

# Motivation and Emotion

Module 37 Motivational Concepts, 38 Hunger Motivation, 39 Sexual Motivation, 40 Social Motivation

## Motivation:

1. Dynamics Associated with Motivation: ISDT
2. Definition of Motivation
3. Intervening Variable
4. Biological Factors
5. Emotional Factors
6. Cognitive Factors
7. Social Factors
8. Theories of Motivation:
9. Instinct
10. Drive Reduction
11. Optimal Arousal
12. Maslow's
13. Needs Vs. Drives = Need/Drive/Response/Goals
14. External Stimuli or Internal Need
15. Incentive Value
16. Over-Justification Effect
17. Primary Motives=Homeostasis
18. Stimulus Motives
19. Secondary Motives
20. Drive Reduction Theory
21. Instinct Theory
22. Arousal Theory
23. Yerkes Dodson Law
24. Sensation Seekers
25. Hunger, Homeostasis,
26. External Aspects,
27. internal aspects,
28. Glucose/Hypoglycemia
29. Hypothalamus
30. Lateral/Ventro-Medial
31. Paraventricular Nucleus/Neuropeptide/GLP1
32. Blood Chemistry/Set Point/Ghrelin/Orexin/Insulin/Leptin
33. Situational Factors
34. Obesity/Bulimia/Anorexia
35. Psychological Aspects of Hunger
36. Pain Drive Reduction

- 37. Maslow's Hierarchy (we are motivated by Maslow's Hierarchy)
- 38. Growth Needs/Meta Needs/Intrinsic Needs/Extrinsic Needs
- 39. Social Motivation/Affiliation Needs
- 40. Brain Reward System
- 41. Isolation/ostracism/Rejection
- 42. nACh/Parent Supports
- 43. Sexual Motivation
- 44. Sex Researchers/Kinsey/Masters and Johnsons
- 45. Biology of Sex/Sex Hormones
- 46. Socio/Cultural Aspects of Sexuality/Sexual Orientation/Hetero/Homo/Bi
- 47. Consistent Gender Differences
- 48. University of Chicago Sex Survey
- 49. Richard Solomon Opponent Process Theory

## Emotion

- 1. Definition of Emotion
- 2. Adaptive Behavior
- 3. Connection between Motives and Emotions
- 4. Emotion as Psychological and Physiological
- 5. Action Tendency
- 6. Biology of Emotion
- 7. Theories of Emotion
- 8. James-Lange Peripheral Theory
- 9. Cannon-Bard Central Theory
- 10. Stanley Schacter two Factor Theory
- 11. Zajonc
- 12. Top Down/Bottom Up Processing
- 13. Richard Lazarus Cognitive Appraisal
- 14. Plutchik
- 15. Brain Emotion
- 16. Facial Expression/Facial Feedback