Unit 11: Motivation and Emotion (6-8%)

Reading Guide Due: Tuesday, March 12th Exam and Notecards: Tuesday, March 19th

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

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| Learning Objectives | Key Terms |
| * Identify and apply basic motivational concepts to understand the behavior of humans and other animals (e.g., instincts, incentives, intrinsic versus extrinsic motivation).
* Discuss the biological underpinnings of motivation, including needs, drives, and homeostasis.
* Compare and contrast motivational theories (e.g., drive reduction theory, arousal theory, general adaptation theory), including the strengths and weaknesses of each.
* Describe classic research findings in specific motivation systems (e.g., eating, sex, social)
* Discuss theories of stress and the effects of stress on psychological and physical well-being.
* Compare and contrast major theories of emotion (e.g., James–Lange, Cannon– Bard, Schachter two-factor theory).
* Describe how cultural influences shape emotional expression, including variations in body language.
* Identify key contributors in the psychology of motivation and emotion (e.g., William James, Alfred Kinsey, Abraham Maslow, Stanley Schachter, Hans Selye).
 | 1. Motivation
2. Instincts
3. drive-reduction theory
4. homeostasis
5. arousal theory
6. Yerkes-Dodson law
7. opponent process theory
8. Maslow’s hierarchy of needs
9. Lateral vs. ventromedial hypothalamus
10. set-point theory
11. Masters and Johnson’s study
12. Alfred Kinsey
13. Achievement Motivation
14. extrinsic vs. intrinsic motivation
15. Theory X vs. Theory Y
16. The Four Types of Motivational Conflicts
17. James-Lange theory
18. Cannon-Bard theory
19. Schachter’s two-factor theory
20. Seyle’s General Adaptation Syndrome
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