Chapter 12:

Motivation



AP Psychology

Mrs. Wilson

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| Assignment | Due Date |
| Read 469-473 |  |
| Read 473-480 |  |
| Read 481-487 |  |
| Read 487494 |  |
| Read 495-510 |  |

Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Period \_\_\_\_\_

**Motivation and Emotion (6–8%)**

In this part of the course, students explore biological and social factors that motivate behavior and biological and cultural factors that influence emotion.

AP students in psychology should be able to do the following:

1. Identify and apply basic motivational concepts to understand the behavior of humans and other animals

a. instincts,

b. incentives,

c. intrinsic versus extrinsic motivation,

d. etc.

2. Explain the biological underpinnings of motivation, including needs, drives, and homeostasis.

3. Compare and contrast motivational theories, including the strengths and weaknesses of each.

a. drive reduction theory,

b. arousal theory,

c. general adaptation theory,

d. etc

4. Describe classic research findings in specific motivation systems

a. eating,

b. sex,

c. social,

d. etc.

5. Discuss theories of stress and the effects of stress on psychological and physical well-being. (textbook chapter 12)

6. Compare and contrast major theories of emotion.

a. James–Lange,

b. Cannon–Bard,

c. Schachter two-factor theory

7. Describe how cultural influences shape emotional expression, including variations in body language.

8. Identify key contributors in the psychology of motivation and emotion (What, When, Where and Why)

a. William James,

b. Alfred Kinsey,

c. Abraham Maslow,

d. Stanley Schachter,

e. Hans Selye.

Key Terms and Figures

**Terms**

1. Motivation
2. Instinct
3. Drive reduction theory
4. Homeostasis
5. Incentive
6. Hiearchy of needs
7. Glucose
8. Set point
9. Basal metabolic rate
10. Aneorexia nervosa
11. Bulimia nervosa
12. Sexual response cycle
13. Refractory period
14. Sexual disorder
15. Estrogen
16. Testosterone
17. Sexual orientation
18. Flow
19. Industrial-organizational psychology
20. Structured interviews
21. Achievement motivation
22. Task leadership
23. Social leadership

**Names**

1. Alfred Kinsey
2. Abraham Maslow

KEY TERMS DUE AT TEST

Journal – Think about your average day. What are your typical behaviors, your patterns? What motivates you to perform these tasks? Why do you do the things that you do? List five routine things that you do throughout the day and discuss your motivation. Think of one extraordinary thing that you did recently. What motivated you to do that?

Activity: You have been shipwrecked on a deserted tropical island and have little chance of rescue. Working with your partner, create a log of your time on the island. What are the first tasks you will apply yourself too? What are your priorities? Number them in order of importance. Once those initial goals are met, what additional tasks will you take on. Remember, you can’t rely on people coming to rescue you. You have to plan for the long haul.

**Sensation-seeking Scale**

For each of the 13 items, circle the choice, A or B, that best describes your likes or dislikes, or the way you feel.

1. A. I would like a job that requires a lot of traveling.

B. I would prefer a job in one location.

2. A. I am invigorated by a brisk, cold day.

B. I can’t wait to get indoors on a cold day.

3. A. I get bored seeing the same old faces.

B. I like the comfortable familiarity of everyday friends.

4. A. I would prefer living in an ideal society in which everyone is safe, secure, and happy.

B. I would have preferred living in the unsettled days of our history.

5. A. I sometimes like to do things that are a little frightening.

B. A sensible person avoids activities that are dangerous.

6. A. I would not like to be hypnotized.

B. I would like to have the experience of being hypnotized.

7. A. The most important goal of life is to live it to the fullest and experience as much as possible.

B. The most important goal of life is to find peace and happiness.

8. A. I would like to try parachute-jumping.

B. I would never want to try jumping out of a plane, with or without a parachute.

9. A. I enter cold water gradually, giving myself time to get used to it.

B. I like to dive or jump right into the ocean or a cold pool.

10. A. When I go on a vacation, I prefer the comfort of a good room and bed.

B. When I go on a vacation, I prefer the change of camping out.

11. A. I prefer people who are emotionally expressive even if they are a bit unstable.

B. I prefer people who are calm and even tempered.

12. A. A good painting should shock or jolt the senses.

B. A good painting should give one a feeling of peace and security.

13. A. People who ride motorcycles must have some kind of unconscious need to hurt themselves.

B. I would like to drive or ride a motorcycle.

Source: Zuckerman, M. (1994). *Behavioral expressions and biosocial bases of sensation seeking*. New

York, NY: Cambridge University Press. Reprinted by permission.

Classify the following needs according to Maslow’s Hierarchy of Needs. First, fill in the chart placing the levels in their correct place in the hierarchy. Then, look at the needs listed below and classify them according to level.

Belongingness Needs

Esteem Needs

Physiological Needs

Safety/Security Needs

Self-Actualization Needs

Self-Transcendence Needs

Food Self-Respect Money

Water Support Heat

Air Friendship Love

Sunlight Procreation Acceptance

Car Shelter Realizing Potential

Identity Beyond the Self

Hunger – Role of Hormones

|  |  |  |
| --- | --- | --- |
| Hormone | Tissue | Response |
|  |  |  |
|  |  |  |
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**PsychSim 5: HUNGER AND THE FAT RAT**

**The Hypothalamus**

* What are the two techniques used to study hypothalamic dysfunction? How do they differ?

**Experimental Simulation -** What conclusions were you able to draw about the effects of the following procedures on the experimental rats:

* Stimulation of the lateral hypothalamus (LH)?
* Destruction of the lateral hypothalamus (LH)?
* Stimulation of the ventromedial hypothalamus (VMH)?
* Destruction of the ventromedial hypothalamus (VMH)?
* What did you learn from this experiment about these two regions of the hypothalamus?
* What are the two problems with a simple conclusion to this research question?