UNIT SEVEN

MOTIVATION AND EMOTION

Motivation

- Motivation is a force that initiates, energizes, directs and sustains a behavior of humans and other organisms towards a goal.
- Just as a force moves an object, motivation moves a person.
- Motivation is a state within the organisms, to behavior, and to the goals towards which behavior is directed.
- It has three components: a motivating state within the organisms' behavior aroused and directed by this state and an intended goal toward which the behavior is directed.

Cont.

- Motivation, thus, is a cycle of these three stages
- **The first stage**, the motivating state has various names.
- **Needs** are specific states with the organism which is based on some deficit and that may elicit behavior.
- **Drives** are internal states with the organism which pushes the organism into action towards a particular goal.
- Needs causes a psychological state or felling called a drive.
- Drives activate responses needed to attain a goal that will satisfy the need.
- Motive is a general term covering both drive and need.

Cont.

- **The second stage** of the motivational cycle is the behavior that is activate by the motive.
- This behavior is usually instrumental in reducing the motive.
- For example, hunger motivates and individual to explore for food.
- This exploratory behavior is instrumental in satisfying or reducing the motive, but it is only a means towards the goal satisfaction.

C0nt.

- The **third stage** of the motivational cycle is the reduction or satisfaction of the motives.
- In thirst, for example, lack of water in the body is a need motivating the individual. This need arouses exploratory behavior to find water.
- The goal of drinking water when it is found satisfy the thirst and terminates the motivational cycle until the need for water builds up again.

Primary and Secondary Motives

- **Primary/ Biological Motives**:- They are motives based on physiological needs or tissue deficits within the body.
- **Secondary/Social Motives:** They are motives that are learned in the social environment.
- They are rooted in physiological motives and emerge out of them gradually with advancing age of the child.
- Some of the important social motives are social approval, affiliation, affection, respect, prestige, money, money, achievement, power, etc

Cont.

- **Extrinsic and Intrinsic Motivation**
- Extrinsic motivation refers to motivation to engage in an activity as a means to an end, whereas intrinsic motivation is motivation to engage in an activity for its own sake.
- For example, you might join your department because you find it interesting (intrinsic motivation) or because it has better job opportunities and therefore, greater salary (extrinsic motivation).
- Intrinsic motivation is the desire to perform a task for its own sake.
- In contrast, extrinsic motivation is the desire to perform a task to gain external rewards, such as praise, grades or money.

- **Instinct theory: Born to Be Motivated**

- In the early twentieth century, many psychologists, influenced by Charles Darwin's theory of evolution and led by William Mc dougall (1871 – 1938), attributed human and animal motivation to inherited instincts.
- Instinct is complex, inherited (unlearned) pattern of behaviour.
- It is a biologically determined characteristic of species.
- Instinct is at work when birds build nests, spiders wave webs, etc.

Cont.

- **Drive – Redacting Theory: Satisfying our Needs**

- Drive – reduction theory to motivation, otherwise called push-theory, is a theory suggesting that when people lack some basic biological requirement such as water, a drive to obtain that requirement (in this case, the thirst drive) is produced.
- **Drive**: is a motivational tension that energizes behavior in order to fulfil some end.
- Drive motivates the individual to reduce the tension.
- The thirst drive motivates drinking, the hunger drive motivates eating, and the sex drive motivates sexual relations.

Cont.

- **Arousal Theories: Beyond Drive – Reduction**

- Arousal approaches seek to explain behavior in which the goal is to maintain or increase excitement.
- It is a theory suggesting that the aim of motivation is to maintain an optimal level of arousal.
- Arousal theories say that there is a certain optimal or best level of arousal that is pleasurable.
- If arousal is less than the optimal level, we do something to stimulate it; if arousal exceeds the optimal level, we seek to reduce the stimulation.

Cont.

- **Cognitive Theories of Motivation: The Thoughts Behind Motivation**

- We are sometimes motivated to reduce cognitive than physiological drives.
- Cognitive theories of motivation assume that individuals are motivated to evaluate the consistency or accuracy of their knowledge about the world or themselves.
- **Cognitive approaches to motivation:** Theories that focus on the role of our thoughts, expectations, and understanding of the world in explaining motivation.
- They focus on learners' need for order, predictability and an understanding of events.
- Cognitive theories suggest that each person is motivated by the need for order and understanding.

Cont.

- **Incentive Theory: Motivation's pull: pull Theory**

- attempt to explain why behaviour is not always motivated by an internal need, such as the desire to reduce drives or to maintain optimum motivation interims of the nature of the external stimuli, the incentives that direct and energize behaviour.
- In this view, properties of external stimuli largely account for a person's motivation.
- Under incentive theory, the goal itself motivates behaviour.
- The goal objects which motivate behaviour are known as incentives.
- In a work day world, motivation seems to be more a matter of expected incentives – wages, salaries, bonuses, vacations, and the like than of drives and their reduction.

Meaning of Frustration

- Frustration is in general a person's actual or imagined:
  - diversion from a goal,
  - blocking of goal-directed behaviour, or
  - Loss of an already achieved goal.
- If motives are frustrated or blocked, emotional feelings and behaviours often result.

Sources of Frustration

- There are many kinds of frustrating things.
- Some of them are personal (e.g., Lack, failures, losses); others are environmental (both the physical and social environment); and still others are situational (e.g. Delays, loneliness).
- Frustration may also come from social regulations.
- Life is full of conflicts and the frustration arising from them.
- Motivational conflict often causes the most persistent and deep seated frustration in many individuals.

- There are four types of conflicts described by the researchers

1 ■ Approach – Approach conflict:-

- When we are motivated to approach each two equally desirable alternatives, but must choose one, an approach – approach conflict exists.
- Such conflicts are usually resolved either by satisfying first one goal and then other –
- for example, eating and then going to bed if a person is both hungry and sleepy – or choosing one of the two goals and stopping the other – e.g. joining university to specialize in health, by refusing marriage.

Cont.

- A girl goes to buy a present for her boy-friend. She finds two post cards that her friend would like.
- In this approach – approach conflict, though the prices of the cards are exactly the same, the girl can’t decide which one to buy.

Cont.

- **2. Avoidance – Avoidance Conflict:-**
- When you are presented with two alternatives that are equally unattractive, you are facing avoidance – avoidance conflict.
- That is when we are motivated to avoid each of two equally unattractive choices, but must choose one, an avoidance conflict exists.
- In this situation, avoiding unpleasant consequences is impossible; the choice is just a matter often lesser two problems.

Cont .

- As a student, you might have to choose between studying for a course you don’t like and failing.
- As employee, you might have to choose between working for a job you intensely dislikes and taking the chance of losing your income.

Cont .

3. Approach – avoidance Conflict:

- Here, an individual is attracted to a positive goal, but this goal has fear or threat or negative valance associated with it.
- You would like to approach a particular goal.
- At the same time, you would like to avoid it.
- It has both positive and negative values for you.
- You are pulled in opposite directions, liking and disliking at the same time, **i.e., ambivalence**.
- You may want to remain in school but may think you should quit because you can’t do work.
- You want to ask someone for a date but may be too shy to do so.

4. Multiple Approaches – Avoidance Conflict:

- A more complex conflict is the double approach – avoidance conflict, in which a person is motivated to both avoid and approach two different goals.
- Consider what happens when you are faced with choosing between two universities, both of which have positive and negative characteristics.
- You want to attend university ‘X’ because senior, but you hesitate because it is also expensive, you want to attend university ‘Y’ because it is less expensive, but you don’t like the fact that it is a new university.
- What a person does in a multiple – avoidance conflict will depend on the relative strengths of all the positive and negative valences involved.

Cont.

- **How people copying with Frustration**
- There are a number of reactions people can make when frustrated.
- These reactions are basically three types: turning against people (Violence and aggression), turning from people (withdrawals) or turning towards people (depending on people).
- The accompanying feelings are respectively anger, depression and desperation.
- People use different adjustment mechanisms to cope up with frustration, for example, letting someone else decide for you, procrastination, displacement, denying the reality (denial), etc.

2. **Emotions**

- **The Meaning of Emotions**
- **Emotion – is a physical departure from homeostasis that is subjectively experienced in strong feeling (as love, hate, desire, or fear) and manifests itself in neuromuscular respiratory, cardiovascular, hormonal and other bodily changes preparatory to overt act which may or may not be performed.”**
- **Emotion is a complex feeling state accomplished by high level of physiological and psychological energy and characterized by subjective experience and overt expression.**
- **Emotion – is a complex pattern of bodily and mental changes including physical arousal, feelings, cognitive processes and behavioural reactions made in response to a situation perceived as “Personally significant”.**
- **Emotion – is a motivated state that is marked by physiological arousal, expressive behaviour, and mental experience and that varies in its intensity and pleasantness or unpleasantness of the concept itself.**

Cont.

- However, most psychologists have agreed that emotion consists of three components: Physiological change, subjective cognitive state (mental state) and expressive behaviour.
- Physiological change is internal bodily change accompanied by certain changes that you experience.
- Subjective mental states are our beliefs or expectances towards certain things. They are feelings that we label as emotion.
- And, expressive behaviour refers to out-ward or overt manifestation of behaviour, by using verbal or non-verbal channels.

Theories of Emotion

- **Physiological Theories of emotion**
- Physiological theorist suggests that there are specific bodily reactions that cause us to experience a particular emotion.
- We experience fear, for instance, because our hearts are pounding and we are breathing deeply.

Cont .

- **The James – Lang Theory**
- Events in the environment trigger a psychological state or an emotion, which in turn give rise to physiological responses.
- **The Cannon – Bard Theory or the Thalamus Theory**
- After rejecting the James – Lange theory, Walter cannon (1927) Philip Bard (1934) put forth their own theory, giving equal weight to physiological changes and cognitive processes.
- The cannon- Bard theory claims that the part of the brain called thalamus plays a key role in experiencing emotion an emotion is produced when an event or object is perceived by the thalamus.

Cont.

- **The opponent – process Theory**
- Opponent – process theory, according to Richard, Solomon, holds that the brain has evolved mechanisms that counteract strong positive or negative emotions baby evoking an opposite emotional response to maintain homeostasis.
- The opposing emotion begins sometime after the beginning of the first emotion and lasts longer that the first emotion.
- If you experience the first emotion on repeated accessions, the opposing emotion grows stronger and the emotion that is experienced becomes a compromise between the two opposing emotional states.

Cont.

- **Behavioural Theories of emotion:**
- The Facial – feedback Theory, or a Modern Jameson Perspective
- As often happens in science, reading old sources led to new insights.
- The facial – feedback hypothesis holds that facial expression plays a key role in initiating or at least modulating the experience of emotion.
- According to this view, facial expressions are not merely the outward expression of emotion: they contribute to the feeling itself.

Cont.

- **Cognitive Theories**
- How do you describe your emotions?
- When people are asked to describe their emotions, they typically being with a descriptive term – excited, angry, explanation. I just got a job in the Ministry of Health “(excited).” They broke into my care – again “(angry).” My mother has to have an operation “(frightened),” and so on.
- Cognitive theories of emotion hold that understanding how people interpret events is one key to understanding on our subjective interpretations in which we find ourselves. They are the more recent theories of emotions.

Cont.

- **The Schachter – Singer Theory or the two Factor Theories**
- Stanley schactter and Jerome singer (!962) were pioneers in studying emotion and cognition in a sense that they provided a bridge from earlier physiological theories of emotions to physiological arousal lays a primary role in emotion.
- They also accepted cannon's view that arousal is general and diffuse.
- Singer hypothesized that people look for reasonable causes in our surroundings in order to explain their feelings.
- Depending on the environmental cue available, we might decide that the same state of arousal is joy, love, jealousy, or even hate.

Cont.

- Cognitive arousal interpretation enables people label a general state of physiological arousal as specific emotion.
- Despite criticism, the theory of cognitive arousal dominated emotion research for almost two decades. Then, in the 1980’s researchers began to look more closely at the role of cognition in emotions.