MOTIVATION & EMOTION

Unit outline

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Discipline of Psychology
University of Canberra
2022

Image source

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Outline

- Unit description
- Learning outcomes
- Graduate attributes
- Flexible delivery
- Schedule
- Lectures
- Tutorials
- Textbook
- Websites
- Drop-in
- Discussion
- Assessment
- Key dates

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Unit description

This unit covers:

- motivation
  such as brain processes, extrinsic and intrinsic motivation, goal-setting, and the self
- emotion
  including biological and cognitive perspectives, core emotions, and emotional regulation

and considers their application to everyday life.

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Learning outcomes

1. Identify the **major principles** of motivation and emotion;
2. **Integrate** theories and current research towards explaining the role of motivation and emotions in human behaviour; and
3. **Critically apply knowledge** of motivation or emotion to an indepth understanding of a specific topic in this field.

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Graduate attributes

Professional

- communicate effectively;
- display initiative and drive, and use their organisation skills to plan and manage their workload;
- employ up-to-date and relevant knowledge and skills;
- use creativity, critical thinking, analysis and research skills to solve theoretical and real-world problems;

Global citizen

- adopt an informed and balanced approach across professional and international boundaries;
- communicate effectively in diverse cultural and social settings;
- make creative use of technology in their learning and professional lives;

Lifelong learner

- adapt to complexity, ambiguity and change by being flexible and keen to engage with new ideas;
- be self-aware;
- evaluate and adopt new technology.

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Flexible delivery

- **Lectures**
  - Virtual live + recorded (Wed)
- **Tutorials**
  - Virtual live + recorded (Wed)
  - On campus (Thu)

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Schedule

Module	Week	Lecture	Readings (Ch)	Quizzes	Tutorial	Assessment
1 - Introduction	01	01 - Introduction	UO, 01	1	01 - Topic selection	-
	02	02 - Historical development and assessment skills	02, Assessment		02 - Wiki editing	-
2 - Needs	03	03 - Brain and physiological needs	03, 04	2	03 - Physiological needs	-
	04	04 - Extrinsic motivation and psychological needs	05, 06		04 - Psychological needs	**Topic selection** (due Mon 9am 22/8) **Quiz 1** (due Mon 9am 22/8)
3 - Goals and self	05	05 - Implicit motives and goals	07, 08	3	05 - Functionalist theory and self-tracking	**Topic development** (due Mon 9am 29/8)
	06	06 - Mindsets, control, and the self	09, 10, 11		06 - Learned optimism	**Quiz 2** (due Mon 9am 5/9)
4 - Emotion	07	07 - Nature of emotion	12	4	07 - Core emotions	-
	08	Mid-semester break	-		-	**Quiz 3** (due Mon 9am 19/9)
	09	08 - Aspects of emotion	13		08 - Measuring emotion	-
5 - Individual emotions	10	09 - Individual emotions	14	5	09 - 20 emotions	-
	11	10 - Unconscious motivation	16		10 - Time perspective	**Quiz 4** (due Mon 9am 10/10)
6 - Growth	12	11 - Growth psychology	15	6	11 - Positive psychology	**Book chapter** (due Mon 9am 17/10)
	13	12 - Interventions and review	17		12 - Review	**Quiz 5** (due Mon 9am 24/10)
-	14	-	-	-	-	**Multimedia presentation** (due Mon 9am 31/10)
-	15	-	-	-	-	**Quiz 6** (due Mon 9am 7/11)

Image source: https://en.wikiversity.org/wiki/Motivation_and_emotion/About/Schedule

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Lectures

- 12 x 2 hour weekly lectures based on the 17 textbook chapters
  - 1st half (W1-7) = motivation
  - 2nd half (W9-13) = emotion
- Virtual live + recorded
- Wednesday
  10:30 `(UCLearn - Virtual Room)`

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Lectures - Topics

Lectures

Week	Lecture	Title	Readings (Reeve, 2018)
01	01	Introduction	Unit outline, Ch 01
02	02	Historical development & assessment skills	Ch 02, Assessment
03	03	Brain & physiological needs	Ch 03, 04
04	04	Extrinsic motivation & psychological needs	Ch 05, 06
05	05	Implicit motives & goals	Ch 07, 08
06	06	Mindsets, control, & the self	Ch 09, 10, 11
07	07	Nature of emotion	Ch 12
08	-	No lecture	-
09	08	Aspects of emotion	Ch 13
10	09	Individual emotions	Ch 14
11	10	Unconscious motivation	Ch 16
12	11	Growth psychology	Ch 15
13	12	Interventions & review	Ch 17

https://en.wikiversity.org/wiki/Motivation_and_emotion/Lectures

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Tutorials

- 12 x 1 hour weekly tutorials
  - key content review
  - activities
  - assessment task skills
- Attendance strongly recommended
- Virtual live + recorded + on campus
- Headset + webcam recommended

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Tutorials - Timetable

Wednesday

- `13:30 Virtual`
- `17:30 Virtual`

Thursday

- `11:30 On campus (12B16)`
- `13:00 On campus (12B16)`

If you can't make your scheduled tutorial, try to come along at another time or watch the recording.

Image source: http://commons.wikimedia.org/wiki/File:Yellowpin.svg

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Tutorials - Topics

Week	Tutorial	Topic
01	01	Topic selection
02	02	Wiki editing
03	03	Physiological needs
04	04	Psychological needs
05	05	Goals
06	06	Self
07	07	Core emotions
09	08	Measuring emotion
10	09	20 emotions
11	10	Time perspective
12	11	Self-actualisation
13	12	Review

https://en.wikiversity.org/wiki/Motivation_and_emotion/Tutorial

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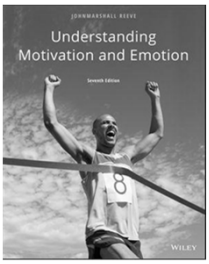
Textbook - Access

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



E-book ($81.25)

Hard copy ($168.00)

UC Library:

- 2 copies on 3 day loan
- 1 copy on 3 hour loan

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Textbook - Table of contents

- Chapter 01: Introduction
- Chapter 02: Motivation in Historical Perspective
- Chapter 03: The Motivated and Emotional Brain
- Chapter 04: Physiological Needs
- Chapter 05: Extrinsic Motivation
- Chapter 06: Psychological Needs
- Chapter 07: Implicit Motives
- Chapter 08: Goal Setting and Goal Striving
- Chapter 09: Mindsets
- Chapter 10: Personal Control Beliefs
- Chapter 11: The Self and Its Strivings
- Chapter 12: Nature of Emotion: Six Perennial Questions
- Chapter 13: Aspects of Emotion
- Chapter 14: Individual Emotions
- Chapter 15: Growth Motivation and Positive Psychology
- Chapter 16: Unconscious Motivation
- Chapter 17: Interventions

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Websites

- **UCLearn**: https://uclearn.canberra.edu.au/courses/11508
- **Wikiversity**: https://en.wikiversity.org/wiki/Motivation_and_emotion

These sites are open access – i.e., freely and publicly available

Image source: https://commons.wikimedia.org/wiki/File:Hyperlink-internet-search.svg

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Drop-in

30 mins before and after lectures and tutorials

- **Wed**
  - 10:00 – 10:30 - Virtual Room
  - 12:30 – 13:30 - Virtual Room
  - 14:30 – 15:00 - Virtual Room
  - 17:00 – 17:30 - Virtual Room
  - 18:30 – 19:00 - Virtual Room
- **Thu**
  - 12:30 – 13:30 - On-campus, 12B16
  - 14:00 – 14:30 - On-campus, 12B16

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Discussion

- UCLearn discussion
- #emot22 (Twitter)
- Wikiversity talk pages

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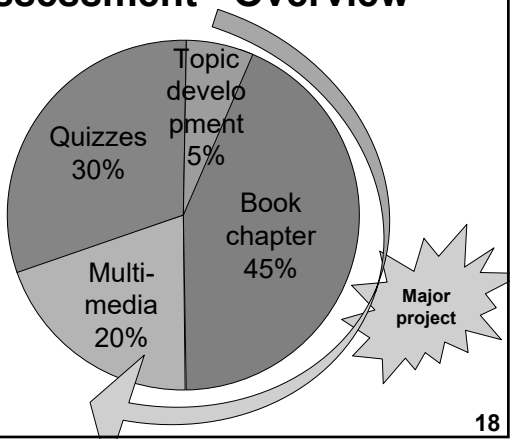
Assessment - Overview



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Assessment - Overview

1. **Topic development** (5%)
   Week 05 Mon 9am 5 hours
2. **Book chapter** (45%)
   Week 12 Mon 9am 45 hours
3. **Multimedia** (20%)
   Week 14 Mon 9am 10 hours
4. **Quizzes** (30%) 90 hours

Total: 150

Major project

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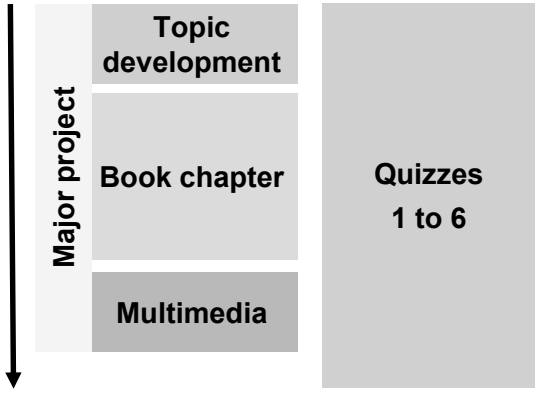
Assessment - Workflow



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Major project: Tasks

Create a:

- select a topic (topic selection)
- plan for the chapter (topic development)
- written resource (book chapter)
- visual resource (multimedia presentation)

about a specific motivation or emotion topic.

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Major project: Theme

Motivation and Emotion:

Understanding and improving our motivational and emotional lives using psychological science

(i.e., theory and research)

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Student feedback - Examples

Best aspects?

- Choosing own topic
- Using a new medium
- Learning to use wiki
- More relevant to real life than an essay
- Include ePortfolio; showcase to employers

Worst aspects?

- (Overly) challenged by learning how to edit online and creating multimedia
- If you wish to negotiate alternative assessment, contact the unit convener

https://en.wikiversity.org/wiki/Motivation_and_emotion/Evaluation

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Topic selection - Tasks

- Weight 0% - submission optional
- Register Wikiversity account
- Sign up to an approved topic
- Due: W04 Mon 9am
- Submit URL via UCLearn
- No late submissions or extensions
- Feel free to add comments or questions
- Selection will be checked and feedback provided

Learn these skills in **Tutorial 1**

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Topic development - Tasks

- Weight: 5%
- Create Wikiversity user page
- Develop chapter plan:
  - headings
  - key points with citations
  - figure
- Social contribution
  - Comment on another chapter
  - Summarise social contributions on your Wikiversity user page
- Due: W05 Mon 9am
- Submit URL via UCLearn
- No late submissions or extensions

Learn these skills in **Tutorial 1 & 2**

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Topic selection - Sign up

- One topic per author.
- Preapproved topics are available – or propose own topic.
- Aim to sign up by the end of Week 2.
- Develop chapter plan Weeks 3 and 4.

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Topic

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Topic examples - Motivation

Motivation [edit | edit source]

1. Active transport motivation - What motivates use of active transport and how can people be encouraged to use it? - MyUserName
2. Beneficence as a psychological need - What is beneficence and what are its implications as a psychological need? - MyUserName
3. Brief motivational interviewing as a health intervention - How can brief motivational interviewing be used as a health intervention? - MyUserName
4. Consumer panic buying motivation - What motivates consumer panic buying and how can it be prevented? - MyUserName
5. Dispositional optimism - What is dispositional optimism and how does it influence people's lives? - MyUserName

https://en.wikiversity.org/wiki/Motivation_and_emotion/Book

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Topic examples - Emotion

Emotion [edit | edit source]

1. Academic buoyancy - What is academic buoyancy, why does it matter, and how can it be enhanced? - MyUserName
2. Academic resilience - What is academic resilience, why does it matter, and how can it be enhanced? - MyUserName
3. Affective disorders - What affective disorders occur, what causes them, and how can they be managed? - MyUserName
4. Amusement - What is amusement, what causes it, what are its consequences, and how can it be fostered? - MyUserName
5. Brain fog - What is brain fog, what causes it, and how can it be managed? - MyUserName

https://en.wikiversity.org/wiki/Motivation_and_emotion/Book/2021

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Topic development - Proposal

To propose a topic:

- Search Wikiversity to see what has already been covered (https://en.wikiversity.org/wiki/Motivation_and_emotion/Book)
- Email the convener a unique:
  - Title
  - Subtitle (in the form of a question(s))
  - Wikiversity username
- If approved, topic will be added with your username
- If not approved, feedback will be provided

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Topic

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Topic development - Marking criteria

- Title, sub-title (10%)
- User page (10%)
- Social contribution (10%)
- Headings (10%)
- Key points (30%)
- Figure (10%)
- References (10%)
- Resources (10%)

Discussed in **Tutorial 1 & 2**

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Topic 31

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Book chapter - Task

- Create an interesting, professional, freely available, 4000 word max. online book chapter about a specific, unique motivation or emotion topic.
- Apply psychological theory and research knowledge to help people live more effective motivational and emotional lives.
- Contribute meaningfully to the development of other book chapters (social contribution).

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Chapter 32

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Book chapter - Marking criteria

Weight: 45%

- Overview (5%)
- Theory (20%)
- Research (25%)
- Integration (10%)
- Conclusion (5%)
- Written expression (25%)
- Social contribution (10%)

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Chapter 33

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Multimedia - Task

- Create a stand-alone, online, publicly available multimedia presentation focusing on key problems and answers, up to 3 minutes
- Any style, format, or platform – as long as it has a unique URL and includes audio and image

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Multimedia 34

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Multimedia - Marking criteria

Weight: 20%

- Overview (10%)
- Content (10%)
- Conclusion (10%)
- Audio (30%)
- Video (30%)
- Meta-data (5%)
- Licensing (5%)

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Multimedia 35

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Quizzes

- Weight
  - 30% (6 quizzes x 5% each)
- Availability
  - Due fortnightly (one quiz per module)
- Content
  - Based mainly on corresponding textbook chapters as well as lectures and tutorials
  - 10 multiple-choice questions per quiz, drawn randomly from a larger test bank

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Quizzes 36

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Quizzes

- Time limit
  - 10 minutes per quiz
- Attempts
  - One attempt per quiz is permitted
  - All 6 quizzes count towards final mark
- Reviewing results
  - Results (questions and answers) will be available for review immediately after submitting, but not later on

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Quizzes 37

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Quizzes

- **Academic integrity**
  - Open book
  - Complete independently, on your own
  - Do not share answers
- **Bonus marks**
  - Email the unit convener if you identify a quiz:
    - error
    - improvement
  - Accepted revisions will earn bonus quiz marks

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Quizzes 38

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Quizzes

Week	Quiz
00	0: Practice
01-02	1: Introduction
03-04	2: Needs
05-06	3: Goals and self
07-09	4: Emotion
10-11	5: Individual emotions
12-13	6: Growth and interventions

https://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Quizzes 39

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Key dates

- W02 (Fri) – Recommended topic selection
- W04
  - Mon 9am - Quiz 1 due
  - Mon 9am - Topic selection due (optional)
  - Fri – Census day - Last day to withdraw w/out penalty
- W05 (Mon 9am) – Topic development due
- W06 (Mon 9am) - Quiz 2 due
- W08
  - No classes - Mid-semester break
  - Mon 9am - Quiz 3 due
  - Fri - Last day to withdraw without incurring fail
- W11 (Mon 9am) - Quiz 4 due
- W12 (Mon 9am) - Book chapter due
- W13 (Mon 9am) - Quiz 5 due
- W14 (Mon 9am) - Multimedia due
- W15 (Mon 9am) - Quiz 6 due
- W17 (Mon) - Results released

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References

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

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MOTIVATION & EMOTION

Introduction to motivation and emotion

Reading:
Reeve (2018)
Ch 1
(pp. 1–23)

James Neill
Discipline of Psychology
University of Canberra
2022

Image source

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Outline

- Motivational science
- Key questions
- Scientific process
- Theoretical frameworks
- Unifying themes

Based on Reeve (2018, Ch 1, p. 1)

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Motivational science

- Motivational science does not pay much attention to inspirational quotes, famous people, news articles, personal opinion etc. (because e.g., New Year's Eve resolutions feel good, but have a low success rate).
- Instead, answers to motivational questions are sought via objective, empirical evidence gained from well-conducted and peer-reviewed research.
- Hypotheses about how motivation works need to have their scientific merit tested.

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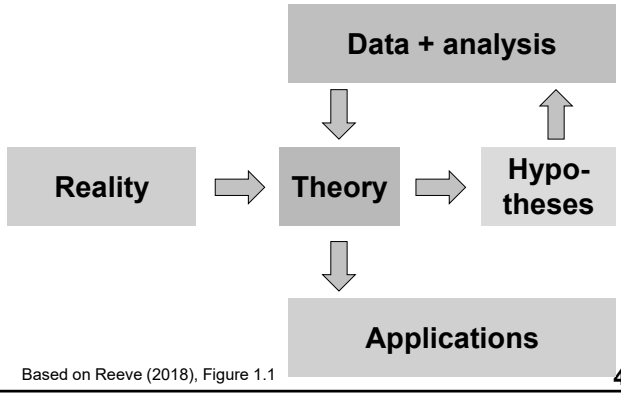
Function and utility of theory



Based on Reeve (2018), Figure 1.1

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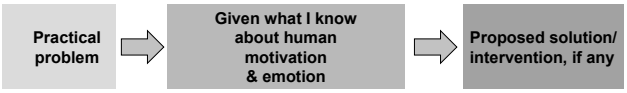
Using motivational theories to solve practical problems



e.g.,
- Addiction
- Student dropout

- Theories
- Empirical findings
- Practical experience

- How likely is it that an intervention will have positive benefits?
- Do no harm

Based on Reeve (2009, p. 22)

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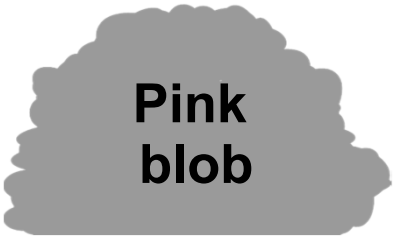
Key questions

Why aren't we just **pink blobs**?



Why do we *ever* do *anything*?

Image source: https://commons.wikimedia.org/wiki/File:Pink_blob.svg, CC-by-A 4.0

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Key questions

Theory → **Practice**

Why do we do what we do? → **How can we change what we do?**

+ → **+**

Why do we feel the way we feel? → **How can we change what we feel?**

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Key questions

What causes behaviour?

"Why do people do what they do?"

"Why did she do that?"

Why does behaviour vary in intensity?

"Why does a person behave one way at one time yet a different way at another time?"

"What are there motivational differences among individuals, and how do such differences arise?"

Based on Reeve (2015, pp. 6-9)

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Key questions:
Specific questions that constitute the core problems to be solved in motivation study

What causes behaviour? Break down:

1. Why does behaviour start?
2. Why is behaviour sustained over time?
3. Why is behaviour directed towards some goals yet away from others?
4. Why does behaviour change its direction?
5. Why does behaviour stop?

Image source: http://commons.wikimedia.org/wiki/File:One_hand_handstand.jpg, CC-by-SA 3.0

Based on Reeve (2015, pp. 6-7)

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Motivation = Energy + Direction + Persistence

= internal process that give behaviour **energy**, **direction**, and **persistence**.

- **Energy** (Strength): Behaviour strength, intensity, resilience.
- **Direction** (Purpose): Behaviour aimed to achieve particular purposes or outcome.
- **Persistence** (Endurance): Behaviour

Based on Reeve (2018)

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Motivation: Sources

Antecedent conditions
External events
Social contexts

↓

Internal motives

↓

Needs | **Cognitions** | **Emotions**

↓

Energised, goal-directed, and persistent (motivated) action

Based on Reeve (2015, Figure 1.2, p. 9)

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Motivation: Sources

Needs

Internal conditions that are essential for maintenance of life and nurturance of growth and well-being.

Cognitions

Mental events (e.g., thoughts, beliefs, expectations, plans, goals, strategies, appraisals, attributions, and self-concept).

Emotions

Coordinated feeling-arousal-purposive-expressive reactions to the significant events in our lives (e.g., an opportunity, a threat, a loss).

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Examples of motivational theory: Reasons to exercise

Why exercise?	Source of motivation
Fun, enjoyment	Intrinsic motivation
Personal challenge	Flow
Forced to do so	External regulation
Accomplish a goal	Goal
Health benefits	Value
Inspired to do so	Possible self
Pursuit of a standard of excellence	Achievement strivings
Satisfaction from a job well done	Perceived competence
An emotion kick	Opponent process
Good mood	Positive affect
Alleviate guilt	Introjection
Relieve stress	Personal control
Hang out with friends	Relatedness

Based on Reeve (2015), Table 1.1

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Motives vary over time & influence the ongoing stream of behaviour

Motivation is a **dynamic process** (always changing - rising and falling) rather than a discrete event or static condition.

e.g., motives influencing behaviour of a student sitting at a desk

Environmental Event	Aroused Motive	Motive-Relevant Course of Action	Motive's Urgency Attention-Getting Status
Book	Interest	Read chapter.	*
Cola	Thirst	Drink beverage.	*
Familiar Voices	Affiliation	Talk with friends.	***
Headache	Pain avoidance	Take aspirin.	*****
Lack Of Sleep	Rest	Lie down, nap.	*
Upcoming Competition	Achievement	Practice skill.	**

Note: The # of asterisks in column 4 represents the intensity of the aroused motive. One asterisk denotes the lowest intensity level, while five asterisks denote the highest intensity level.

Based on Reeve (2009, Table 1.4, p.

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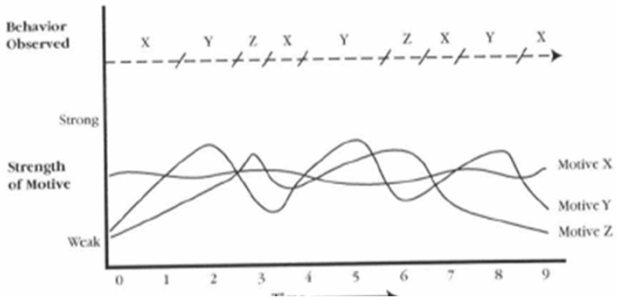
Stream of behaviour and changes in the strength of its underlying motives



Based on Reeve (2015, Figure 1.6, p. 20)

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Expressions of motivation

Motivation itself cannot be directly measured; but expressions of motivation can be measured.

Behav-iour	Engage-ment	Psycho-physio-logy	Brain activat-ions	Self-report

Based on Reeve (2015, pp. 12-15)

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Expressions of motivation: Behaviour

- Effort
- Persistence
- Latency
- Choice
- Probability of response
- Latency
- Facial expressions
- Bodily gestures

Based on Reeve (2015, Table 1.2, p. 13)

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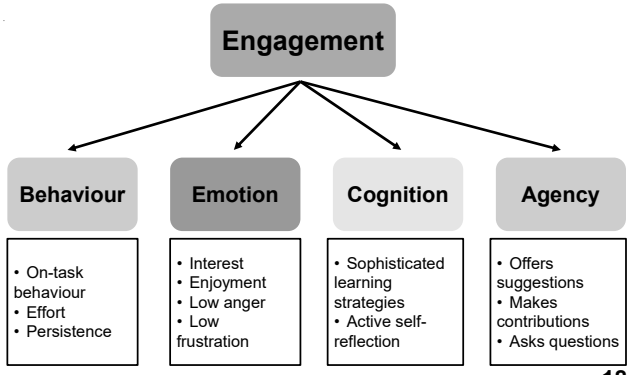
Expressions of motivation: Engagement



Based on Reeve (2015, Figure 1.3, p. 13)

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Expressions of motivation: Physiological & brain activity

- Brain
- Hormonal
- Cardiovascular
- Ocular
- Electrodermal
- Skeletal

Based on Reeve (2015, Table 1.3, p. 14)

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Expressions of motivation: Self-report

- People can typically self-report the nature of their motivation (e.g., via interview or questionnaire).
- But there can be lack of correspondence between what people say their motivations are and behavioural and physiological expressions (e.g., unconscious motivation).

Based on Reeve (2015, p. 15)

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We are not always consciously aware of the motivational basis of our behaviour

- **Cortical brain**: Explicit, conscious motives (e.g., goals, values, self)
- **Subcortical brain**: Implicit, unconscious motives (e.g., hunger, anger, mood)
- Motives can and do originate in the subcortical brain such that we are not aware of the origin of a need, cognition, or emotion.

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Framework for understanding and studying motivation

Antecedent conditions	Motive status	Energising, directing, and sustaining	Changes in life outcomes
• Environmental events • Social contexts	• Needs • Cognitions • Emotions	• Behaviour • Enagement • Brain activity • Psycho-physiology • Self-report	• Performance • Achievement • Learning • Adjustment • Skill, talent • Well-being

Based on Reeve (2018, Figure 1.4)

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Types of motivation

- Motivation varies in two key ways:
  - Quantity: How much motivation?
  - Quality: What type of motivation?
- Some types of motivation are more constructive and engagement-fostering e.g.,
  - intrinsic vs. extrinsic motivation
  - mastery vs. performance goals

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Etymology

"motivation"
and
"emotion"
have a common root in the Latin verb:
movere
(to move)

Image source: http://commons.wikimedia.org/wiki/File:Running_Samburu_Boy.jpg

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What is the relationship between motivation and emotion?

- **Emotions are one type of motive.**
  - They energise and direct behaviour, just as do needs, cognitions, and external events.
- **Emotions provide feedback - they indicate a person's motivational state and personal adaptation status.**
  - Positive emotions signal "all is well" and that motivations are satisfied
  - Negative emotions signal "all is not well" and that motivations are frustrated

Based on Reeve (2015, Table 1.2, p. 13)

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To flourish, motivation needs supportive conditions

- A person's motivation cannot be separated from the social context in which it is embedded.
- Physical and social environments can support and vitalise people's motivations and lead to positive functioning, but physical and social environments can also neglect and thwart people's motivations and lead to dysfunction.

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When trying to motivate others, what is easy to do is rarely effective

- It is easy to:
  - Tell people what to do (directive, command)
  - Give a reward
  - Give praise
  - Give a choice
  - Punish an undesirable behaviour to get rid of it
- But this doesn't tend to energise, direct, and sustain behavior.

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To get a better overview of motivation and emotion

- Skim through the 17 Reeve textbook chapters.
- Look through other motivation and emotion textbooks in the library (see Reading List).
- Check out articles in the peer reviewed journal, "Motivation and Emotion".
- Explore previous book chapters on Wikiversity.

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Summary

- Key questions: Why do we:
  - do what we do?
  - feel what we feel? and
  - how can this be changed?
- Motivation and emotion common root – *movere* - to move
- Motivation is a dynamic process which combines environmental context and internal motive status (needs, cognitions, and emotions) to give behaviour energy, direction, and persistence (indicated by behaviour, engagement, neuro and physiological activations, and self-report).

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References

- Reeve, J. (2009). *Understanding motivation and emotion* (5th ed.). Hoboken, NJ: Wiley.
- Reeve, J. (2015). *Understanding motivation and emotion* (6th ed.). Hoboken, NJ: Wiley.
- Reeve, J. (2018). *Understanding motivation and emotion* (7th ed.). Hoboken, NJ: Wiley.

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