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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