

Emotion and Motivation

10.1 What are Emotions?

- Emotion: an immediate specific negative or positive response to environmental events or internal thoughts.
 - Interrupt what is happening or trigger changes in thought and behavior
 - Physiological process, a behavioral response, and a feeling that is based on cognitive appraisal of the situation and interpretation of bodily states.
- Primary Emotions: emotions that are innate, evolutionarily adaptive, and universal.
 - Fear, anger, disgust, happiness, surprise and contempt
- Secondary Emotions: blends of primary emotions.
 - Remorse, guilt, submission, shame, love, bitterness, and jealousy
- James-Lange Theory of Emotion: people perceive specific patterns of bodily responses, and as a result of that perception they feel emotion.
 - Ex. Smiling will make you happy
- Cannon-Bard Theory of Emotion: information about emotional stimuli is sent simultaneously to the cortex and the body and results in emotional experience and bodily reactions.
 - The mind is quick to experience while the body is much slower.
 - Emotional stimuli is sent to the mind and body separately
- Two-Factor Theory of Emotion: a label applied to physiological arousal results in the experience of an emotion.
- A feeling is the subjective experience of the emotion
- Moods are diffuse, long-lasting emotional states that do not have an identifiable object or trigger
 - Influence thought and behavior
- Arousal is a generic term used to describe physiological activation or increased autonomic responses.
- Positive activation is associated with an increase in dopamine whereas negative activation is associated with an increase in norepinephrine.
- Emotions involve activation of the autonomic nervous system to prepare the body to meet environmental challenges
- The insula receives and integrates somatosensory signals from the entire body. It is also involved in the subjective awareness of bodily states.
 - Particularly active when people experience disgust but also anger, guilt, and anxiety.

- The amygdala processes the emotional significance of stimuli and it generates immediate emotional and behavioral responses.
 - o First path is a “quick and dirty” system that processes sensory information nearly instantaneously. Sensory information travels quickly through the thalamus directly to the amygdala for priority processing
 - o The second path is somewhat slower, but it leads to more deliberate and more thorough evaluations. Sensory material travels from the thalamus to the cortex and then goes to the amygdala.
- The amygdala is involved in the perception of social stimuli and processing the emotional content of facial expressions.
- Misattribution of arousal is when people misidentify the source of their arousal.

10.2 How are Emotions Adaptive?

- Somatic Markers: bodily reactions that arise from the emotional evaluation of an action’s consequences.
 - o Somatic marker theory: most self-regulatory actions and decisions are influenced by bodily reactions
 - o Prefrontal region
- Display Rules: rules learned through socialization that dictate which emotions are suitable in given situations.
 - o Help explain why the identification of facial expressions is much better within cultures than between cultures
 - o Tend to be different for men and women
 - Women: caregiving, nurturance, and interpersonal relationships
 - Men: dominance, defensiveness, and competitiveness
- Emotions are adaptive because they prepare and guide successful behaviors. They provide information about the importance of a stimuli to personal goals, and then they prepare people for actions aimed at achieving those goals.
- Emotions influence decision making
- Affect-as-emotion theory: people use current moods to make judgements and appraisals
- Reasoning and decision making are guided by emotional evaluation of an action’s consequences
- Because humans are social animals, many emotions involve interpersonal dynamics
- Social emotions can be important for maintaining social bonds
- A person is likely to feel embarrassed after violating a cultural norm. Represents submission to and affiliation with the social group and recognition of unintentional social error.

10.3 How are People Motivated?

- Motivation: a process that energizes, guides, and maintains behavior towards a goal.
 - o Energizing or stimulating
 - o Directive
 - o Persist in your behavior until you achieve your goal or satisfy your need
 - o Motives differ in strength
- Need: a state of biological or social deficiency.
 - o Lead to goal-directed behaviors
- Need Hierarchy: Maslow's arrangement of needs, in which basic survival needs must be met before people can satisfy higher needs.
 - o Physiological → safety → belonging and love → esteem → self-actualization
- Self-Actualization: a state that is achieved when one's personal dreams and aspirations have been attained.
 - o Truly happy
- Drive: a psychological state that, by creating arousal, motivates an organism to satisfy a need.
- Homeostasis: the tendency for bodily functions to maintain equilibrium.
- Yerkes-Dodson law: the psychological principle that performance on challenging tasks increases with arousal up to a moderate level. After that additional arousal impairs performance.
- Incentives: external objects or external goals, rather than internal drives, which motivate behaviors.
- Extrinsic Motivation: motivation to perform an activity because of the external goals toward which that activity is directed.
- Intrinsic Motivation: motivation to perform an activity because of the value or pleasure associated with that activity, rather than for an apparent external goal or purpose.
- Need to Belong Theory: the theory that the need for interpersonal attachment is a fundamental motive that has evolved for adaptive purposes.
- Over time, if a behavior consistently reduces a drive, it becomes a habit and therefore the dominant response produced by arousal
- The likelihood that a behavior will occur is due to drive and habit
- All people function better with some arousal
- Extrinsic rewards can undermine intrinsic behavior
- Self-determination theory: people are motivated to satisfy needs for competence, relatedness to others, and autonomy, which is a sense of personal control
- Self-perception theory: people are seldom aware of their specific motives. Instead they draw about their motives according to what seems to make the most sense.