

Unit Eleven

Motivation, Emotion and Stress

Directions: As an introduction to the unit, this is a quote to give you the chance to think about the concepts we are about to discuss. Determine which letter from the choices above is the correct one and fits into the spaces below. When you are finished fill in the quote below.

A quote from Carl Jung:

T				N		T			G				O		K		O	
F	H	T	R	E	M	C	Y	O	N	T			A	T	I	E	N	
N	S	E	P	W	T	H	N	G	U	T	H	E	N	A	O	V	N	E
S	S	F	I	A	I	O	H	L	I	O	F	T	M	M	N	D	R	M
E	N	A	O	R	T	I	A	N	I	B	E	O	D	O	R	T	O	A

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DISCOVERING PSYCHOLOGY

MOTIVATION AND EMOTION

Directions: This will be due at the end of this film. You are to answer the following questions. The concepts are presented chronologically during the film.

1. What psychological concept is based on the Latin term "molera"?
2. What does motivation describe in humans?
3. What are some examples of external motivators?
4. What are some examples of internal motivators?
5. What is an addiction?
6. What is a phobia?
7. In terms of motivation, what is the obvious relationship between pleasure and pain?
8. How does society affect the obvious relationship between pain and pleasure?
9. What two things did Freud suggest all humans are born with?
10. What two humanist are described as having a more positive outlook n motivation?
11. Fill in the missing levels on the hierarchy of needs.

Transcendence

\_\_\_\_\_

Self Esteem

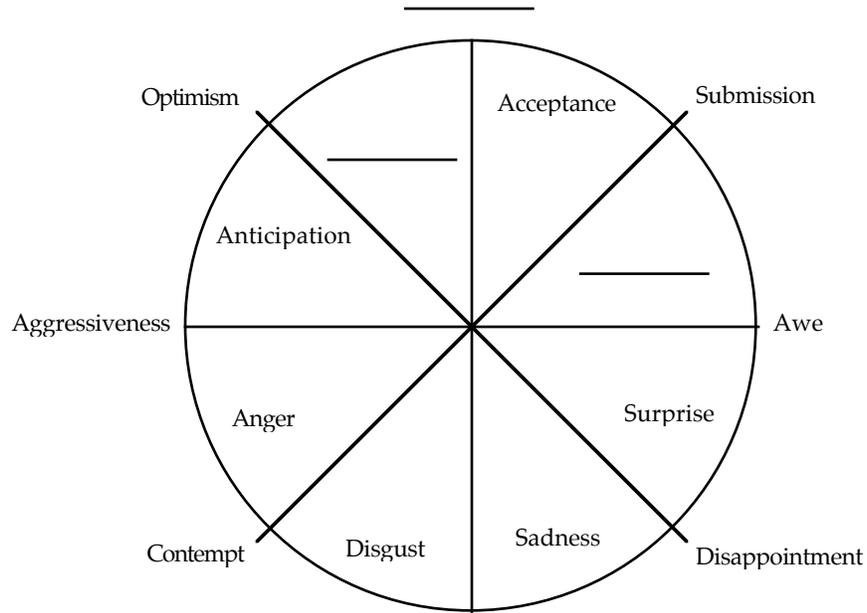
\_\_\_\_\_

Safety

\_\_\_\_\_

12. How would a changing environment and two genetic parents be a strong asset to the perpetuation of a species?

13. Why would such a situation require at least one of the species parents to show off for the other potential parent?
14. Charles Darwin suggested that emotion is \_\_\_\_\_.
15. Fill in the missing elements.



16. What does explanatory style mean?
17. What are the meanings of the six characteristics of optimism and pessimism?

		Optimistic	Pessimistic
Locus of Control	Internal	_____	
	External	_____	
Lasting Effect	Stable	_____	
	Global	_____	
Event	Stable	_____	
	Global	_____	

18. How does pessimism affect health in middle age?

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Directions: match each concept to the appropriate statement, and write the corresponding letter in the space provided. Be ready to justify your answers.

1. \_\_\_\_\_ Evaluating the personal meaning of an emotional situation
2. \_\_\_\_\_ The value a goal holds for a person or animal above and beyond the goal's ability to fill a need
3. \_\_\_\_\_ A need for success or the attainment of excellence
4. \_\_\_\_\_ Active self-starvation or a sustained loss of appetite that has psychological origins
5. \_\_\_\_\_ A theory of motivation that assumes people prefer to maintain "ideal," or comfortable, levels of arousal
6. \_\_\_\_\_ The first four levels of needs in Maslow's hierarchy; lower needs tend to be more potent than higher needs
7. \_\_\_\_\_ Excessive eating (gorging) usually followed by self-induced vomiting and/or taking laxatives
8. \_\_\_\_\_ According to this theory, emotional feelings and bodily arousal occur simultaneously and both begin with activity in the thalamus
9. \_\_\_\_\_ The psychological expression of a motive; for example, hunger, thirst, or a drive for success
10. \_\_\_\_\_ A state characterized by physiological arousal, subjective feelings, changes in facial expression, and adaptive behaviors
11. \_\_\_\_\_ The target or objective of a motivated and directed chain of behaviors
12. \_\_\_\_\_ A steady state of bodily equilibrium normally maintained automatically by various physiological mechanisms
13. \_\_\_\_\_ According to this theory, emotional feelings follow bodily arousal and come from awareness of such arousal
14. \_\_\_\_\_ According to Plutchik, the most basic emotions are fear, surprise, sadness, disgust, anger, anticipation, joy, and acceptance
15. \_\_\_\_\_ Innate motives based on biological needs
16. \_\_\_\_\_ Attention, recognition, esteem, etc.
17. \_\_\_\_\_ Any muscular action, glandular activity, or other identifiable behavior
18. \_\_\_\_\_ Motives based on learned psychological needs
19. \_\_\_\_\_ A theoretical proportion of body fat that tends to be maintained by changes in hunger and eating
20. \_\_\_\_\_ Conducted the contact comfort studies

Concepts

- |                      |                           |                 |                        |
|----------------------|---------------------------|-----------------|------------------------|
| A. SET POINT         | B. COGNITIVE THEORY       | C. HOMEOSTASIS  | D. PRIMARY EMOTIONS    |
| E. BULIMIA NERVOSA   | F. DRIVE REDUCTION THEORY | G. HARRY HARLOW | H. AROUSAL THEORY      |
| I. CONTACT COMFORT   | J. CANNON-BARD THEORY     | K. RESPONSE     | L. INCENTIVE VALUE     |
| M. ANOREXIA NERVOSA  | N. EMOTIONAL APPRAISAL    | O. GOAL         | P. PRIMARY MOTIVES     |
| Q. FUNDAMENTAL NEEDS | R. JAMES-LANGE THEORY     | S. DRIVE        | T. PSYCHOLOGICAL NEEDS |
| U. BASIC NEEDS       | V. ACHIEVEMENT MOTIVATION | W. EMOTION      | X. SECONDARY MOTIVES   |

Unit Eleven

Motivation, Emotion and Stress

DIRECTIONS: Define or explain the significance of each of the following concepts. These concepts are directly taken from the Chapter Test.

AFFECT

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ATKINSON, J.W.

-----

CANNON-BARD THEORY

-----

DRIVE

-----

DRIVE REDUCTION THEORY

-----

EKMAN, PAUL

-----

EMOTION

-----

EXPECTANCY VALUE THEORY

-----

EXTRENSIC

-----

FACIAL FEEDBACK

-----

FUNDAMENTAL NEEDS

-----

GLUCAGON

-----

GLUCOSTATIC THEORY

-----

HARLOW, HARRY

-----

HOMEOSTASIS

-----

HORNER, MATINA

-----

HULL, CLARK

-----

HUNGER DRIVE

-----

IMBALANCE

-----

INCENTIVE

-----

INSTINCT

-----

INSULIN

-----

INTRINSIC (INTERNAL)

-----

JAMES, WILLIAM

-----

JAMES, WILLIAM

---

JAMES-LANGE THEORY

---

LATERAL HYPOTHALAMUS

---

LEARNING GOALS OR INTRINSIC REWARDS

---

MASLOW, ABRAHAM

---

MCCLELLAND, DAVID

---

MOTIVATION

---

MOTIVE TO AVOID SUCCESS

---

NEED

---

OBESE

---

OPPONENT-PROCESS THEORY

---

PERFORMANCE

---

PERFORMANCE GOAL

---

POLYGRAPHS (LIE DETECTORS)

---

PSYCHOLOGICAL HUNGER FACTORS

---

PSYCHOLOGICAL NEEDS

---

SCHACHTER, STANLEY

---

SCHACHTER-SINGER THEORY

---

SELF-ACTUALIZATION

---

SET POINT

---

STATISTICS ON OBESITY

---

STIMULUS MOTIVE

---

TAT

---

THREATENING ELEMENTS

---

VENTROMEDICAL HYPOTHALAMUS

---

YERKES-DODSON LAW

---

Unit Eleven

Motivation, Emotion and Stress

A crossword puzzle grid with 38 numbered starting points for words. The grid consists of white squares for letters and black squares for empty space. The numbers are as follows:

- 1: Down, 1 square
- 2: Down, 1 square
- 3: Across, 10 squares
- 4: Down, 1 square
- 5: Across, 8 squares
- 6: Down, 1 square
- 7: Across, 5 squares
- 8: Down, 1 square
- 9: Across, 6 squares
- 10: Across, 4 squares
- 11: Across, 4 squares
- 12: Down, 1 square
- 13: Across, 4 squares
- 14: Down, 1 square
- 15: Across, 4 squares
- 16: Across, 10 squares
- 17: Down, 1 square
- 18: Across, 8 squares
- 19: Across, 6 squares
- 20: Down, 1 square
- 21: Across, 8 squares
- 22: Across, 8 squares
- 23: Across, 1 square
- 24: Across, 10 squares
- 25: Across, 4 squares
- 26: Across, 3 squares
- 27: Across, 8 squares
- 28: Down, 1 square
- 29: Across, 2 squares
- 30: Across, 2 squares
- 31: Across, 8 squares
- 32: Across, 4 squares
- 33: Across, 8 squares
- 34: Down, 1 square
- 35: Across, 12 squares
- 36: Across, 12 squares
- 37: Across, 12 squares
- 38: Across, 10 squares

## Across

3. Maslow suggested the people must satisfy \_\_\_\_\_ need to live.
5. Emotions are states of \_\_\_\_\_.
7. Harry \_\_\_\_\_ did drive reduction research involving monkeys.
9. The \_\_\_\_\_ process theory suggests that with every emotion there is another of the opposite.
10. If the \_\_\_\_\_ hypothalamus is stimulated, an animal will eat until it dies.
13. According to Clark \_\_\_\_\_, when an organism is deprived of something that it wants, the organism becomes tense.
15. The Cannon \_\_\_\_\_ theory suggests that emotions accompany the bodily responses that are aroused by an external stimulus.
16. If the \_\_\_\_\_ hypothalamus is stimulated, an animal will starve itself to death.
18. Performance goals are satisfied with \_\_\_\_\_ rewards.
19. A \_\_\_\_\_ is a stimulus that moves a person to behave in ways designed to accomplish a specific goal.
21. Fixed-action patterns are sometimes called \_\_\_\_\_.
22. Learning goals are satisfied with \_\_\_\_\_ rewards.
23. According to behaviorist, there is no such thing as \_\_\_\_\_.
25. D.W.'s body craved \_\_\_\_\_.
26. A person's \_\_\_\_\_ point is the normal weight around which the person functions.
27. Innate or natural tendencies of an organism to make specific responses to specific stimuli are called \_\_\_\_\_.
29. J.W. Atkinson developed the expectancy \_\_\_\_\_ theory
31. An \_\_\_\_\_ person is twenty percent over his or her ideal body weight.
32. Darwin suggested that humans all express emotion in the same basic way.
33. According to Schachter, overweight people respond to external factors and normal weight people respond to internal factors.
35. The ability to perceive, imagine, and understand emotions and to use that information in making decisions is called Emotional \_\_\_\_\_.
36. The drive for people to tackle challenging situations and to meet high personal standards of success have a high \_\_\_\_\_ motivation.
37. TAT stands for Thematic \_\_\_\_\_ Test.
38. Maslow organized human needs into a \_\_\_\_\_ .

## Down

1. Self \_\_\_\_\_ refers to the need to become what one believes he or she is capable of being.
2. A word that is often used synonymously with emotion is \_\_\_\_\_.
4. Cognitive theorists believe that bodily changes and thinking work together to produce emotions.
6. We often eat to be \_\_\_\_\_.
8. An incentive is the \_\_\_\_\_ or thing that we seek to gain.
11. Drive \_\_\_\_\_ theory is based on learning as well as motivation
12. Forces that motivate an organism to take action is called \_\_\_\_\_.
13. The tendency to maintain the state of equilibrium in the body is called \_\_\_\_\_.
14. The psychological and physiological factors that cause or influence behavior is called \_\_\_\_\_.
17. A need results from a lack of something that is \_\_\_\_\_ or useful.
20. The only theory of emotion that has both a physiological arousal and an external stimulus is the \_\_\_\_\_ Appraisal.
22. The pancreas releases \_\_\_\_\_ to convert calories into energy.
24. According to drive reduction theory, children become attached to their \_\_\_\_\_ because mothers give them food.
28. There is growing evidence that there is a \_\_\_\_\_ component to obesity.
30. According to \_\_\_\_\_, one's emotions follow their behavioral reactions to their situations.
34. Heredity may contribute to \_\_\_\_\_.