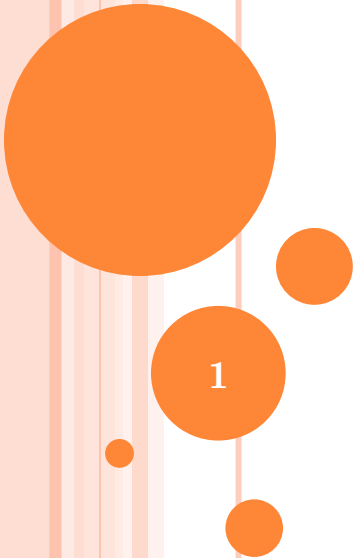


UNIT 5

MOTIVATION & EMOTION



1

CHAPTER OVERVIEW

- This chapter introduces the concepts of motivation and emotion.
- In so doing, the chapter focuses on the definition and types of motivation, theories of motivation, conflict of motives, definition, and elements of emotion, and theories of emotion.

LEARNING OUTCOMES

After successful completion of this chapter, you are expected to:

- ☐ Define what motivation is
- ☐ Identify the two types of motivation
- ☐ compare the different theories of motivation
- ☐ Explain the different types of conflicts of motives
- ☐ Define what emotion is
- ☐ Discuss the three elements of emotion
- ☐ Discuss the different theories of emotion

MOTIVATION

DEFINITION OF MOTIVATION

- **Motivation** comes from latin word – ‘**mover**’ which means **movement**
- **Motivation** is a term referring to the driving and pulling forces which results in persistent behavior directed to a certain goal
- It is a general term referring to the regulation of need satisfying and goal seeking behavior

CONT'D

- From the different ways of defining motivation, we can see about motivation that:
 - **It is a force of deriving, initiating**
 - **It derives to a definite goal**
 - **Towards fulfilling the goal**
 - **Is directional**

MOTIVATIONAL CYCLE

- is part of every normal human being. We start from one motivation, after we pass through the necessary tasks, we get to the motivation
- motivation never terminates as long as human being live
- In order to have one motivational cycle, we have to pass through **three stages**:
 - ✓ **Motivation state**
 - at this stage the person realizes that she/he is in need of something; she/he is lacking that thing.
 - this is equivalent to **setting a goal** i.e. deficit

CONT'D

✓ Behavioral arousal

- is the process of **energizing** and **readiness**
- this is time for determination
- goal-directed behavior

✓ Behavioral towards activity

- is almost **a practical action**
- need satisfaction

THEORIES OF MOTIVATION

1. Instinct theory of motivation

- is the result of an inborn pattern of behavior that is biologically determined
- it holds that we are born to be motivated

2. Drive theories (Push theories of motivation)

- is a theory which assumes that when an **internal driving state** is aroused, the individual is pushed to engage in behavior which will lead to a goal that reduces the intensity of the driving state
- Shortage --- Need--- Drive--- Equilibrium

CONT'D

3. Incentive theory of motivation

- it is also known as **“pull” theory of motivation**
- an **external stimulus** which pulls an organism/individual towards a goal

e.g.- A child may study hard to get rewards from parents, teachers.

4. Optimal- level theories

- is general. They are also called **“just right theories”**
- the individual tries to attain the optimal level of arousal i.e., if our arousal is high, we try to cool down or if arousal is low we try to raise it up.

CONT'D

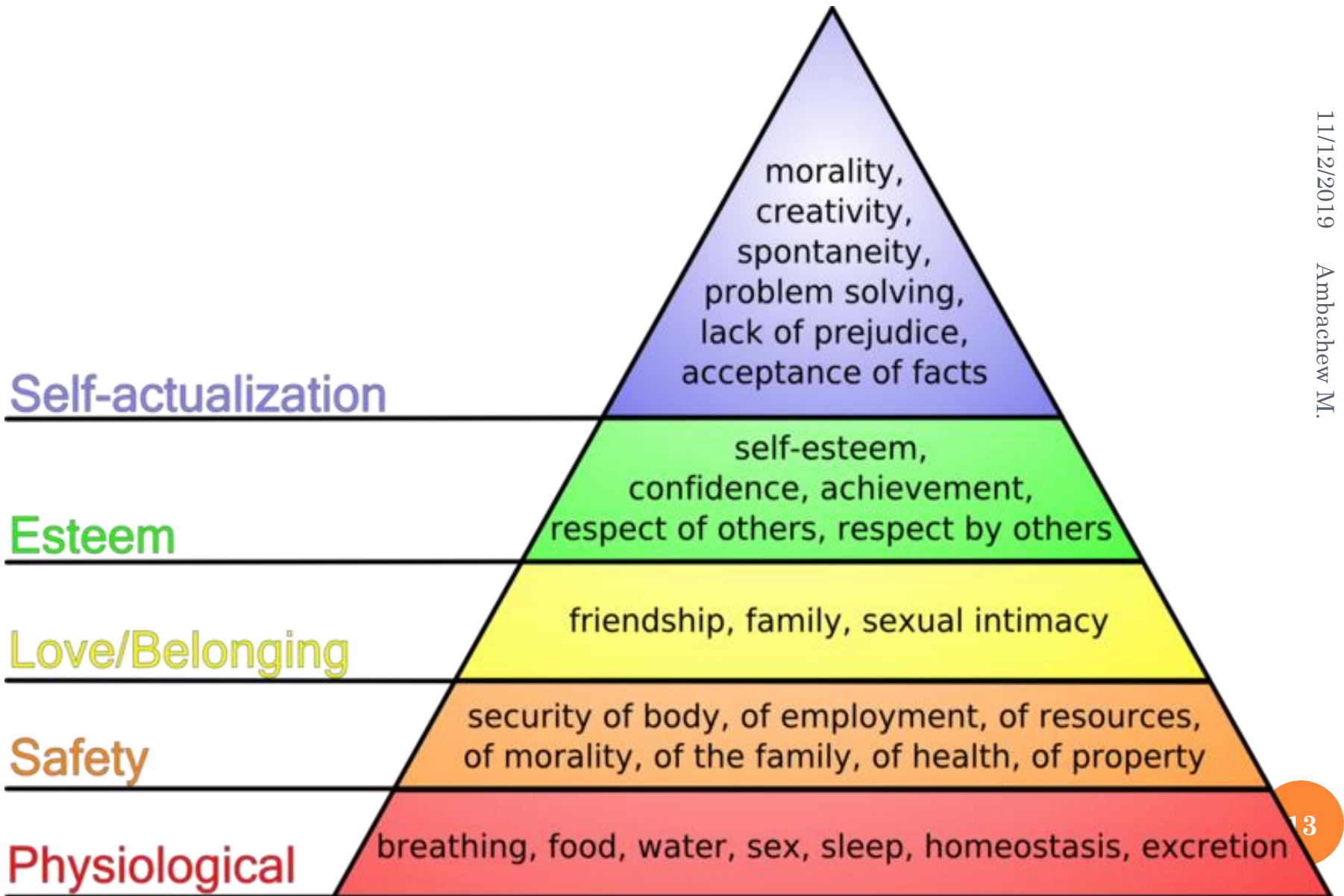
5. Hierarchy theory or Humanistic approaches to motivation

- The hierarchy of needs is one of the best-known theories of motivation
- Created by psychologist Abraham Maslow, the hierarchy is often displayed as a **pyramid**, with the most basic needs at the bottom and more complex needs at the peak
- The **four lowest-level needs** are what Maslow referred to as **D-needs** (or **deficiency needs**)

CONT'D

- These needs are due to a lack of something and need to be satisfied in order to avoid unpleasant feelings and to move on to higher level needs
- The **uppermost needs** in the hierarchy are referred to **B-needs** (**being needs** or **growth needs**) and involve the desire to grow as an individual and fulfill one's own potential

Maslow's Hierarchy of Needs



CONT'D

i. Physiological need

- refers to the need for physical survival and the basic & the lower order need which include (hunger, food, water, need for sleep, etc)

ii. Safety need

- refers to the desire to live as comfortable
- it is a need for security & stability
e.g. financial, health, & social security

iii. Need for love & belongingness

- refers to a desire to have a place in one family or social group (reference group)
e.g. a need to have friends, a need to have marriage partner, a need for affection etc

CONT'D

iv. Esteem need- include two sub-group

a) need for self-respect:- which includes desire for achievement, desire for competence, desire for confidence & desire for personal strength etc.

- In this case an individual to know that s/he is a worth while person

b) esteem from others:- this include need for appritation, need for prestige, need for fame, need for recognition, need for attention, etc.

-In this case the need is to be appriated by others for what a person does i.e. to get attention by others

CONT'D

V. Need for Self-actualization /Self- Fulfillment/

- the need to fulfill the best in a person realizing the highest potential.
- it refers to the desire to realize one's full potential

e.g. The desire to be what one can become. A kind of person that one wants to become

TYPES (CLASSIFICATION OF MOTIVES)

I. Primary motives

- are all motives that are related to biological satisfaction
e.g. hunger, thirst, need for oxygen, sleep, etc.

II. Secondary motives

- are **too many** in **type**
- they can be further divided in to:
 - ✓ **Unlearned general motives**
- refer to motives generating from general points of **interest**
e.g. motive for body activity, motive for perceiving the world, motive for exploration

CONT'D

✓ **Learned motives**

- refer to motives generated because of learning or experience

e.g. motive to have car, degree, clean cloth, birth control, etc.

✓ **Social motives**

- involving not only the subject, but **other group of people** such as **society, family, friends**, (motive for status, and motive for approval...)

MOTIVATIONAL PROBLEMS : FRUSTRATION & CONFLICT

- **Frustration** is an obstructing circumstance that block interfere with goal directed activity and the state of annoyance because of the obstructed goal.
- Therefore frustration is **two** things together-
 - 1.Hindrane of motivation (goal satisfaction)
 - 2.Disappointment because of the goal obstruction

CONT'D

- ❖ Frustration is in general a person's actual or imagined:
 - i. diversion from a goal
 - ii. blocking of goal-directed b/r, or
 - iii. loss of an already achieved goal

SOURCES OF FRUSTRATION

- **Environmental frustration**- this is when any physical object or physical person in the environment hinders the satisfaction of the goal
e.g. - a person during in a car accident he may not achieve goal
 - If a student who wants to achieve a good grade due to his instructor (may get 'D' or 'F')
- **Personal frustration**- is when personal awareness, self indignity, lack of personal talent, personal fault, etc. blocks the satisfaction of goal and causes disappointment
e.g.- If a person gets 'F' due to lack of his knowledge

CONT'D

- **Conflicting motives**- is caused by the very contradictory nature of the goals. So, however hard the persons tries, s/he will never be in apposition to score a goal.
- refers to frustration resulted from being unable (satisfy all the goals) to achieve **incompatible goals**
- the expression on one motive interferes with the expression of another motives
- This kind of contradiction happens mostly between two goals, sometimes one goal with two situations

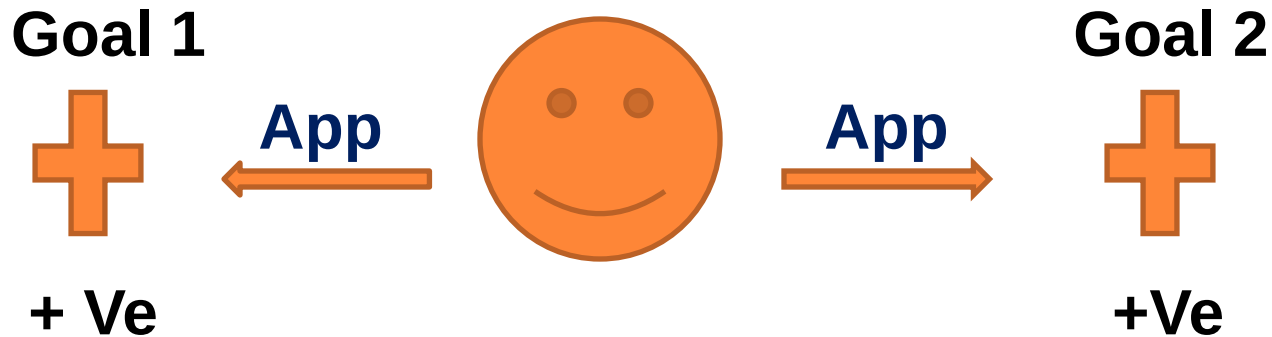
CONT'D

❑ It has the following variations

I. Approach-Approach conflict

- there is two goals, having equal value to the person
- both goals are positive (i.e. the person wants to have them). Both are in contradiction
- they are inseparable - had they been separable, they weren't contradictory;
- the person can have one first and satisfy the other next. But unfortunately, both are not possible to be achieved at the same time. The person must miss one in order to get the other

CONT'D



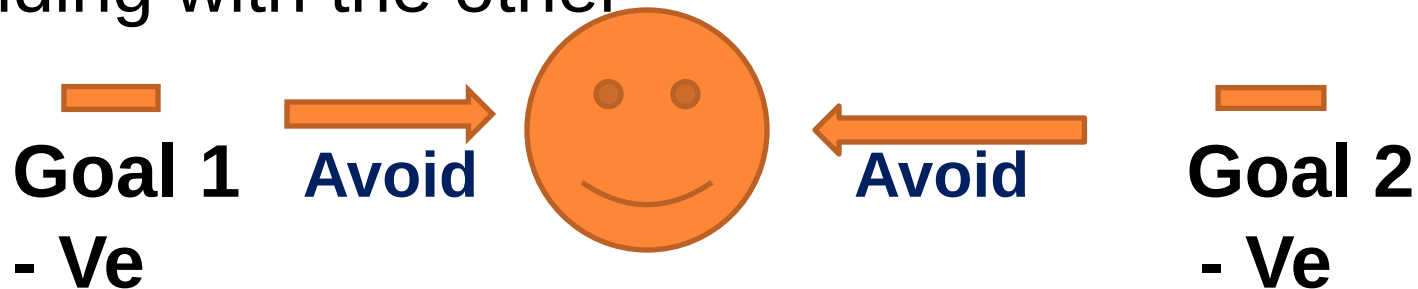
e.g.- Getting good job & getting admission to graduate school

- He wants to attend class at the same time performs his duty

CONT'D

II. Avoidance-Avoidance conflict

- the goals are negative (i.e. the person wants to avoid them) and they can not be avoided at the same time.
- when going away from one goal, the person is colliding with the other

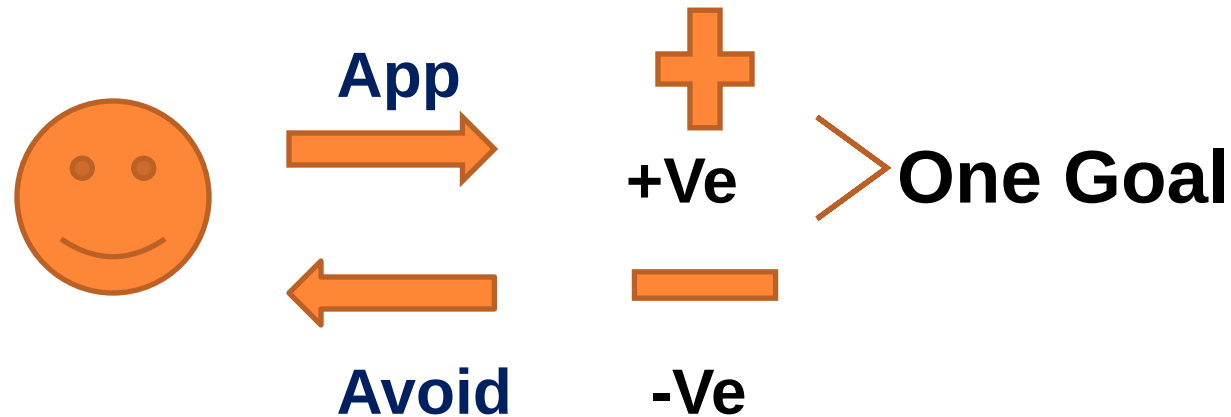


e.g.- A student is afraid he might fail in the exam and is tempted to copy. But, he might be caught and disqualified if he were to copy

III. Approach-Avoidance conflict

- there is **one goal**. But it has two situations with in it
- as the person goes away from the negative, s/he misses the positive.
- when the person goes for the positive, s/he collides with the negative
- this conflict is **more difficult** than the other two

CONT'D



e.g.- A woman wishes to marry but fears sexual relations

- You may want to go to the dentist but may fear the pain of the drill

EMOTION

DEFINITION OF EMOTION

- Emotion is a state of being which creates pleasant or unpleasant, mild or intense effect on the effectiveness of experiences.
- It is the subjective feeling state which can influence perception, thinking.
- It is an irrational feeling; e.g. liking or disliking someone or something without any reason.



FUNCTION OF EMOTION

- **It prepares a person for action:**
 - effective responses to various situations.
e.g. emotional arousal (fear) to angry dog
- **It shapes future behavior:**
 - teaches the person to avoid unpleasant emotions
- **Help people to regulate social interaction:**
 - the emotions are communicated through our verbal and non verbal behaviors



DIMENSION OF EMOTION

Emotion has three dimensions

- 1.Intensity:** the strength or weakness of the emotion
- 2.Type:** anger, fear, pleasure, anxiety, etc
- 3.Tendency towards activity:** means actual behavior or how the individual will react



COMPONENTS OF EMOTION

Physiological component

- it occurs mainly through the action of autonomic nervous system which regulates the activity of glands, smooth muscles, & blood vessels
- the autonomic nervous system is responsible for the highly emotional or flight response which is largely modulated by the release of adrenal hormone that radiate through out the body



CONT'D

Cognitive component

- people's cognitive appraisals of events in their lives are key determinants of the emotions they experience
- this includes different feelings such as fear, anger, surprise, happiness etc.



CONT'D

Behavioral component

- an action due to emotion
i.e. outward signs that an emotion is occurring
- discloses it self in three ways:
 - **Physiological change**
 - **Physical expression**
 - **Psychosomatic reaction**



Behavioral component of emotion

Physiological change	Physical expression	Psychosomatic reaction
are those changes that take place inside the body because of biochemical change (hormonal, enzymes, blood circulation, etc.)	- is outwardly seen unlike the physiological. - it is mostly done either verbally or by movement of part of the body. - it has three forms - Vocal expression- the change of the pitch of voice - Posture & gesture- movement of different parts of the body - Facial expression- is an outward manifestation of internal feeling in our face like frown, smile, etc.	a) Alarm reaction/Fight or flight response/ - the person starts to show his emotion indicating that there is danger to come or that something is going to be wrong b) Resistance/Adaptation/ - reaction to reject the danger, repelling c) Exhaustion - is the final stage-everything is up. - the individual gives up the attempt, either winning the situation or being defeated

THEORIES OF EMOTION

I. James- Lang Theory of Emotion

- In this theory, a stimulus of some sort (for example, the large snarling dog) produces a physiological reaction.
- This reaction, which is the arousal of the —fight-or-flightll sympathetic nervous system (wanting to run), produces bodily sensations such as increased heart rate, dry mouth, and rapid breathing.
- emotions are created by awareness of specific patterns of peripheral (autonomic) responses.

CONT'D

II. Cannon-Bard theory of emotion

- stated that the brain generates direct experiences of emotion.
- Physiologists Walter Cannon and (1927) and Philip Bard (1934) theorized that the emotion and the physiological arousal occur more or less at the same time.
- The fear and the bodily reactions are, therefore, experienced at the same time-not one after the other.

I am afraid and running and aroused

III. Schachter-Singer and Cognitive Arousal Theory

- The early theories talked about the emotion and the physical reaction, but what about the mental interpretation of those components?
- In their **cognitive arousal theory**, Schachter-Singer (1962) proposed that two things have to happen before emotion occurs: the physical arousal and labeling of the arousal base on cues from the surrounding environment. These two things happen at the same time, resulting in the labeling of the emotion.

SELF- CHECK ACTIVITY

- 1. “ Motivation for human beings is like a fuel for a car ” ? Explain**
- 2. Discuss the effect of motivation on human behavior**
- 3. How can you motive a person for an activity?**



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