**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.

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| **Term** | **Definition** |
| Yerkes-Dodson Law |  |
| Hierarchy of Needs |  |
| Achievement Motivation |  |
| Extrinsic Motivation |  |
| Intrinsic Motivation |  |
| Display Rules |  |
| James-Lange Theory |  |
| Schachter-Singer Two-Factor Theory |  |
| Stress |  |
| Conflict |  |
| General Adaptation Syndrome |  |

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| **Figure** | **Perspective** | **Research/Theory** |
| Abraham Maslow |  |  |
| Stanley Schachter |  |  |
| Hans Syle |  |  |
| Alfred Kinsey |  |  |