

Discovering Psychology video: Motivation

If absent go here to watch video:

<http://www.learner.org/discoveringpsychology/12/e12expand.html>

Answer the following questions as you watch.

1. *Definition of motivation given by Dr. Z: (also on p. 470)*

- a. Wanting to fulfill an incentive
- b. All the physical/psychological properties that start behavior and stop it
- c. Becoming aware of your instincts

Addiction: motivated by an overpowering desire (see p. 297-298 in text)

Phobia: motivated by an overwhelming fear (see p. 535, 650-651)

Most living creatures are motivated for survival pursuing actions that tend to maximize their survival

2. *We seek pleasure and avoid pain. This would correspond with which motivation theory in Chapter 12 (471-472)?*

- a. instinct theory
- b. drive reduction theory
- c. optimal arousal theory

Desire v. restraint

3. *For Freud, behavior is based on hidden motivation in the unconscious mind. Which two must be repressed?*

- a. Sexual satisfaction and aggressive, violent urges
- b. Need for adoration and anti social behavior

4. *In comparing Freud's approach to studying people and humanists such as Carl Rogers and Abraham Maslow we can say:*

- a. Freud is much more positive than both humanists
- b. Rogers and Maslow focused mainly on the unconscious
- c. Rogers and Maslow emphasized normal/healthy people, Freud the negative aspects



5. *According to Abraham Maslow what would be the correct order in satisfying our needs? (see p. 472 in text)*

- a. basic survival, esteem, attachment
- b. esteem, survival, attachment
- c. survival, attachment, esteem
- d. none of these

The Psychology of Sexual Motivation (483-485 in text)

Nature arranged things so that any event associated with arousal could become a sexual motivator. And any event paired with sexual gratification can function as a learned reinforcer as advertisers know.

6. You need to synchronize the activity of males and females so that sperm and egg cells meet under the right conditions. Before courtship rituals can occur, what must also have happened?

- a. a sexually mature partner must be identified: males strut their stuff
- b. the time and place have to be chosen.
- c. both a and b
- d. none of these is correct

Norman Adler studies physiology and behavior in sexual reproduction.
Behavior triggers the physiological responses.

(rest of video goes with Chapter 13, Emotion)



Discovering Psychology: Emotion

Name _____

Site _____

Answer the questions as you watch.

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Sexual attraction finds its expression in romantic love.

We can become jealous, frustrated and angry seeking intimacy. Romantic love is fragile and often short lived.

1. Which of the following is not Darwin's view on emotions? (see page 529)

- they're innate not learned
- some facial expressions are similar to animals.
- they're evolutionary remnants of previous adaptive behaviors such as fighting
- Optimists tend to have better, longer lives

All infants show similar expressions of emotion. Only later do we learn when to express and inhibit our emotions based on social learning.

2. Robert Plutchik says there are _____ basic emotions. See back>>>>>>>>>

3. Paul Ekman showed subjects from a variety of cultures photographs (see page 527)

The results indicated:

- there was a remarkable similarity in how they decoded emotions.
- culture specific responses to the facial expressions in the photos

How do we explain our behavior? Optimistically or pessimistically?

Martin Seligman looks at explanatory style. (see p. 564-564 and 627-629 in text)

Seligman's three dimensions

- External v. internal Is it about me or outside circumstances?
- Stable v. unstable Is it highly stable or does it come and go?
- Specific v. global Is it only this situation or does it apply to all?

4. A pessimist would say:

- it's me, it's not going away, it undermines everything I do
- it's not my fault, its going away, it often happens

5. In Seligman's study of depression, achievement and health he found that:

- those who start off as pessimists get depressed by 5th/6th grade even if not originally
- most who start out depressed. but are optimists, get better
- he was unable to study the concept for an adequate amount of time
- a and b

6. *At about age 45 what happens to pessimists, according to Dr. Seligman?*
- a. they start to use their pessimistic explanatory style for every situation
 - b. they begin to get more chronic diseases than optimistic persons
 - c. they die 15 to 20 years earlier than optimists
 - d. their tumors grow at a much slower rate than optimists

7. *Where do we get pessimism, according to Seligman?*
- a. we learn it from our mothers
 - b. the kinds of criticisms teachers and adult give us shape it
 - c. the reality of the first major event in your life may shape it
 - d. all of these are factors he mentions