Summary

- There are many different theories about motivation, emotion, and personality.

Motivation

- Feelings or ideas that cause someone to go towards a goal

Theories of Motivation

1. Drive Reduction Theory
   a. Behavior motivated by biological needs
   b. Homeostasis must be maintained
   c. Primary drives: biological needs (food, water, etc.)
   d. Secondary drives: learned drives like money which help get biological needs

2. Arousal Theory
   a. Suggests that humans look for the optimal level of arousal
   b. Ex: getting on a rollercoaster for thrill
   c. Yerkes-Dodson Law: we perform better at easy tasks with a high level of arousal; we may perform worse with high arousal on difficult tasks; we perform best with intermediate arousal

3. Incentive Theory
   a. People are motivated by a desire rather than a need

From https://simplestudies.edublogs.org
Maslow: The Self Actualizing Person

- Hierarchy of NEEDS

Image source: https://www.simplypsychology.org/maslow.html

Biological Basis of Hunger

- **Washburn Balloon Experiment**: Washburn swallowed a balloon and saw that stomach contractions are what aid the feeling of hunger
- The **hypothalamus** causes the feeling of hunger when we need to eat
  - **Lateral hypothalamus**: when electrically stimulated, the lateral hypothalamus causes an animal to begin to eat. Destruction of this area would cause an animal to starve (because hunger disappears)
  - **Ventromedial hypothalamus**: when electrically stimulated, it causes an animal to stop eating (damage of this means the animal would not stop eating and never feel full)
- We are **hungry** when we have low glucose and high insulin
- **Set point**: the certain body weight the hypothalamus wants to maintain
- **Metabolic rate**: how our body uses energy
- **Hunger Hormones**
  - If you are hungry, **orexin and ghrelin** are released
  - If you are not hungry, **leptin and PYY** are released

Environmental Basis of Hunger

- **Externals**: external food cues (ex: glucose level decreases with sight/smell of food)

From https://simplestudies.edublogs.org
• **Garcia Effect**: taste aversions; when you feel nauseous the first time you eat something, you always feel that way about it
  ○ People of different cultures learn to appreciate different foods

**Eating Disorders**

• **Bulimia**: binge eating followed by purging (vomiting, etc.)
• **Anorexia Nervosa**: starving the body to below 85% of normal body weight
• **Obesity**: severely overweight; this can be due to unhealthy ways or predisposition

**Sexual Motivation**

• **Sexual Response Cycle (Masters and Johnson)**
  ○ Initial excitement, plateau, orgasm, resolution
• **Sexual Orientation**
  ○ There is a genetic link
  ○ Identical twins = if one is gay, the other is quite likely to be gay (similar brain structures, too)

**Social Motivation**

• **Achievement motivation**: varies among individuals; we have a desire to master complex goals
• **Extrinsic motivation**: working for an outer goal (money, rewards/punishments)
• **Intrinsic motivation**: working towards an inner goals (self-esteem, satisfaction)
• **Management theory**
  ○ **Theory X** management style: people have extrinsic motivation (works for short period of time)
  ○ **Theory Y** management style: people have intrinsic motivation (works for a longer period of time)
• **Conflicting motives**
  ○ **Approach-approach**: when you have two options and both are positive
  ○ **Avoidance-avoidance**: when you have two options and both are negative

*From https://simplestudies.edublogs.org*
○ **Approach-avoidance**: when you have one choice and it is both positive and negative

○ **Multiple approach-avoidance**: when you have multiple options and each has positive and negative qualities

**Work Motivation**

- **Flow**: concept where one is so absorbed by doing something that they lose track of time
  (this is considered healthy in many cases)

**Theories of Emotion**

1. **James-Lange Theory**: physiological response first and then emotion second
   a. Heart beats and then that causes fear

2. **Cannon-Bard Theory**: physiological change and emotion occur at the same time

3. **Two-Factor Theory (Singer, Shacter, Lazarus)**: physiological change and cognitive label occur at the same time to feel emotion
Stress

- **Stressors**: life events that cause stress
- **SRRS (Social Readjustment Rating Scale)**: measures level of stress caused by different life-changing events
  - Measured in LCUs (life changing units) (ex: going to college, getting married)
- **Selye’s General Adaptation Syndrome**: reaction to stress occurs in three stages
  - (mnemonic ARE)
    - Alarm reaction: sympathetic arousal
    - Resistance: coping with stress
    - Exhaustion: vulnerable to disease/sickness
- Perceived control over a situation lessens stress, and a perceived lack of control causes more stress.

Personality

- An individual’s distinctive and enduring characteristic pattern of thinking, feeling, and behaving

Psychosexual Stages

1. **Oral** (10-18 months)
2. **Anal** (18-36 months)
3. **Phallic** (3-6 years)
4. **Latency** (6-puberty)
5. **Genital** (puberty and onward)

- **Oedipus Complex**: attracted to mom, jealous of dad (for boys)
- **Adler Inferiority Complex**: sad life because of bad childhood
- **Jung** thought of **collective conscious** (multiple people think the same things)
Freudian

- Mainly sexual
- Studied mental and physical effects caused by **psychological factors**
- **UNCONSCIOUSNESS** vs. **CONSCIOUSNESS**
- **Psychoanalysis**: human personality structure and development
- **Iceberg model**
  - Id: for unconscious needs and wants, “pleasure principle”
  - Ego: mostly conscious thoughts and judgements, “reality principle”
  - Superego: right vs. wrong, “morality principle”
- **Neo-Freudian**
  - Adler/Horney: mainly social, not sexual
    - Adler studied how the inferiority complex motivates many people.
  - Jung: collective unconscious, species’ experience, not personal
  - Horney studied how this all applied to women's inferiority.

Defense Mechanisms

1. **Regression**: return back to earlier psychological/psychosexual stages
   a. Nervous teenager goes back to biting nails
2. **Reaction formation**: switching to opposite impulse
   a. Sarcasm when actually mad
3. **Projection**: think others are feeling what you are feeling
   a. Saying that “The teacher hates me”, when in reality, you actually hate the teacher
4. **Rationalization**: excuses even though you know it is wrong
   a. A drinker might say “I’m just being sociable.”
5. **Displacement/Sublimation**: sexual/aggressive impulses onto unthreatening things
   a. Angry at boss, but yell at wife/kids
6. **Denial**: just say no; leave problems
   a. If someone calls and says that your daughter did the worst in her class on a test, you might say “She did not!” so that you don’t be seen as weak

Psychoanalysis Therapies

From https://simplestudies.edublogs.org
● **Free association**: just talk about the first things that come to mind
  ○ See impulses and triggers of the unconscious
● **Projective tests**: look at random image and say what you see
  ○ Not reliable or valid
● **Thematic apperception test**: look at an image and tell a story

### Trait Theories
- These are criticized for underestimating a situation
- Meant to show the pretty much **unchanging traits** that people have in life (different for different people)
- **Nomothetic Approaches**: a basic set of traits can describe anyone’s personality
  ○ Eysenck’s: introversion-extraversion and stability-instability scales on a 2-d plane
  ○ **Big 5 Personality traits**: (mnemonic CANOE or OCEAN) Conscientiousness, Agreeableness, Openness, Extraversion, Neuroticism
  ○ Cattell: there are 16 personality factors (pf)
  ○ Myers-Brigg Personality test
- **Idiographic Approach**: all humans have unique personalities
  ○ Gordon Allport and Cardinal Dispositions

### Biological Theories
- Personality is determined by **genes**, chemistry, etc.
- **Heritability**: the measure of the percentage of a trait that is inherited
- **Temperament**: the emotional style and characteristics of a person when dealing with the world
- **Somatotype Theory (Sheldon)**: there are 3 body types associated with personality traits
Behaviorist theory

- States how personality is determined by the **environment** and other outside influences (ex: reinforcers, punishments, etc.)

Social-Cognitive Theory

- **(Bandura)** personality is determined by the environment and patterns of thought (how we interpret events)
- **Reciprocal determinism (triadic reciprocality):** there is interaction between traits, environments, and behavior; these three things influence each other like a loop
- **Self-efficacy:** if you are optimistic about your own ability to accomplish things
  - low self-efficacy means you feel powerless
  - **Internal Locus of Control:** the belief that you control your own destiny
    - “If I work hard, I will succeed.”
  - **External Locus of Control:** the belief that everything except yourself controls your destiny
    - “I can’t help it that I am horrible.”
- **Learned Helplessness:** the belief that some people get the ideas that they cannot help themselves because of earlier uncontrollable events
- **Individualistic culture:** like in the United States; the focus is on the uniqueness of every person and their decisions
- **Collectivist culture:** like in Japan, where people do everything for the greater good of their community

Humanistic Theory

- People are **innately good** and have **free will** (control own destiny)
- **Self-Actualization:** Maslow states how people are ultimately motivated to reach their full potential
- **Unconditional positive regard:** this is when you accept someone no matter what; helps develop strong self-concept

Assessment Techniques

From https://simplestudies.edublogs.org
- **Projective tests** to reveal the unconscious
  - Thematic Apperception Test
  - Rorschash inkblot
- **Personality Inventories** for self-reporting
  - MMPI: Minnesota Multiphasic Personality Inventory; most widely used
- **Barnum effect**: the susceptibility of people to be deceived when there are vague reports (usually positive); astrologers and psychics take advantage of this
- **Positive psychology**: Seligman’s idea that studying happy people is important to know what lifestyle and such leads to happiness