

Unit 8 Reading Guide Motivation and Emotion

Module 37: Motivational Concepts (pg. 389-395)

- **Motivations:**

Theories of Motivation

- **Instinct:**

- What is the underlying assumption of evolutionary psychology's motivation theory?

- **Drive-Reduction Theory:**

- Need to maintain **homeostasis**:

- **Incentives:**

- **Optimal arousal theory:**

- Example:

- **Yerkes-Dodson Law:**

- **Hierarchy of Needs:**

- Tell me about Maslow:

- In the space below, draw Maslow's Hierarchy of Needs as a triangle. Label each space with the need and at least one example of that need. It might be helpful to do this in different colors.

Module 38: Hunger Motivation (pg. 396-405)

- Is your stomach the only place where you the feelings of hunger come from? Explain
 - **Glucose:**
- What part of the brain integrates glucose messages and hunger pains?
- List 4 hormones involved in hunger:
 - **Set point:**
 - **Basal metabolic rate:**
- What kinds of food do you crave when stressed? Why?
- Name 3 different situational influences on eating.

Module 39: Sexual Motivation (pg. 406-411) Yikes!

The physical side of sex better be a review by now—read it if you want! Same thing with the psychology of sex—interesting reading and a lot of common sense stuff, but good to know! Probably not on the AP test...

Module 40: Social Motivation: Affiliation Needs (pg. 412-419)

- What is an affiliation need?
- From an evolutionary perspective, why it is important that we have a strong affiliation need?
- What happens in our brain when we feel love?
- Why can being ostracized lead to experiencing real physical pain?

Module 41: Theories and Physiology of Emotion (pg. 420-431)

- **Emotions:**

Theories of Emotion

- **James-Lange Theory:**
- **Cannon-Bard Theory:**
- **Schachter's Two-Factor Theory:**

- What is the point to remember about the **spillover effect**?
- How does **Lazarus** explain emotions?
- What part of the nervous system triggers many of the physical responses we have when we experience an emotion? How?
- Explain how different emotions have different patterns of brain activation

Module 42: Expressed Emotions (pg. 432-440)

- Are humans good or bad at recognizing emotions in other people? Explain.
- Are men or women better at analyzing people's nonverbal expressions? Explain.
- Do facial expressions have different meanings in different cultures? Explain.
- According to Darwin, why would it have been important evolutionarily for facial muscles to be universal to every culture?
- **Facial-feedback effect:**

***So, when you're having a bad day, force yourself to smile
and it will actually make you feel a little bit better!***