Motivation & Emotion

Growth motivation & positive psychology

James Neill
Centre for Applied Psychology
University of Canberra
2017

Humanistic psychology argues that rejecting one’s nature (in favour of social priorities) puts personal growth and psychological well-being at risk. It is important to follow your true nature or “inner guides”.

Reading:
Reeve (2015)
Ch 15
(pp. 431-465)

“If this essential core (inner nature) of the person is frustrated, denied, or suppressed, sickness results” (Maslow, 1968)

Outline – Growth motivation & positive psychology

- Holism & positive psychology
  - Holism
  - Positive psychology
- Self-actualisation
  - Hierarchy of human needs
  - Encouraging growth
- Actualising tendency
  - Organismic Valuing Process
  - Emergence of the self
  - Conditions of worth
  - Conditional regard
  - Fully functioning individual
- Humanistic motivational phenomena
  - Causality orientation
  - Growth vs. validation seeking
  - Relationships
  - Freedom to learn
  - Self & social definition
  - The problem of evil
- Positive psych & growth
  - Happiness & well-being
  - Eudaimonic well-being
  - Optimism
  - Meaning
  - Positivity
- Interventions
- Criticisms

Based on Reeve (2015, pp. 431-432)
Evolution of paradigms in psychology

- 1st force: Psychoanalytic
- 2nd force: Behaviourism
- 3rd force: Humanistic
- 4th force: Transpersonal

Related terms

- Humanistic
- Positive
- Growth
- Gestalt
- Spiritual
- Existential
- Transpersonal

Holism & positive psychology
Holism

- Human motives are integrated wholes (rather than a sum of parts) - gestalt.
- Personal growth is the ultimate motivational force.
- Stresses “top-down” master motives such as the self and its strivings toward fulfillment
- Focuses on discovering human potential and encouraging its development

Based on Reeve (2015, p. 434)

Maslow on holism

"A damaged organism isn't satisfied just to be what is is, merely damaged. It strives, presses, and pushes; it fights and struggles with itself in order to make itself into a unit again" (Maslow, 1971, p. 115)

Positive psychology

- Focuses on proactively building personal strengths and competencies
- Seeks to make people stronger and more productive, and to actualise the positive human potential in all of us
- Uses scientific methods to identify evidence-based methods

Based on Reeve (2015, pp. 434-435)
Seligman on the science of positive psychology

http://www.youtube.com/watch?v=9FBxrd7DL3E (23:43 mins)

Self-actualisation

Based on Reeve (2015, p. 435)

Self-actualisation is the desire:
• for self-fulfillment, to actualise one's potential
• to become everything that one is capable of becoming.

Motivation and personality (Maslow, 1954)

Fundamental directions that characterise self-actualisation as a process:

<table>
<thead>
<tr>
<th>Autonomy</th>
<th>Openness</th>
<th>Greater mindfulness</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Courage to create</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Realistic appraisals</td>
</tr>
</tbody>
</table>

Self-realisation

Based on Reeve (2015, p. 435)
Maslow on self-actualisation

“Human beings seem to be far more autonomous and self-governed than modern psychological theory allows for.”
*Motivation and Personality* (1954), p. 123

Maslow on self-actualisation

“The study of crippled, stunted, immature, and unhealthy specimens can yield only a cripple psychology and a cripple philosophy. The study of self-actualizing people must be the basis for a more universal science of psychology.”
*Motivation and Personality* (1954), p. 234

The Farther Reaches of Human Nature (Maslow, 1971)

Maslow's final book – (he died from a heart attack whilst jogging in 1970, at the age of 62)
Maslow's study of self-actualised people

"My investigations on self-actualization were not planned to be research and did not start out as research. They started out as the effort of a young intellectual to try to understand two of his teachers whom he loved, adored, and admired and who were very, very wonderful people … I could not be content to simply adore, but sought to understand why these two people were so different from the run-of-the-mill people in the world."

*Farther Reaches of Human Nature (1971), p. 40*

Based on Maslow (1971)

Maslow's study of self-actualised people

- Maslow used “biographical analysis” of people he considered to be self-actualised, including some famous, some not so famous, some who were alive, and some who were dead.
- Identified some common characteristics that set these people apart from others

Characteristics of self actualising people

1. Acceptance of self, of others, of nature
2. Identification with the human species
3. Emphasis on higher level values
4. Perception of reality
5. Discrimination between means and ends
6. Resolution of dichotomies (conflicts) that plague most people
7. Autonomy and resistance to enculturation
8. Detachment and desire for privacy
9. Spontaneity, simplicity, naturalness
10. Problem-centering
11. Creativeness
12. Freshness of appreciation; rich emotions
13. High frequency of peak experiences
14. (Intimate) interpersonal relations
15. Democratic character structure
16. Philosophical, unhostile sense of humour

Priority of values like truth, love, and happiness

Internally controlled

High involvement, productivity, and happiness

High quality interpersonal relationships

Based on Maslow (1971)
Peak experiences

“Peak experience is a kind of transpersonal and ecstatic state, particularly one tinged with themes of euphoria, harmonization and interconnectedness. Participants characterize these experiences, and the revelations imparted therein, as possessing an ineffably mystical and spiritual (or overtly religious) quality or essence.” (Wikipedia, 2013)

Peak experiences

- “Peak experiences are transient moments of self-actualization.” (Maslow, 1971, p. 48)
- The highest peaks include “feelings of limitless horizons opening up ..., the feeling of being simultaneously more powerful and also more helpless than ... ever ... before, the feeling of great ecstasy and wonder and awe, and the loss of placing in time and space” (p. 164)
- All people are capable of peak experiences and learning how to cultivate conducive conditions.

Maslow on peak experiences

http://www.youtube.com/watch?v=TkJqQX896WA (4:02 mins)
Self-actualisation

Only 1% of people self-actualise! (Maslow)

1%

Why?

Hierarchy of human needs

Themes about the nature of human needs (Maslow, 1943, 1987)
- The lower the need, the stronger and more urgently it is felt.
- The lower the need, the sooner it appears in development.
- Needs in the hierarchy are fulfilled sequentially from lowest to highest.

Based on Reeve (2015, pp. 435-436)

Behaviours that encourage self-actualisation

- **Growth choices** (progression vs. regression or growth vs. fear)
- **Be honest** (when in doubt)
- Situationally position yourself for peak experiences
- **Give up defensiveness**
- **Let the self emerge** (listen to impulse voices rather than introjected voices)
- **Be open to experience** (identify defenses and have the courage to give them up)

Based on Reeve (2015, Table 15.1, p. 436) and Maslow (1971, pp. 44-49)
Actualising tendency

“The organism has one basic tendency and striving - to actualize, maintain, and enhance the experiencing self.”
(Rogers, 1951)

Innate, a continual presence that quietly guides the individual toward genetically determined potentials.

Motivates the individual to want to undertake new and challenging experiences.

Organismic valuing process

Innate capability for judging whether a specific experience promotes or reverses growth.

Provides the interpretive information needed for deciding whether a new undertaking is growth-promoting or not.

If continued over time, a person becomes more closely aligned with their natural values and thereby become more relaxed and at ease with their life.
Organismic valuing process
The OV process may include any of the following principles:

- **Authenticity**: Getting away from defensive superficiality and being oneself.
- **Autonomy**: Moving away from what you “should” do and making your own decisions.
- **Internal focus of evaluation**: Judgement based on one’s own view, rather than seeking approval of others.
- **Unconditional positive self-regard**: Judging and accepting yourself as valuable and worthwhile, including all thoughts and emotional reactions.
- **Process living**: Recognising that we are in a constant state of becoming and never reach a final end point.
- **Relatedness**: Seeking close and deep relationships where you can truly appreciate and understand other people.
- **Openness to inner and outer experience**: Being able to perceive and accept how others and oneself behaves and feels.

Based on ChangingMinds - http://changingminds.org/explanations/values/organismic_valuing.htm

Process of actualisation

<table>
<thead>
<tr>
<th>At birth</th>
<th>Soon after birth</th>
<th>Parental attitude</th>
<th>Social relations</th>
<th>Consequence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Need for positive regard</td>
<td>Offering of unconditional positive regard</td>
<td>Experience evaluated in accordance with the organismic valuing process</td>
<td>Congruence and the fully functioning person</td>
<td></td>
</tr>
<tr>
<td>Emergence of the self: Need for positive self-regard</td>
<td>Offering of conditional positive regard</td>
<td>Experience evaluated in accordance with conditions of worth</td>
<td>Incongruence</td>
<td></td>
</tr>
</tbody>
</table>

Rogerian model of the process of self-actualisation

Based on Reeve (2015, Figure 15.2, p. 442)

Fully functioning person

<table>
<thead>
<tr>
<th>Emergence</th>
<th>Acceptance</th>
<th>Expression</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onset of innate desire, impulse, or motive</td>
<td>Desire, impulse, or motive is accepted “as is” into consciousness</td>
<td>Unedited communication of desire, impulse, or motive</td>
</tr>
</tbody>
</table>

Fully functioning as the emergence, acceptance, and expression of a motive

Based on Reeve (2015, Figure 15.3, p. 445)
Humanistic motivational phenomena

Autonomy causality orientation
- Relies on internal guides (e.g., needs, interests)
- Pays close attention to one’s own needs and feelings
- Relates to intrinsic motivation and identified regulation
- Correlates with positive functioning (e.g., self-actualisation, ego development, openness to experience etc.)

Based on Reeve (2015, pp. 445-447)

Control causality orientation
- Relies on external guides (e.g., social cues)
- Pays close attention to behavioural incentives and social expectations
- Relates to extrinsic regulation and introjected regulation

Based on Reeve (2015, pp. 445-447)
How relationships support the actualising tendency

- "The extent to which individuals develop toward congruence and adjustment depends greatly on the quality of their interpersonal relationships." (p. 436)
- Relationships can be:
  - controlling (conditions of worth) or
  - autonomy-promoting (unconditional positive regard).

Based on Reeve (2015, pp. 448-450)
## How relationships support the actualising tendency

### Ways of supporting the actualising tendency

- Helping others
- Relating to others in authentic ways
- Promoting the freedom to learn
- Defining the self

Based on Reeve (2015, pp. 448-450)

## What is the source of “evil”? 

**Challenging questions:**

- How much of human nature is inherently evil?
- Why do some people enjoy inflicting suffering on others?

Based on Reeve (2015, pp. 451-453)

## Humanistic theorists' views

- Evil is not inherent in human nature. It only arises when experience injures and damages the person.
- Both benevolence and malevolence are inherent capacities in everyone.
- Human nature needs to internalise a benevolent value system in order to avoid evil.

Based on Reeve (2015, pp. 451-453)
Positive psychology & growth

Positive psychology & growth

• Looks at people’s mental health and the quality of their lives to ask, “What could be?”
• Seeks to build people’s strengths and competencies

Based on Reeve (2015, pp. 453-460)

Positive psychology & growth

Building personal strengths

- Happiness
- Engagement
- Resilience
- Capacity for Flow
- Personal Control
- Optimism
- Hope
- Acceptance
- Goal Setting
- Meaning
- The Passion to Kerr
- Wisdom
- Authenticity
- Toughness
- Self-Determination
- Forgiveness
- Compassion
- Empathy
- Awe
- Bravery
- Spirituality

Outcomes

• Fostering personal growth and well-being
• Preventing human sadness from taking root within the personality

Based on Reeve (2015, Table 15.3, Personal strengths investigated as the subject matter of positive psychology, p. 453)
**Nature and structure of subjective well-being**

**Subjective well-being**

- Presence of positive affect
- Absence of negative affect
- High level of satisfaction

Based on Reeve (2005, Figure 15.6, p. 455)

---

**The broaden-and-build theory of emotions**

- Positive emotions
- Gains in mental, social, and physical resources
- Take action
- Build
- Open-mindedness
- Broaden

Based on Reeve (2005, Figure 15.6, p. 455)

---

**Illustrative personal strengths: Optimism**

- A positive attitude or a good mood associated with what one expects to unfold in his or her immediate and long-term future.
- Related to better psychological & physical health, more health-promoting behaviors, greater persistence, and more effective problem solving.

Based on Reeve (2005, pp. 457-458)
Illustrative personal strengths: Meaning

- A sense of purpose, internalised values, and high efficacy are the motivational ingredients for cultivating meaning in life.
- The act of creating meaning helps to prevent future sickness.

Based on Reeve (2015, pp. 458-459)

Viktor Frankl (1946): Man's Search for Meaning

- Part 1: Experience as a Jew in Auschwitz, a World War II Nazi concentration camp. Observed that those who had hope for the future (a reason to live) were more likely to survive.
  
  "He who has a Why to live for can bear almost any How" - Nietzsche

- Part 2: Describes logotherapy (logos = Greek for meaning). Understands psychopathology as a function of a lack of meaning. When connected with meaning, dysfunction tends to resolve.

  Thus, life is not primarily a quest for pleasure or power, but a quest for meaning.

  "Why do you not commit suicide?"

Viktor Frankl (1946): Man's Search for Meaning

https://www.youtube.com/watch?v=FD1512_XjEw (4:22 mins)
Illustrative personal strengths: Eudaimonic well-being

- Greek meaning “good spirit” or “human flourishing” (Aristotle)
- Self-realisation
- Relatedness satisfaction
- Pursuit of self-endorsed goals

Based on Reeve (2015, pp. 456-457)

Criticisms

People possess potentials to harm themselves and others.
Humanistic view emphasises only one part of human nature.

Unscientific concepts
Humanistic theorists use a number of vague and ill-defined constructs.

Unknown origins of inner guides
How is one to know what is really wanted or what is really needed by the actualising tendency?

Based on Reeve (2015, pp. 462-463)
Interventions

Happiness exercises from positive psychology therapy

1. Gratitude visit. Write a letter or visit and share about your gratitude to someone who has been especially kind to you but never really thanked.

2. Three good things in life. Each day, write down three things that go well and identify the cause of each.

3. You at your best. Write about a time when you functioned at your best. Reflect on the personal resources that made that functioning possible.

4. Identify signature strengths. Identify up to five personal signature strengths and find a way to use each in a new way.

Based on Reeve (2015, p. 461)

Sensory awareness exercise

1. Brainstorm a list of your favourite sources of pleasure for each sense (sight, sound, touch, taste and smell).

2. Longer lists are associated with better well-being.

3. Give yourself at least one of your favourite sources of pleasure through each sense each day.

Next lecture

Summary and conclusion
(Ch 17)

References


Note: Image credits are in the slide notes

Open Office Impress

- This presentation was made using Open Office Impress.
- Free and open source software.
- [http://www.openoffice.org/product/impress.html](http://www.openoffice.org/product/impress.html)