

Learning objectives

Chapter 11 - motivation and emotion

1. Define motivation.
2. Explain the difference between intrinsic and extrinsic motivation and provide an example of each.
3. Distinguish between the following theories of motivation: instinct, drive, and arousal.
4. Define homeostasis, need, drive, and drive-reduction theory. Define primary and secondary drives and their role in motivation. Describe the kinds of behavior that drive reduction theory can and cannot explain.
5. Define arousal. Discuss the relationship between arousal level and performance. Describe the arousal theory of motivation.
6. Define hunger and satiety. Describe the role of stomach cues and the role of the brain in regulating hunger and eating including the nutrients and hormones that the brain monitors.
7. Define set point theory and explain why it is difficult to maintain weight loss by reducing calories only.
8. Define obesity, anorexia nervosa, and bulimia and describe the behaviors and health problems associated with each.
9. Define need for achievement and describe the characteristics of people with strong achievement motivation and the factors that can affect its development.
10. List, describe and provide an examples of each of the three components of an emotion: physiological, behavioral, and cognitive.
11. Compare and contrast the James-Lange, Cannon-Bard, Schacter-Singer, and Lazarus theories of emotion and use each theory to explain an emotional experience.
12. Explain how the development of facial expression of different emotions in infants suggests a biological basis for the expression of emotion.
13. Describe Darwin's theory of innate basic facial expressions and discuss the research that supports this theory.
14. Describe the social and cultural factors involved in communicating emotion.
15. Explain how smiling can lead to feelings of goodwill and frowning can lead to anger.