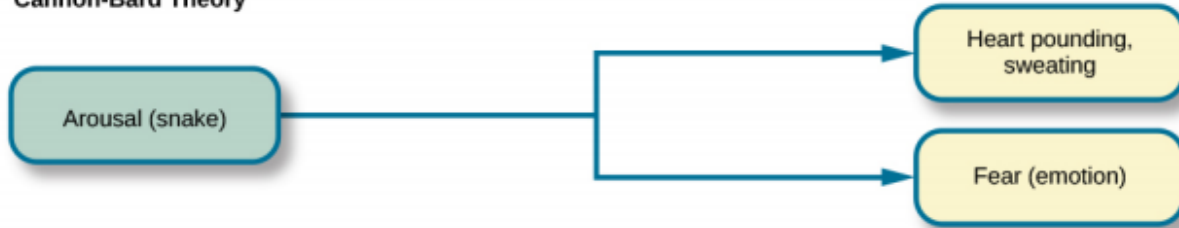
Time



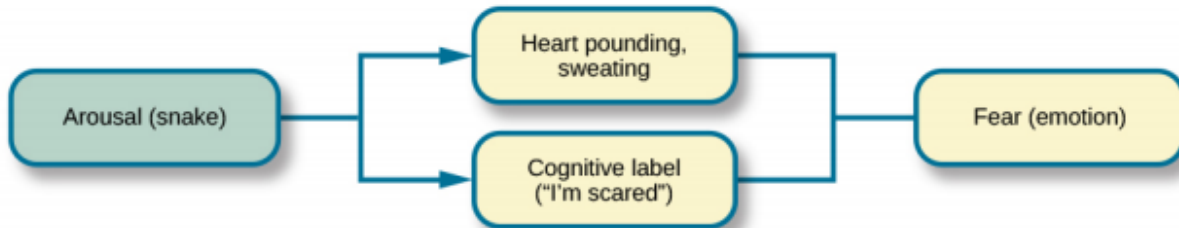
### James-Lange Theory



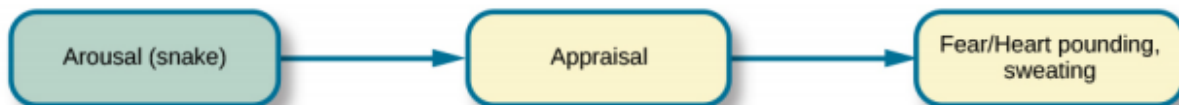
### Cannon-Bard Theory



### Schachter-Singer Two-Factor Theory



### Lazarus' Cognitive-mediational Theory



## **7.2 Theories of Motivation**



# **What drives us? What makes us behave as we do?**

- **Motivation**
  - **Describes the wants or needs that direct behavior towards a goal**

- **Drive theory**

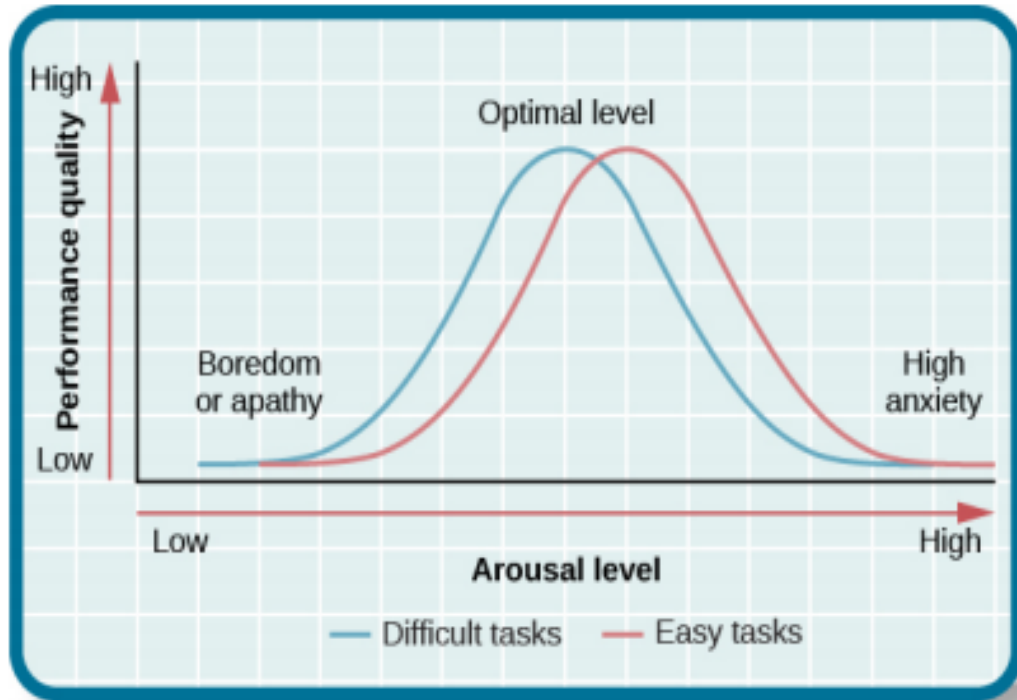
- **deviations from homeostasis create physiological needs to regain balance**

- **e.g., no food → ↓ blood sugar → hunger**

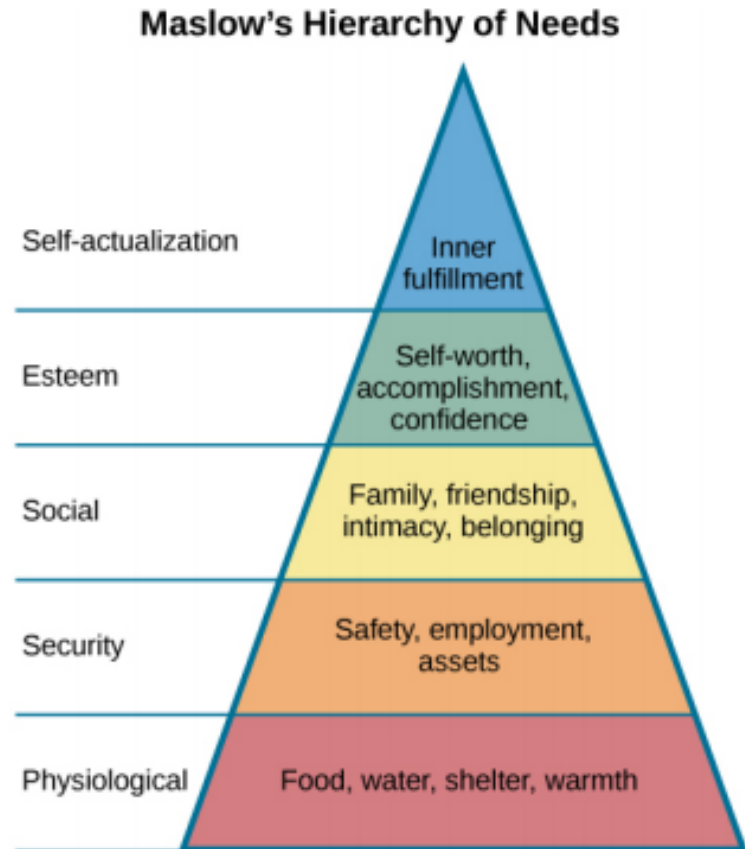
- **habit- likely to engage in previous behaviors that met need**

- **Yerkes-Dodson law**

- optimal arousal levels depend on complexity and difficulty of task
- complex task → low arousal
- simple task → high arousal



- **Maslow's hierarchy of needs**
  - **physiological needs** → **basic needs** → **self-actualization**
  - **ongoing lifelong process**



## **7.3 Biological Bases: Hunger, Thirst, Sex, Pain**

# • **Hunger**

- **biological instinct for survival**
- **empty stomach → hunger pains and chemicals that initiate hunger in brain**
- **glucose= blood sugar from food that provides energy for body**
- **insulin= helps reduce glucose levels thus impacting hunger**

- **Hunger**

- **hypothalamus**
- **set-point- weight your body works to maintain**
- **Eating Disorders**
  - **social and cultural pressures for ideal beauty**
  - **anorexia, bulimia, binge eating disorder**

- **Thirst**

- **Produced by depletion of fluid outside and within cells**
- **Peripheral and central nervous system**
  - **subfornical organ and lateral hypothalamic nucleus**
- **Angiotensin- produced by the kidneys**



- **Sexual behavior**
  - **Sexual motivation**
    - **Limbic System**
      - amygdala
      - nucleus accumbens
  - **Hormones produced in endocrine system**
    - estrogen (women)
    - testosterone (both)

- **Dr. Alfred Kinsey**
  - **Kinsey scale- used to categorize individual's sexual orientation**
- **Masters and Johnson**
  - **sexual response cycle- excitement, plateau, orgasm and resolution**

- **Biology of Pain**
- **Nociception process**
  - **contact with stimulus**
  - **reception- nerve ending sense stimulus**

- **transmission-relayed to central nervous system**
- **pain center reception-  
brain further processes**

# Types of Pain

- **Physical pain**
  - **physical characteristics, intensity and interpretation**
  - **acute vs chronic**

- **Social pain**
  - **pain of social disconnection**
- **Psychological pain**
  - **depression and other mental disorders**

## **7.4 Social Motivation**

- **Human need to interact with others and be accepted by them**
  - **extrinsic**
    - **receive something from others**



- **intrinsic**
  - **biological motives**
  - **sense of personal satisfaction**
  
- **Albert Bandura**
  - **self-efficacy motivates behavior**