

Motivation and Emotion

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Approaches to Understanding Motivation

- Motivation is the process by which activities are started, directed and continued so that physical or psychological needs or wants are met.
- The word comes from the Latin word “movere” which means “to move”
- Eg: Hunger

Types of Motivation

- Extrinsic Motivation

- Here a person performs an action because it leads to an outcome that is separate from the person.

Eg: prize on coming first in class.

- Intrinsic Motivation

- Here a person performs an action because the act itself is fun, rewarding, satisfying and challenging in some internal manner.

Eg: reading a book because you enjoy reading.

- One's outcomes and level of efforts can vary depending on the type of motivation.

Early approaches to understanding motivation

1) Instincts and the evolutionary approach

- Instincts are biologically determined and innate patterns of behavior that exists in both people and animals.

Eg: Reproduction, territorial protection.

- Although there were many instincts but there was no attempt to explain why these instincts exist in humans.
- This approach forced the psychologists to realise that some human behavior is controlled by hereditary factors.

2) Drive reduction theory

- Here the focus is on needs and drives.
- A **need** is a requirement of some material that is essential for survival of the organism.
- Need leads to a psychological tension as well as a physical arousal that motivates an organism to act in order to fulfill the need and reduce the tension.
- This tension is called **drive**.
- **Drive reduction theory** proposes this connection between internal physiological state and outward behavior.

- There are two kinds of drive
 - a) Primary Drives: those that involve survival needs of the body such as hunger and thirst.
 - b) Secondary (acquired) drive: those that are learned through experience or conditioning, such as the need for money or social approval.
- Homeostasis: It's the tendency of the body to maintain a steady state.
 - When there is a primary drive need, the body is in a state of imbalance.
 - This imbalance simulates behavior that brings the body back into balance or homeostasis.

McClelland's theory

- David McClelland proposed a theory of motivation that highlights the importance of three psychological needs i.e Affiliation, Power and Achievement needs.
- 1) Affiliation needs:
- humans have a psychological need for friendly social interactions and relationships with others.
 - People high on this need seek to be liked by others
 - Tend to be held in high regards by those around them.
 - This makes them good team players.

2) Need for Power

- Power is having control over other people.
- People high on this need would want to have influence over others and make an impact on them.
- They want their ideas to be used.
- For these people status and prestige are important.

3) Need for achievement

- It involves a strong desire to succeed in attaining both realistic and challenging goals.
- They look for careers and hobbies that allow others to evaluate them, because they need feedback about their performance.
- Many of these people tend to become wealthy, famous and successful.

Personality and Nach: Carol Dweck's self-theory of motivation

- The need for achievement is closely linked to a person's view of how **self** can affect the individual's perception of the success or failure of his or her action.
- Its related to an individual's locus of control
 - a) Internal locus of control**, here people assume that they have control over what happens in their lives.
 - b) External locus of control**, here they feel that their lives are controlled by powerful others, luck or fate

- Those who believe intelligence is fixed and unchangeable often demonstrate an external locus of control when faced with difficulty leading them to give up easily or avoid situations in which they might fail.
- They then tend to develop learned helplessness, a tendency to stop trying to achieve a goal because past failure has led them to believe that they cannot succeed.

Eg: a child who always got an A grade in school, who then receives a C might become upset and refuse to do any more home works, ensuring future failure.

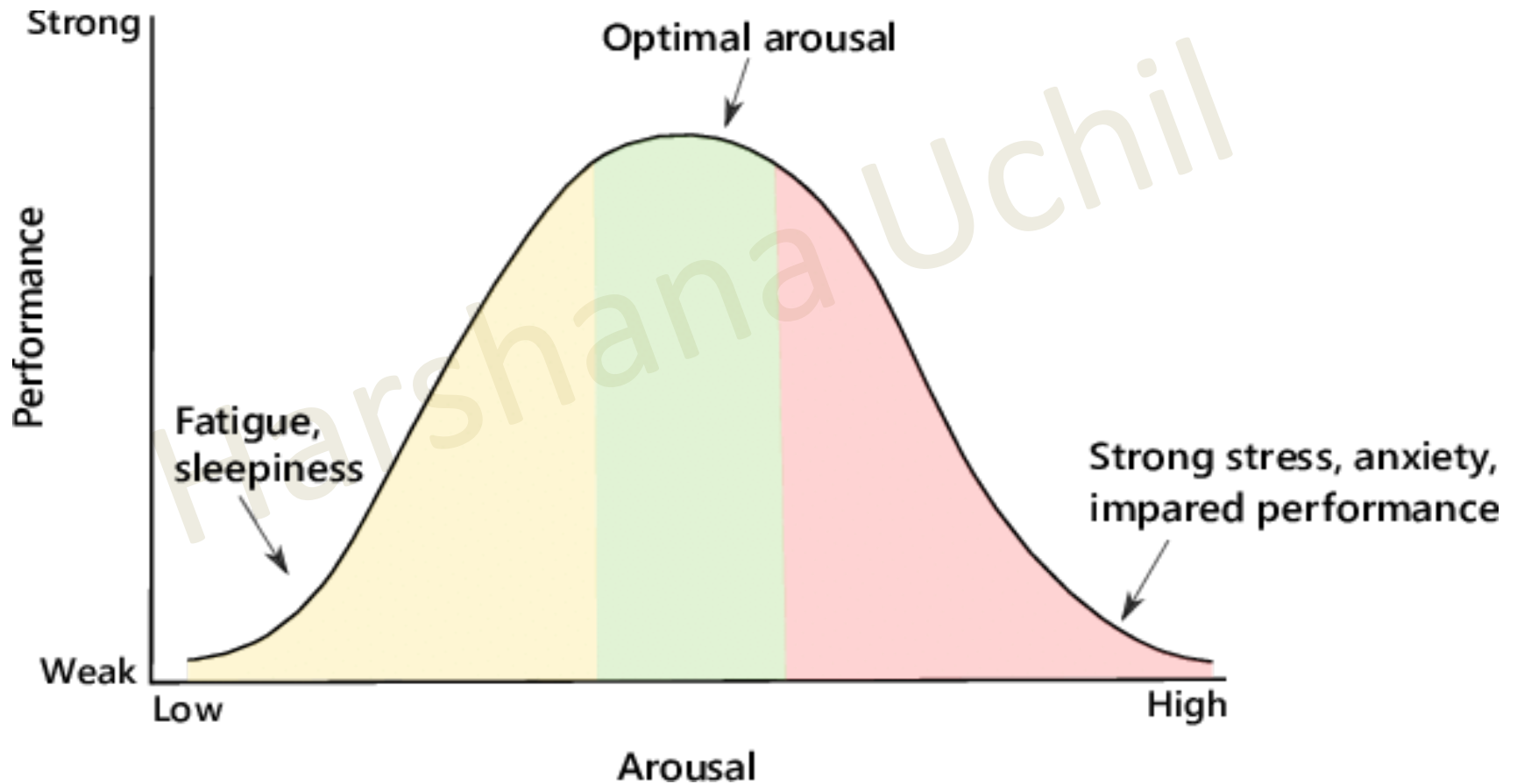
- This happens because their past success has led them to believe in their own fixed intelligence.

- Those who believe that intelligence is changeable, tend to show an internal locus of control.
- Believing that their own actions and efforts will improve their intelligence and in taking control or increasing their efforts when faced with challenges.
- **Recommendations:**
 - a) Teachers and parents to praise efforts and methods that children use to make those efforts.
 - b) A constructive criticism, when linked with praise of efforts and the use of strategies, will be a better influence on the child's self-esteem and willingness to challenge themselves.

Arousal and Incentive Approach

- **Arousal theory**, theory of motivation in which people are said to have an **optimal (best or ideal) level of tension** that they seek to maintain by increasing or decreasing stimulation.
- Task performance may suffer if the level of arousal is too high or if the level of arousal is too low.
- A moderate level of arousal is the best.

Arousal and Performance



- Thus maintaining an optimal level of arousal, may involve either reducing tension or creating it.
- An average person requires moderate arousal to feel content.
- The person who needs more arousal is called a sensation seeker.

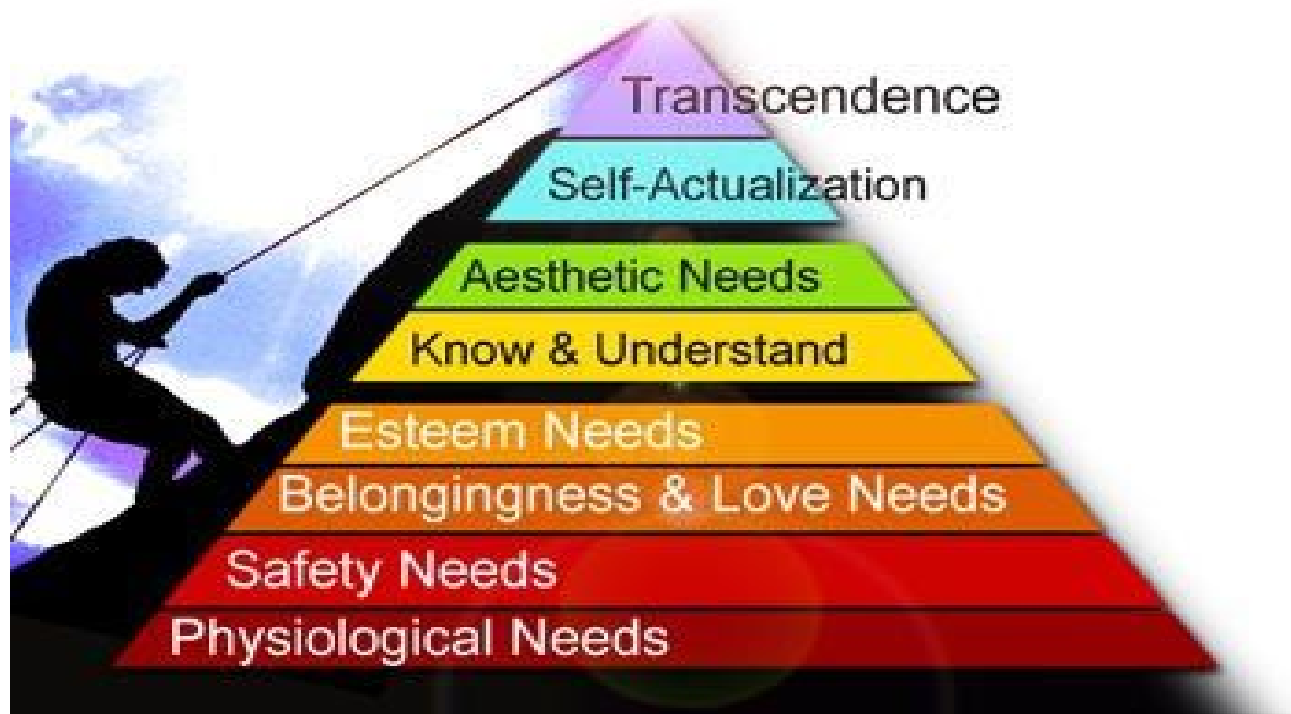
Incentive approaches

- Here, behavior is explained in terms of the external stimulus and its rewarding properties.
- Many theorists today see motivation as a result of both the “push” of internal needs or drives and the “pull” of a rewarding external stimulus.

Humanistic Approaches

1) Maslow's Hierarchy of Needs

Maslow's **Hierarchy of Needs**



- People move up the pyramid as they go through life, gaining wisdom and the knowledge of how to handle many different situations.
- Self actualization is the point at which people have satisfied the lower needs and achieved their full human potential.
- According to Maslow, the process of growth and self-actualization is the striving to make peak experiences happen again and again.
- As and when individuals experience self-actualization even temporarily, it is known as peak experiences.
- However, Maslow's theory has little scientific support.

Self- Determination Theory

- In this theory there are 3 inborn and universal needs that help people gain complete sense of self and whole, healthy relationships with others.
- Three needs are:
 - 1) Autonomy
 - 2) Competence
 - 3) Relatedness

- **Autonomy**

- It is the need to be in control of one's own behavior and goals.

- **Competence**

- It is the need to be able to master the challenging tasks of one's life.

- **Relatedness**


- It is the need to feel a sense of belonging, intimacy and security in relationships with others.

- Satisfying the above needs can best be accomplished if the person has a supportive environment in which to develop goals and relationships with others.

- Thus enhancing intrinsic motivation.

Physiological and Social Components of Hunger

- Hormonal Influence
 - One factor in hunger seems to be the insulin response that occurs after we begin to eat.
 - Insulin and Glucagon are hormones that are secreted by the pancreas to control the following:
 - a) Levels of fats
 - b) Proteins
 - c) Carbohydrates
 - d) Glucose i.e. sugar
 - Insulin reduces the level of glucose.
 - Glucagon increases the level of glucose.

- Carbohydrates (pasta Glucose) → Insulin 
- High Blood sugar leads to high insulin release which leads to low blood sugar level, which increases appetite and increases one's tendency to overeat.
- Thus controlling the carbohydrate, can control the insulin reaction and prevent hunger cravings later on.
- The hormone Leptin has been identified as one of the factors that seems to control appetite.
- Genetic abnormalities in the receptors for Leptin may play an important role in obesity.

- The role of hypothalamus
 - The Ventromedial hypothalamus (VMH) may be involved in stopping the eating response when Glucose level goes up.
 - The Lateral Hypothalamus, seems to influence the onset of eating when insulin levels go up.

- Weight set point and basal metabolic rate
 - According to some researchers Hypothalamus affects the particular level of weight that the body tries to maintain, called the **weight set point**.
 - Injury to the hypothalamus raises or lowers the weight set point, causing either drastic weight loss or weight gain.
 - **Metabolism**, is the speed at which the body burns available energy.
 - Faster metabolism leads to people eating large amount of food without gaining weight.
 - Slower metabolism leads to people eating small amount of food and still gaining weight.
 - Regular exercise can help people with slow metabolism to slow the process of weight gain.

- The rate at which the body burns energy when a person is resting is called the basal metabolic rate (BMR) and is directly tied to the set point.
- If BMR decreases, then the person's weight will increase if consumed the same amount of calories.
- BMR decreases with age due to reduction in physical activities.

- Social Component of Hunger
 - Social cues that tell people to eat
 - Breakfast, Lunch and Dinner
 - These are generally conditioned by the body to release hunger reflexes during specific time of the day since the body is used to eating at that time.
 - Sometimes it's the appeal of the food that makes us hungry.
 - Food can be used at times of stress as a comforting routine.

- Obesity
 - It's a condition in which the body weight of a person is 20 percent or more over the ideal body weight for that person's height.
 - Heredity plays an important role here.
 - Several set of genes and chromosomes influences a person's likelihood of becoming obese.
 - Hormone Leptin also plays an important role in controlling appetite.
 - Overeating is another factor leading to obesity.
 - Dining out i.e. eating junk
 - Lifestyle choices
 - Stress
 - Slow metabolism.

Emotion

- Human beings are full of feelings or emotions
- Although emotions may be internal processes, there are outward physical signs of what people are feeling.

The three elements of emotions

- Emotion can be defined as the feelings aspect of consciousness, characterized by three elements:
 - 1) Physical arousal
 - 2) A certain behavior that reveals the feelings to the outside world
 - 3) Inner awareness of the feelings.

- The physiology of emotions
 - When a person experiences an emotion, an arousal is created by the sympathetic nervous system.
 - Heart rate increases
 - Breathing becomes rapid
 - The pupils dilate
 - Mouth may become dry

- Through Laboratory devices researchers have found that different emotions may be associated with different physiological reactions:

Sadness, Fear, Anger	Disgust
Greater increase in heart rate	Higher increase in skin conductance

- As per research there is no specific, unique physiological reaction associated with lying versus telling the truth.
- Polygraph test was originally designed to detect lie, but its benefits are not proven and not considered valid in the courtroom.

- **Amygdala**, a small area within the limbic system on each side of the brain, is associated with:
 - 1) Emotions such as fear and pleasure in both humans and animals.
 - 2) Facial expressions of human emotions.
- Emotional stimuli travel to the amygdala by both a “low road” which is fast and “high road” which is slow

- According to research, positive emotions are associated with the left frontal lobe of the brain, whereas negative emotions are associated with the right frontal lobe of the brain.
- Particularly for Women, the right hemisphere of the brain is more active while identifying emotions on another person's face.
- Children are less able to identify negative emotions than positive emotions.

- The behavior of emotion: emotional expression
 - According to Charles Darwin, all human beings no matter what their culture is, would show same facial expressions because the facial muscles evolved to communicate specific information to onlookers.
 - According to research people from different culture can identify atleast 7 basic emotions consistently: anger, fear, disgust, happiness, surprise, sadness, contempt.
 - **Display rules** are learned ways of controlling display of emotion in social settings, that can vary from culture to culture.
 - It depends upon whether the culture is individualistic or collectivistic culture.
 - It also depends upon gender.
 - According to a study it was found that, those who cry after being emotionally charged, experiences a slight dip in mood immediately but an increase in positive mood after a delay.

- Subjective experience: Labeling Emotion
 - One can interpret the subjective feeling by giving it a label i.e. anger, fear etc.
 - The label a person applies to a subjective feelings is a learned response influenced by their language and culture.

Culture and Emotions

- There are certain universal emotions that involve unique patterns of responses.
- According to the facial recognition studies there are certain universal modes of communication of emotion or certain emotion components.
- Investigation of cultural variations in the components of emotions take into account the antecedent event, appraisal, physiological change, change in action-readiness, change in cognitive functioning and change in regulator process.

Early theories of emotions

- Common-sense theory of emotion

Eg: I am shaking because I am afraid

Stimulus: Barking dog

First response: Conscious fear

Second response: ANS arousal

- James-Lange Theory of Emotion

Eg: I am afraid because I am shaking

Stimulus: Barking Dog

First Response: ANS arousal and changes in body

Second response: Conscious fear

- Cannon-Bard Theory of emotion

Eg: I am shaking and feeling afraid at the same time.

Stimulus: Barking dog

First Response: Subcortical brain activity

Second Response: ANS arousal, changes in body and conscious fear.

- **The facial feedback hypothesis**

- According to Charles Darwin, facial expressions evolved as a way of communicating intentions such as threat or fear and that these expressions are universal within a species rather than specific to a culture.
- According to Facial Feedback Hypothesis, the facial expressions provide feedback to the brain concerning the emotion being expressed, which in turn not only intensifies the emotion but also actually causes the emotion

Eg: The fearful expression on my face enhances my sense of being afraid

Stimulus: barking dog

First response: ANS arousal in face and facial expression

Second response: cognitive interpretation of face emotions leading to fear.

- Lazarus and the cognitive-mediational theory of emotion:

Eg: The barking dog is dangerous and therefore I should feel afraid

Stimulus: Barking dog

First response: appraisal of threat leading to fear

Second response: bodily response

- It's the theory of emotion in which a stimulus must be interpreted (appraised) by a person in order to result in a physical response and an emotional reaction.
- Here the most important aspect of any emotional experience is how the person interprets or appraises the stimulus that causes then emotional reaction.

Positive Emotions

- Positive emotions are positive affects and refers to emotions like humility, compassion, love, forgiveness, joy, contentment, forgiveness, happiness etc.
- Negative emotions are emotions such as fear, guilt, sadness etc.
- Positive emotions open up thinking in creative and imaginative ways.
- Psychological adaptations to circumstances can be considered as positive emotions which facilitate chances of survival and reproduction.

- Positive emotions broaden the horizon of thoughts and actions that come to our minds and help in generativity and behavioural flexibility.
- Positive emotions reduce the effect of negative emotions.

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Question

- 1) What is motivation? Distinguish between Intrinsic and Extrinsic Motivation.
- 2) Explain the key elements of the early instinct and drive reduction approaches to motivation.
- 3) Explain David McClelland's Theory of Needs.
- 4) Explain the key elements of the arousal and incentive approaches to motivation.
- 5) Explain how Maslow's hierarchy of needs and self-determination theories explain motivation.
- 6) Explain the physical and social factors that influence hunger.
- 7) Explain some of the factors that contribute to Obesity.
- 8) Describe the three elements of emotion.
- 9) Distinguish among the common sense theory, James-Lange theory, Cannon-Bard theory and facial feedback theory of emotions.
- 10) Identify the key elements in the cognitive arousal and cognitive mediational theories of emotions.
- 11)
 - a) Write a brief note on positive emotions.
 - b) Summarise the five steps of the "Getting things done" method.