

Unit 7: Motivation, Emotion, and Personality

Topic 7.1 – Theories of Motivation

1. Identify three things that motivate people. **Answers will vary. Examples: 1) Hunger 2) Thirst 3) Success 4) Extrinsic and intrinsic rewards**
2. Explain the difference between primary needs and secondary needs. **Primary needs are things that you do not need to learn and are biological. Secondary needs are psychological needs, things like social approval or a sense of belonging**
3. What is the difference between intrinsic motivation and extrinsic motivation? **Intrinsic motivation comes from within a person. While extrinsic motivation comes from an incentive outside of that person**
4. Explain the overjustification effect and why it happens. **The overjustification effect is when external incentives decrease a person's intrinsic motivations. This occurs when extrinsic rewards become the main driver for an individual**
5. What is achievement motivation? **This is when an individual is motivated by mastery of a subject and will continue to achieve more significant accomplishments even when they already are successful**
6. How is self-efficacy different from self-esteem? **Self-efficacy is an individual's belief in their ability to perform a certain task. If an individual has high self-efficacy they are confident in their ability to do a certain task. While self-esteem is how a person perceives themselves, if they have high self-esteem they will feel positive about themselves**
7. Complete the table

Theory	Description
Instinct theory	Motivation is something you are born with. It is not external items that provide motivation to an individual, rather it is an individual's instincts, behaviors, and traits that they were born with (Replaced by evolutionary perspective)
Drive reduction theory	Individuals are trying to keep their body in homeostasis. When the body is taken out of homeostasis, the person becomes motivated to fix the imbalance
Arousal Theory	Based on Yerkes-Dodson law, which is the principle that performance increases with arousal. This theory states that as a person becomes aroused they perform better at a task, but if they become too aroused their performance decreases
Maslow's theory	Individuals are motivated based on their current state. Individuals seek to satisfy their physiological needs, safety needs, love and belonging, esteem, and eventually they reach self-actualization
Cognitive dissonance theory	The body has cognitive systems that need to stay consistent. When something happens that does not align with a person's minds' consistency, the person will become motivated to fix the inconsistencies

8. Complete the table below

Individual	Contribution/Description
William James	Proposed the instinct theory and believed that motivation was something that a person is born with. Motivation is connected to genetics, it is not something you can just learn
Alfred Kinsey	Researched sexual behavior and motivation. His research was controversial, but became influential in future research on human sexual behavior and motivation

Topic 7.1 – Theories of Motivation (Continued)

8. Complete the table below (Continued)

Individual	Contribution/Description
Abraham Maslow	Developed Maslow's hierarchy of needs to explain motivation. Individuals are motivated based on their current state in life
Stanley Schachter	Researched how individuals interpret their experiences and how that impacts a person's emotions. Helped develop the schachter two-factor theory, which believes emotions occur from both a physical and cognitive awareness to a stimulus
Hans Selye	Looked at how individuals reacted to stress and how they manage stress. He believed individuals go through different stages when dealing with stress, which is known as General Adaptation Syndrome

Topic 7.2- Specific Topics in Motivation

1. Explain how hunger and motivation create a cycle. When we eat our bodies produce glucose, which raises our blood sugar levels, which gets the pancreas to produce more insulin. This increase in insulin lowers blood sugar levels which reduces our hunger. Eventually glucose levels fall, causing our hunger to increase
2. Use the biopsychosocial approach to explain a person's hunger drive. People have a hunger drive to satisfy their basic biological needs. But it is not just biology that impacts a person and what they eat. People eat different foods based on their mood, culture, and society in which they are part of
3. Identify two ways in which society or culture impact what a person eats. Answers will vary. Examples: 1) Some religions and cultures forbid consuming certain foods, this reduces the variety of food a person may eat 2) Many cultures promote certain foods that can shape what foods people consume on a daily basis
4. Besides biological drives for sex how can psychological influences impact a person's sex drive? Depending on the culture and society a person is in they will encounter different psychological influences on their sex drive. (Such as music, imagery, or societal values and beliefs)
5. Describe affiliation motivation. This is a drive to want to belong and be with others. This motivation pushes people to want to form relationships and be connected with groups

Topic 7.3- Theories of Emotion

1. Complete the following table

Theory	Description
James-lange Theory	The experience of emotion is a person's physiological response to a stimulus. When a person experiences an event or stimulus it causes their nervous system and body to be alerted. Which causes a person to experience different emotions
Cannon-Bard Theory	A person's physiological response to a stimulus and their emotional response happen at the same time. The physiological response does not cause the emotion, they occur together
Schachter Two-Factor Theory	Emotions occur from physiological and cognitive awareness to a stimulus. A person encounters a stimulus which triggers them to become physiologically aroused, which then engages their cognitive system. Which results in an emotional experience
Joseph LeDoux's Theory	Emotions can take a direct path to the amygdala and skip the cortex. This causes a person to have an immediate emotional response without a person being immediately aware of what is happening
Appraisal Theory	When a person encounters a stimuli, experience, or event they assess the situation and come to a conclusion that the experience is harmless or dangerous. This happens without a person being immediately aware of it

Topic 7.3- Theories of Emotion (Continued)

1. Complete the following table (Continued)

Theory	Description
Facial feedback Hypothesis	When people make certain facial expressions, such as when they smile, it sends information to the brain. The brain then interprets that information and can shift a person's mood. This also can happen when we observe others expressing certain facial expressions. Other people's expressions can influence our own mood

2. Explain what Paul Ekman believed about emotions. Ekman believed that certain emotions are innate and can be understood by different cultures. Emotions such as happiness, fear, sadness, surprise, and anger can be identified by people around the world

3. Provide an example of a facial expression that is universal. Answers will vary. Example: A smile is a smile around the world

4. How can culture influence how emotions are expressed and shown? Answers will vary. Example: In the United States making the OK symbol with your thumb and index finger is a signal that you are okay. But if you made that signal in Brazil it is the same as giving someone the middle finger in the United States

Topic 7.4- Stress and Coping

1. Explain how stress can be both positive and negative. Stress can help motivate you to prepare for an event, test, or life experience. But if the stress a person is experiencing becomes too great it may cause a person to feel paralyzed and overwhelmed

2. Describe how the perception of a stressor impacts a person. How a person views the stressor will shape how their body responds to the stressor. If they view the stressor as manageable the stress will likely help motivate a person and not cause them to become overwhelmed

3. What is the difference between eustress and distress? Eustress is stress that is perceived as beneficial, and is often caused by positive life events. While distress is stress that is perceived to be detrimental, and is often caused by negative life events

4. Describe each stage of General Adaptation Syndrome.

Stage	Description
Alarm Reaction	The individual encounters the stressor that upsets homeostasis. Here a person's flight or fight response will activate
Resistance	The body will try to stabilize, but may stay at a higher level of tension. If the body remains at these higher levels it will start to get tired
Exhaustion	The individual starts to get tired from fighting back and resisting the stressor

5. What happens to the immune system when the body enters the exhaustion stage? The immune system suffers and a person becomes more susceptible to disease and sickness

6. Describe each pattern that Kurt Lewin identified for coping with stress

	Description
Approach-approach conflict	This is when an individual is forced to pick between two positive outcomes
Avoidance-avoidance conflict	This happens when an individual is forced to choose between two negative outcomes
Approach-avoidance conflict	This happens when there is only one goal which has both positive and negative aspects to it

Topic 7.5- Introduction to Personality

1. What does your personality consist of? 1) How you think 2) How you act 3) How you feel 4) How you process information

2. Complete the table below

Approach	View On personality
Psychodynamic	Personality and human behavior are shaped by the conscious and unconscious mind
Behaviorism	Personality is shaped by the environment in which a person is part of
Humanism	Personality grows with an individual and is influenced by their needs and environment

3. How can researchers expand their understanding of an individual and their personality? Researchers can use case studies, surveys, observations, experiments, and personality inventories

4. How do personality inventories work? These are questionnaires that are created to help gauge a person's personality traits. These tests are often set up in a way that will require participants to respond to different questions, statements, or situations with true or false questions or agree or disagree statements

5. Complete the table below.

Individual	Contribution to Personality Theories
Alfred Adler	Believed that individuals strive to conquer their inferiority complex. A person's drive is to feel a sense of belonging and feel significant
Albert Bandura	Believed that an individual's environment, behavior, and an individual's feelings/beliefs all influence and impact each other to give a person their personality
Paul Costa & Robert McCrae	Developed a test that focuses on five different personality factors, this helped people understand their personality
Sigmund Freud	Believed that a person's personality is shaped by the unconscious mind. The mind for the most part is hidden, and can be broken down into the conscious, preconscious, and unconscious mind
Carl Jung	Believed in the power of the unconscious mind, but believed that the unconscious mind was more than just thoughts and feelings. He believed in a collective unconscious, which is shared inherited memories from past generations
Abraham Maslow	Believed that a person's hierarchy of needs influences their personality. Individuals seek to satisfy their physiological, safety, love and belonging, and esteem needs first, before they can reach self-actualization
Carl Rogers	Believed that individuals could not achieve self-actualization if the environment in which they live hinders them. (Focused on a person-centered perspective)

Topic 7.6- Psychoanalytic Theories of Personality

1. What is free association? This is when an individual is told a word or shown an image then says the first thing that comes to mind

2. Explain how people use an iceberg to describe Freud's ideas on the mind. The mind consisted of the conscious, preconscious, and unconscious mind. The conscious is above water, the preconscious located right under the water, with the unconscious mind located deep below the surface

Topic 7.6- Psychoanalytic Theories of Personality (Continued)

3. Complete the table below.

Ego	Controls a person's impulses and deals with external stimuli. It is also the overseer of the superego and id
Superego	Located in a person's preconscious. It represents a person's ideals, judgements, and an individual's moral components of their personality
Id	Located in a person's unconscious mind. This strives to satisfy a person's most basic drives, with the focus solely on pleasure, such as hunger and sex

4. What did Freud believe people were born with? A libido, which is psychic energy that is sexual and aggressive impulses that an individual must learn to control

5. Explain how the Ego works with the superego and id. The ego seeks to control the superego and id. The id wants instant gratification and the superego seeks moral decisions, the ego takes both sides and decides what a person should do

6. Explain what defense mechanisms are and what Freud believed they are used for. Defense mechanisms are used by the ego to protect itself and reduce anxiety. They often focus on distorting reality and happen unconsciously. The most basic mechanism was repression

7. Complete the table below on the different Psychosexual stages.

Stage	Timeframe	Description
Oral	Birth-18 months	Individuals focuses on oral stimulation
Anal	18-36 months	Individuals focuses on being able to control their bowel movements
Phallic	3-6 years	Individuals explore their body and genitals
Latency	6 years - Puberty	Individuals sexual feelings are hidden, their focus is on past fixations
Genital	Puberty - On	Individuals get sexual pleasure from sexual behavior

8. Explain what Aldred Adler thought about Freud's ideas. Adler believed that it was not a child sexual tensions that significantly shaped a child's personality, but rather social tension. He believed that children strived to conquer their inferiority complex, children want to feel a sense of belonging

9. Explain what Carl Jung believed about a person's unconscious mind. He believed that the unconscious mind had a lot of influence over a person, just like Freud. But he believed that people have a collective unconscious which is shared inherited memories from past generations

Topic 7.7- Behaviorism and Social Cognitive Theories of Personality

1. Behaviorism believes our personality comes from where? Our environment

2. How do rewards and punishments impact a person's personality? Personality is formed based on what behaviors are reinforced with rewards and which behaviors are punished

3. Explain how Julian Rotter believed a person's personality developed. He believed that our personality developed over time and that we learned from each situation we were presented with

4. Describe Rotter's expectancy theory. Our behavior is determined based on our expectations and our investment in the outcome of an action

5. Explain how reciprocal determinism shows how a person's personality changes. Personality is influenced by the environment, individual's behavior, and their feelings/beliefs. For example if you take on risky hobbies, you surround yourself with others who do the same, which puts you in more risky environments and influences your beliefs

6. What three things does Bandura's social learning theory consist of? 1) Observational learning 2) Self-efficacy 3) Reciprocal determinism

Topic 7.8- Humanistic Theories of Personality

1. What do Humanistic theories focus on? **Positive aspects of people. The emphasis is on ways people strive to better themselves and reach self-realization/ actualization**
2. Describe self-concept. **This is an individual's thoughts, feelings, and questions about who they are**
3. What is positive regard? **Individuals seek social approval from others, affection, and respect from others**
4. Describe why it is important for an individual to get positive regard that aligns with a person's thinking. **If a person gets positive regard that aligns with a person's understanding of themselves it becomes part of their self-concept. If they get a mixed response from others it could cause a person to become anxious and possibly depressed**
5. Draw or describe Roger's ideas of the self-concept. **1) individual seeks approval from others 2) Individual compares their senses of self to what others say 3) Personality takes shape and develops**
6. What is the difference between self-actualization and self-transcendence? **Self-actualization is when an individual is motivated to strive for their full potential. While self-transcendence is when an individual seeks to find a purpose, meaning, and identity in life beyond just themselves**
7. Describe each level of Maslow's Hierarchy of needs

Physiological Needs	Basic needs that need to be satisfied first. Things such as food, water, clothing, and shelter
Safety Needs	People seek for personal security, job security, financial safety, and general life stability
Love and Belonging	Individuals seek friendships with their friends and family. Intimacy is important and individuals seek to build a sense of belonging
Esteem	Individuals develop self-esteem for themselves, respect for others, and independence
Self-Actualization	Individuals seek answers to large life questions. Individuals are motivated to understand their own identity and the world around them

8. Explain how Maslow's theory can be used to understand human achievement. **People who have fulfilled the first four levels of Maslow's hierarchy of needs can focus on expanding their knowledge and pursuing new opportunities. Where people who do not have the first levels fulfilled need to focus on fulfilling their basic needs first**
9. Explain the difference between collectivism and individualism. **Collectivism is an ideology or tradition of supporting and promoting the group, family, or society over the individual. While individualism is when the focus is on the individual and a person's identity is independent from the group, family, or society**
10. Identify how a collectivistic culture and individualistic culture would shape a person's self-concept. **Collectivist cultures often have a person's self-concept connected with belonging to the group or society. While individualistic cultures focus on an individual's personal achievement, with their self-concept being more independent from the larger group**

Topic 7.9- Trait Theories of Personality	Topic 7.10- Measuring Personality										
<p>1. What are personality traits? Individual characteristics, behaviors, and conscious motives of an individual that remain stable over a long period of time</p> <p>2. Gordon Allport determined that a person's personality is made up of central traits, secondary traits, and rarely cardinal traits. Describe those traits. Cardinal traits: Strong dominant traits that are the main identifying factor of a person (these traits are rare) Central traits: Strong traits, but not the only defining trait a person has Secondary traits: Less influential, these are situation specific characteristics</p> <p>3. Describe how Hans Eysenck and Sybil Eysenck looked at an individual's personality. A person could look at a person's personality in two ways. 1) Extraversion vs introversion 2) Emotional stability vs instability</p> <p>4. What does factor analysis do? It is a way of isolating different variables in a person's personality</p> <p>5. Complete the table below on the 5 different dimensions of personality identified by Paul Costa and Robert McCrae.</p>	<p>1. What is the goal of personality inventories? To gain insight into an individual's feelings or thoughts on a specific topic that will allow for a better understanding of the individual's specific personality traits</p> <p>2. Identify four sources of information that can be used to assess an individual's personality traits. 1) Self-reports 2) Observer ratings 3) Situational tests 4) Individuals life outcomes</p> <p>3. What does the MMPI stand for and what is it used for? It is one of the most widely used assessments to help assess an individual's personality trait. It stands for the Minnesota Multiphasic Personality Inventory</p> <p>4. What was the MMPI originally designed to do? Identify emotional disorders</p> <p>5. Explain the difference between an objective personality test and a projective personality test. An objective personality test is a test that has limited answers and seeks certain responses from test takers. While a projective personality test has open responses and does not limit the test taker to a select group of answers</p> <p>6. Identify two examples of an objective personality test. 1) MMPI test 2) Myers-Briggs personality test</p> <p>7. Identify two examples of a projective personality test. 1) Rorschach inkblot test 2) Thematic apperception test</p> <p>8. Describe when you would use a projective personality test. These tests would be used when a person is seeking information that is difficult to test with a traditional test. Traditionally these are used by psychologists with a background in psychodynamic psychology</p> <p>9. Describe when you would use an objective personality test. These tests have more reliability and validity compared to projective personality tests, these would be used to better understand an individual's surface personality traits</p>										
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