

MOTIVATION & EMOTION

Individual emotions



Reading:
Reeve (2018)
Ch 14
(pp. 339–361)

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Image source

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Outline – Individual emotions

Basic (7)

- Fear
- Anger
- Disgust
- Contempt
- Sadness
- Joy
- Interest

Self-conscious (5)

- Shame
- Guilt
- Embarrassment
- Pride
- Triumph

Cognitively complex (8)

- Envy
- Gratitude
- Disappointment
- Regret
- Hope
- Schadenfreude
- Empathy
- Compassion

Based on Reeve (2018, p. 339)

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**Imagine ...
you are the driver in a car crash ...**



**What emotions might you
experience?**

**What emotions might other
people experience?**

Why?

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Possible emotional responses

- **Anger:** Towards person driving the other car for getting in your way
- **Shame:** Because of making a mistake that has been publicly revealed
- **Sadness:** About damage to your car
- **Fear:** About the amount of money that repairs are likely to cost
- **Gratitude:** For being uninjured
- **Empathy:** Towards other people involved in the accident

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Possible emotional responses

- **Q:** Could each of the 20 specific emotions be experienced as a result of being the driver in a car crash?
- **A:** Yes

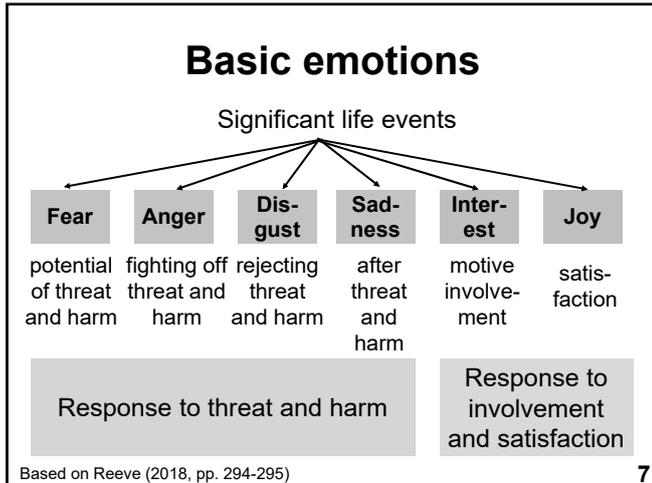
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Basic emotions

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Fear

- **Description:** Distress arising from perception that one can't cope with a threat
- **Cause:** Perceived vulnerability to physical or psychological harm from a specific situation (threat or danger)
- **Function:** Provides warning signal that motivates defence e.g., freezing, trembling, perspiring, looking around, fleeing, hiding.
- **Perception** that one can't cope is as important as the threatening situation itself.

Based on Reeve (2018, pp. 340–342) 9

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Fear-related psychological states

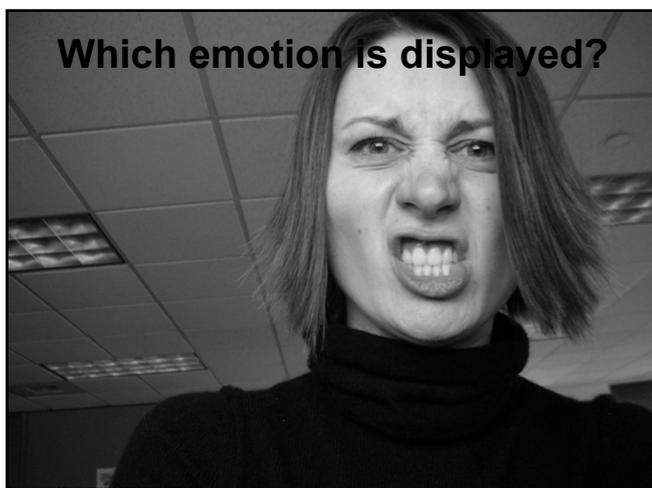
Anxiety: no identifiable threat but creates a state of arousal and tension

Phobias: fears of specific situations, events, bodily injury, animals, and places.

Post-traumatic Stress Disorder: long-term trauma arising from experience of extreme danger; elicits intense fear

Based on Reeve (2018, pp. 340–342) 10

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Anger

- **Description:** Passion for overcoming obstacles
- **Cause:** Perceived restraint from external obstacles encountered during goal pursuit, incl. injustice, betrayal of trust, rejection, criticism, interruptions.
- **Function:**
 - Motivates action to overcome obstacles by asserting and keeping control.
 - Energises, strengthens, fight/flight.
- Expression generally gets respect and status following a wrong.
- Can motivate change for the better but can also lead to aggression and damage.

Based on Reeve (2018, pp. 342–343) 12

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Disgust

- **Description:** Aversion/revulsion
- **Cause:** Encounter with an object deemed to be contaminated in some way.
- **Function:**
 - Motivates getting rid of, or away from, contaminated or spoiled objects.
 - Motivates positive coping behaviours to prevent consumption of, or contamination by, offensive substances.
 - Object of disgust depends on culture and age.

Based on Reeve (2018, pp. 343–344)

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Disgust

Domains:

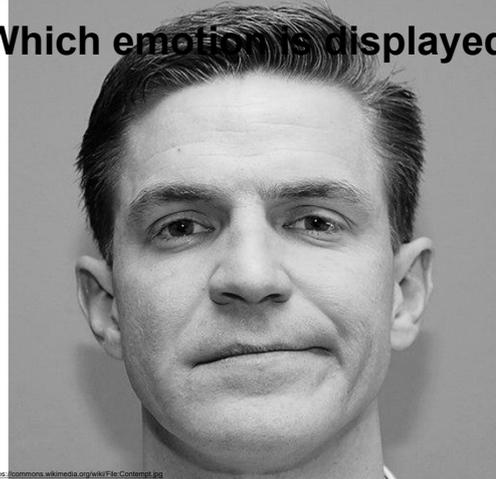
- animals (e.g., flies, toads, leeches, pigs)
- bodily waste
- poor hygiene
- body violations (deformity, gore)
- food
- contact with
 - death or corpses
 - unsavory people
- sexual behaviours
- moral offenses (e.g., child abuse, incest, infidelity)

Based on Reeve (2018, pp. 343–344)

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Which emotion is displayed?

Image source: <https://commons.wikimedia.org/wiki/File:Contempt.jpg>

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Contempt

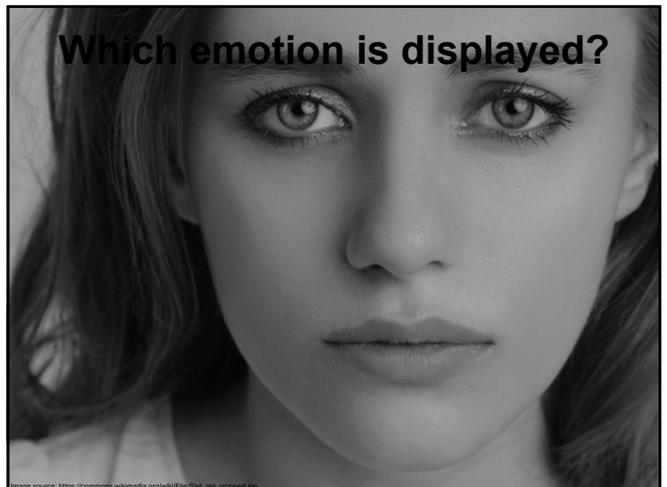
- **Description:** A sense of being superior to another person during social interactions.
- **Cause:** Judging other person to be unworthy in some important way.
- **Function:**
 - Maintain social hierarchy.
 - Signal one's dominance and superiority over another
- Toxic, destructive social consequences in peer relations, such as marriage.

Based on Reeve (2018, pp. 343–344)

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Which emotion is displayed?

Image source: <https://commons.wikimedia.org/wiki/File:Contempt.jpg>

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Sadness

- **Description:** Most negative, aversive emotion.
- **Cause:** Separation or failure.
- **Function:**
 - Turns attention inward, promotes reflection.
 - Motivates behaviour to alleviate and prevent distressful circumstances.
 - Indirectly facilitates social cohesiveness (to prevent separation).
 - Combined with rumination, can lead to depression which impairs problem solving, distracts attention, stimulates negative thinking, and erodes social supports.

Based on Reeve (2018, p. 345)

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Which emotion is displayed?



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Joy

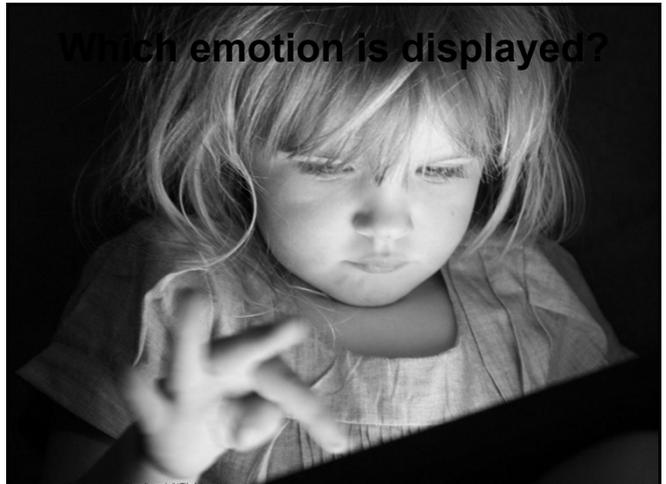
- **Description:** Emotional evidence that things are going well.
- **Cause:** Desirable outcomes (e.g., achievement/success, progress toward a goal, getting what we want, gaining respect, receiving love or affection, a pleasant surprise, or experiencing pleasurable sensations).
- **Function:**
 - facilitates willingness to engage in activities
 - soothing; makes life pleasant and balances experiences of frustration and disappointment
 - social glue that bonds relationships together

Based on Reeve (2018, p. 346)

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Which emotion is displayed?



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Interest

- **Description:** Most prevalent emotion in day-to-day functioning.
- **Cause:** Events that involve our needs and well-being. Novel/complex puzzles, curiosities, challenges, thoughts of learning, thoughts of achieving, and acts of discovery.
- **Function:**
 - Shifts attention to a thought or action.
 - Motivates desire to explore, seek, manipulate, and extract information from objects around us.
 - Motivates engagement that enhances learning and skill development.
 - Replenishes personal resources; increases vitality.

Based on Reeve (2018, pp. 347–348)

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Self-conscious
emotions

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Self-conscious emotions

Arise from cognitive evaluations of the self

Shame	Guilt	Embarrassment	Pride	Triumph
publicly damaged self-image	self-evaluation of failure	social blunder	after success	after competitive victory

Based on Reeve (2018, pp. 348–353) 25

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Which emotion is displayed?



Image source: https://commons.wikimedia.org/wiki/File:Teardrop_0011_cropped.jpg 26

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Shame

- **Description:** Powerful feeling of inferiority, worthlessness, and damaged self-image.
- **Cause:** Awareness of public demonstration of one's inferiority (e.g., violation of moral standards and incompetent functioning).
- **Function:**
 - Immediate feedback about how well one's self stands up to moral and performance-based standards.
 - Signals that something is wrong with the self.
- Generates two motives: protect & restore the threatened self. Restore is stronger. Protect is more likely.

Based on Reeve (2018, pp. 348–350) 27

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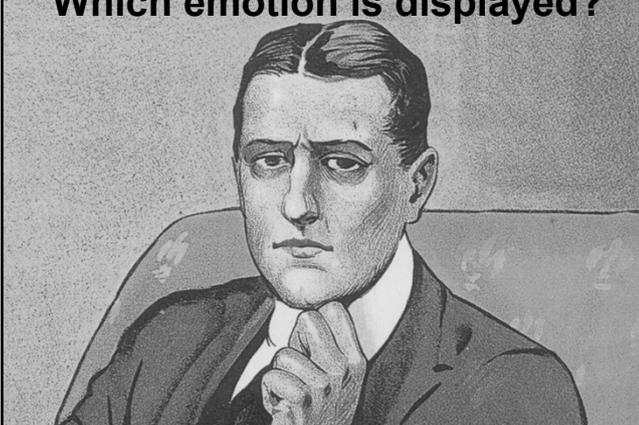
Shame



Based on Reeve (2018, Figure 14.3 Dual motivational model of shame, p. 349) 28

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Which emotion is displayed?



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Guilt

- **Description:** Similar to shame, but less intense. Less focused on self; more focused on others.
- **Cause:** Evaluating one's behaviour (rather than one's self) as a failure which caused harm, loss, or distress to someone else.
- **Function:**
 - Motivates to make amends to undo the hurtful consequences of the behaviour (e.g., apologise, confess, compensate).
 - Focus is on behaviours and actions and what can be done to undo the harm.

Based on Reeve (2018, pp. 350–351) 30

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Embarrassment

- **Description:** Uncomfortable self-awareness following a social mistake
- **Cause:**
 - after a social blunder reveals deficiency
 - in positive social situations such as being congratulated
- **Function:**
 - Signals that “something is amiss” and that some part of the self needs to be hidden or more carefully self-monitored.
 - Appease the audience by motivating action to repair the negative self-impression.

Based on Reeve (2018, p. 351)

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Pride

- **Description:** Satisfaction with one's achievement and success; 2 types:
- **Authentic:** Arising from success; promotes:
 - Achievement behaviour
 - Authentic and heartfelt self-esteem
 - Prosocial behaviour e.g., volunteering.
- **Hubristic:** Narcissistic, from feelings of superiority; contributes to:
 - Aggression
 - Relationship conflict
 - Antisocial behaviour such as manipulating others.

Based on Reeve (2018, pp. 351–352)

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Triumph

- **Description:** Jubilation and rejoicing following victory or success. Strong, joyful, dominant body language. Air of aggression, tension release, and taunting of opponent.
 - Expansion: arms raised above the shoulders and away from the body, chest & torso pushed out, slight smile, etc.
 - Aggression: thrusting a fist pump, shouting, etc.
- **Cause:** Victory in a competitive situation.
- **Function:** Signals dominance and social power over the defeated.

Based on Reeve (2018, pp. 352–353)

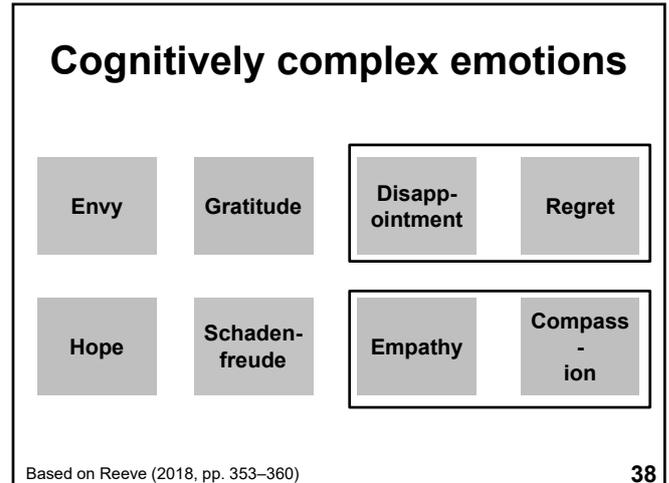
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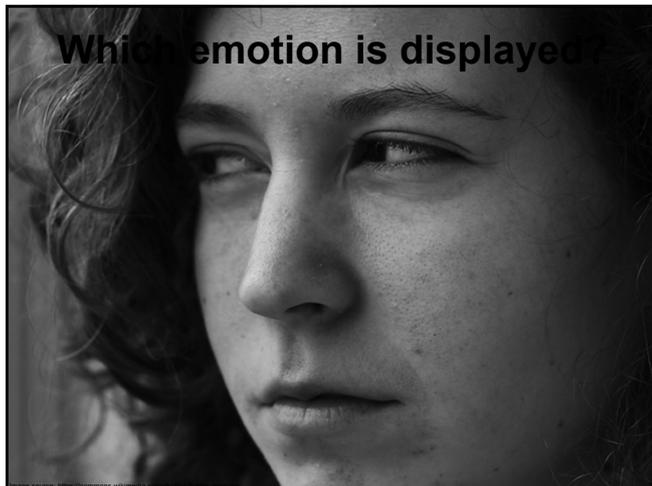
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Envy

- **Description:** Painful feeling arising from perceiving that another person has some advantage over the self and desiring what the other has (e.g., special quality (job), achievement (award), or possession (car)).
- **Cause:** Good fortune of others
- **Function:** Motivates to level the difference between self and other - by:
 - raising the self (benign envy) or
 - tearing down the other (malicious envy).

Based on Reeve (2018, pp. 353–354)

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Envy

- **Benign envy:** Moving up motivation: aims to improve one's position by constructive behaviour towards moving up to the superior position held by the envied person. (Appraisal: the other deserves their good position).
- **Malicious envy:** Tearing down motivation: aims to improve one's position by pulling down the envied person and leads to destructive behaviour. (Appraisal: the other does not deserve their good position).

Based on Reeve (2018, pp. 353–354)

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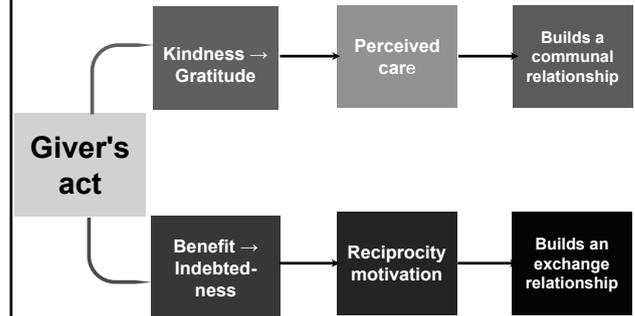
Gratitude

- **Description:** Feeling thankful towards another.
- **Cause:** Benefiting from intentional, costly generosity or prosocial behaviour of another.
- **Function:**
 - Facilitates “communal relationships”
 - However, can lead to focusing on what was received, leading to indebtedness which motivates reciprocity and contributes to “exchange relationships”

Based on Reeve (2018, pp. 353–354)

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Gratitude



Based on Reeve (2018, Figure 14.5 Sequence of relationship-based events in gratitude versus indebtedness), p. 355

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Which emotion is displayed?



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Disappointment

- **Description:** Moderate dislike of outcome; feeling powerless
- **Cause:** Comparing actual outcome to a preferred outcome that might have resulted from the same action e.g.,:
 - Anticipated getting a job, but didn't even get an interview.
 - Thought she would go out with me when I asked, but she said no.
- **Function:**
 - Demotivating; want to give up
 - Powerlessness/helplessness

Based on Reeve (2018, pp. 356–357)

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Which emotion is displayed?



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Regret

- **Description:** Strong dislike of outcome resulting from one's choice of action
- **Cause:** Poor outcome caused by one's poor behaviour or choice e.g.,
 - “I didn't study for the exam and now I regret it.”
 - “I didn't listen to what he was saying, and then he broke up with me, which I regret.”
- **Function:** Motivates action to fix mistake

Based on Reeve (2018, pp. 356–357)

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Hope

- **Description:**
 - Good feeling involving optimistic wish that a desired goal will be attained
 - Opposite of fear
- **Cause:** Desire for an attractive future outcome
- **Function:** Self-efficacious approach motivation

Based on Reeve (2018, p. 357)

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Schadenfreude

- **Description:** Pleasurable satisfaction
- **Cause:** Misfortune of others (typically when other person is disliked, envied, or resented).
- schaden = damage;
freude = joy
- **Function:** (Re)inforce feeling of superiority

Based on Reeve (2018, pp. 357–358)

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Other emotional responses to what happens to someone else

- **Glückscherz/Empathy:** Feel bad because something bad happened to someone else
- **Mudita:** Feel good because of someone else's success
- **Envy/jealousy:** Feel bad because of someone else's success

Based on Reeve (2018, pp. 357–358)

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Empathy

- **Description:** Feeling what another person feels
- **Cause:**
 - **Mimicry:** one's facial expressions, voice tone and posture match the other person.
 - **Perspective-taking:** imagining one's self in another's place.
- **Function:** Heightens perceptions of closeness toward the other and creates an approach-based prosocial motivational orientation.

Based on Reeve (2018, pp. 358–359)

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Which emotion is displayed?



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Compassion

- **Description:** Feelings about another's situation. Can be pleasant or aversive.
- **Cause:** Awareness of another's significant life events and consequent emotions
- **Function:**
 - Positive: Motivates acts of caring
 - Negative: Distress caused by focusing on another's distress

Based on Reeve (2018, pp. 359–360)

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Summary: Basic (7)

- **Fear:** Motivates self-protection in face of danger or threat
- **Anger:** Energises one to overcome obstacles in goal pursuit
- **Disgust:** Repulsion against contaminated object or person
- **Contempt:** Feeling of superiority to maintain social order
- **Sadness:** Self-reflection following loss or separation
- **Joy:** Pleasure from desirable outcomes → goal striving
- **Interest:** Curiosity, replenishes approach motivation

Based on Reeve (2018, pp. 360–361)

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Summary: Self-conscious (5)

- **Shame:** Public violation of moral and competency standards
- **Guilt:** Realisation of harm caused, with desire to repair
- **Embarrassment:** Social blunder indicating hidden self
- **Pride:** Arises from success; Authentic vs. Hubristic
- **Triumph:** Reaction to competitive victory; dominance

Based on Reeve (2018, pp. 360–361)

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Summary: Complex (8)

- **Envy:** Arises from others' good fortune; Benign vs. Malicious
- **Gratitude:** Receive gift; Communal vs. Exchange
- **Disappointment:** Positive outcome didn't occur; unsure why
- **Regret:** Positive outcome didn't occur; own fault
- **Hope:** Wish desired goal be obtained; motivates persistence
- **Schadenfreude:** Pleasure at the misfortune of others
- **Empathy:** Feeling emotions of another
- **Compassion:** Desire to support someone who is suffering

Based on Reeve (2018, pp. 360–361)

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References

- Reeve, J. (2018). *Understanding motivation and emotion* (7th ed.). Hoboken, NJ: Wiley.

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