# CHAPTER 10: MOTIVATION AND EMOTION

## Chapter Learning Objectives

- 10.1: Describe evolutionary, drive reduction, and optimum arousal theories of motivation.
- 10.2: Explain the physiological basis of hunger and the nature of eating behavior.
- 10.3: Characterize approaches to motivation in everyday life.
- 10.4: Summarize views of emotion.
- 10.5: Discuss the role of emotions in physical and psychological health and wellness.

### Chapter Overview

### Racing Toward Calamity

- During the COVID-19 pandemic healthcare professionals willingly exposed themselves to the danger of the virus, and of some people who associated these workers with the virus. They knowingly risked their own lives.
- Why do some people move toward danger to help others? This is a question of motivation and emotion.

#### L. Theories of Motivation

Motivation is the force that moves people to behave, think, and feel the way they
do.

### A. The Evolutionary Approach

- An instinct is an innate, biological pattern of behavior that is believed to be universal throughout a species. Usually a sign stimulus in the environment sets the instinct into motion.
- Instincts may explain a great deal of nonhuman animal behavior. Instincts may also explain infant reflexes such as sucking on an object that is placed in the mouth.
- According to evolutionary psychologists, the human motivation for sex, aggression, achievement, and many other behaviors comes from our evolutionary past. However, other theories of motivation are needed to explain the complexity of these human behaviors.

## B. Drive Reduction Theory

- 1. A drive is state of tension that occurs because of some physiological need.
- A need is some deprivation that energizes the drive to eliminate or reduce the deprivation.
- Generally, psychologists think of needs as underlying our drives. Need refers to a physiological state, while drive refers to a psychological one.
- Drive reduction theory explains that when a drive becomes stronger, we are motivated to reduce it. The goal behind drive reduction is homeostasis, which is the body's tendency to maintain equilibrium, or balance.
- Drive reduction theory does not give a complete framework for motivation because people often actually behave in ways that increase rather than reduce a drive.

## C. Optimum Arousal Theory

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**Cornelius Rea** 

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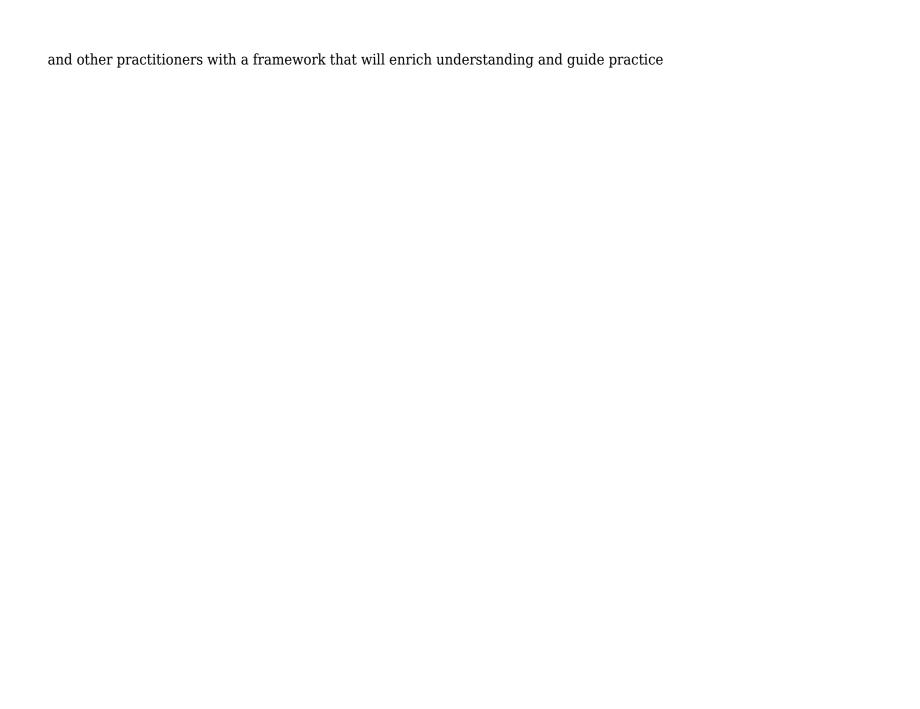
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## **Table of Contents Motivation And Emotion Psychology Study Guide**

- 1. Understanding the eBook Motivation And Emotion Psychology Study Guide
  - The Rise of Digital Reading Motivation And Emotion Psychology Study Guide
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Motivation And Emotion Psychology Study Guide
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Motivation And Emotion Psychology Study Guide
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Motivation And Emotion Psychology Study Guide
  - Personalized Recommendations
  - Motivation And Emotion Psychology Study Guide User Reviews and Ratings
  - Motivation And Emotion Psychology Study Guide and Bestseller Lists
- 5. Accessing Motivation And Emotion Psychology Study Guide Free and Paid eBooks
  - Motivation And Emotion Psychology Study Guide Public Domain eBooks
  - Motivation And Emotion Psychology Study Guide eBook Subscription Services

- Motivation And Emotion Psychology Study Guide Budget-Friendly Options
- 6. Navigating Motivation And Emotion Psychology Study Guide eBook Formats
  - o ePub, PDF, MOBI, and More
  - Motivation And Emotion Psychology Study Guide Compatibility with Devices
  - Motivation And Emotion Psychology Study Guide Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - o Adjustable Fonts and Text Sizes of Motivation And Emotion Psychology Study Guide
  - Highlighting and Note-Taking Motivation And Emotion Psychology Study Guide
  - Interactive Elements Motivation And Emotion Psychology Study Guide
- 8. Staying Engaged with Motivation And Emotion Psychology Study Guide
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Motivation And Emotion Psychology Study Guide
- 9. Balancing eBooks and Physical Books Motivation And Emotion Psychology Study Guide
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Motivation And Emotion Psychology Study Guide
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Motivation And Emotion Psychology Study Guide
  - Setting Reading Goals Motivation And Emotion Psychology Study Guide
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Motivation And Emotion Psychology Study Guide
  - Fact-Checking eBook Content of Motivation And Emotion Psychology Study Guide
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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