


MOTIVATION & EMOTION

Individual emotions



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Image source

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Individual emotions

Reading:
Reeve (2015)
Ch 14
(pp. 404-428)

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Outline – Individual emotions

20 emotions in 3 categories

Basic (7)	Self-conscious (5)	Cognitively complex (8)
<ul style="list-style-type: none"> ▪ Fear ▪ Anger ▪ Disgust ▪ Contempt ▪ Sadness ▪ Joy ▪ Interest 	<ul style="list-style-type: none"> ▪ Shame ▪ Guilt ▪ Embarrassment ▪ Pride ▪ Triumph 	<ul style="list-style-type: none"> ▪ Envy ▪ Gratitude ▪ Disappointment ▪ Regret ▪ Hope ▪ Schadenfreude ▪ Empathy ▪ Compassion

Based on Reeve (2015, p. 404)

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Basic emotions

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Basic emotions

Responses to significant life events

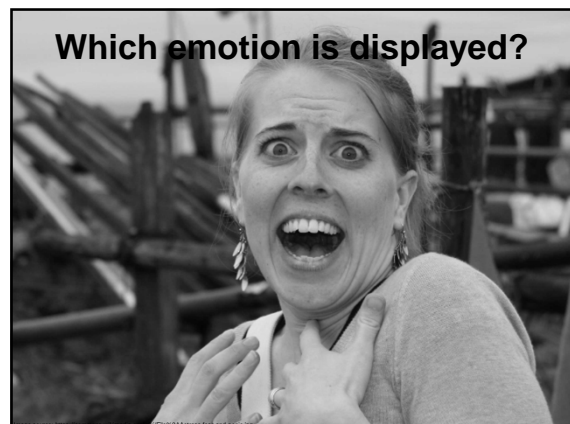
Fear	Anger	Disgust	Sadness	Interest	Joy
potential of threat and harm	fighting off threat and harm	rejecting threat and harm	after threat and harm	motive involvement	satisfaction

Response to threat and harm

Response to involvement and satisfaction

Based on Reeve (2015, pp. 347-349)

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Fear

1. Arises from interpreting a situation as dangerous:
 - **Situational threat**
(esp. threat of physical or psychological harm)
 - **Perceived vulnerability**
(perception that one can do little to cope)
2. Trembling, perspiring, looking around, etc.
3. Warning signal which motivates defense (flight or freeze)
4. Supports learning new coping skills

Based on Reeve (2015, p. 406) **7**

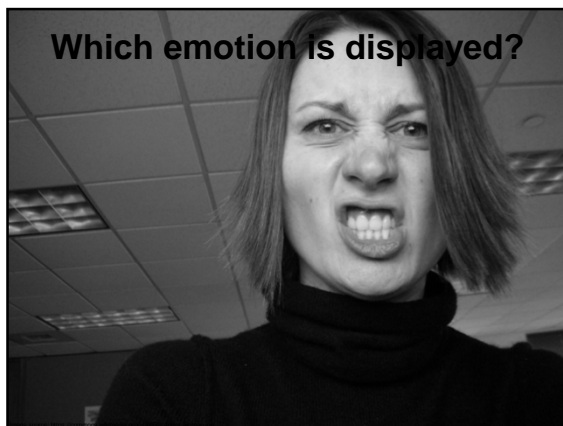
Allies of fear

Anxiety: does not have an identifiable threat but creates a state of arousal and tension

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

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

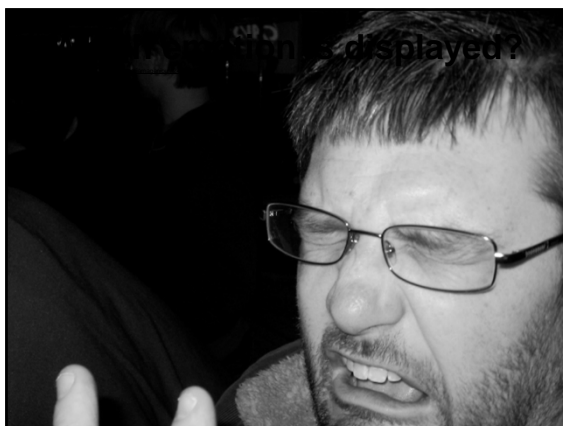
Based on Reeve (2015, p. 407) **8**



Anger

1. Caused by encountering **obstacles in goal pursuit**, particularly perceived illegitimate restraint, betrayal of trust, rejection, unwanted criticism, lack of consideration by others, or cumulative annoyances.
2. Key function: Motivation to overcome obstacles by asserting and keeping control.
3. The most passionate emotion - energises, strengthens, fight/flight, increases sense of control.
4. People who express anger generally get more respect and status following a wrong.
5. Can motivate change for the better but can also lead to aggression and damage.

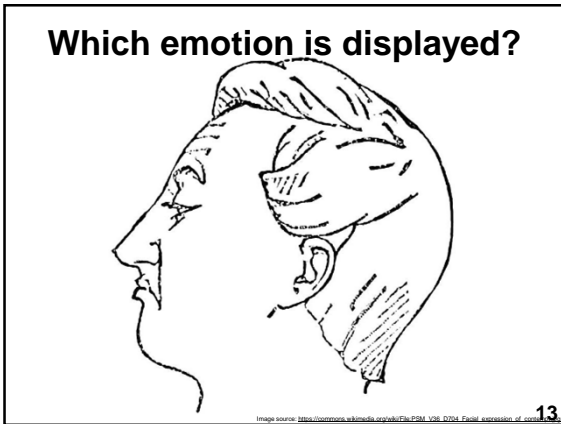
Based on Reeve (2015, pp. 407-408) **10**



Disgust

1. Primitive function which prevent consumptions of, or contamination by, offensive substances.
2. Motivates us to get rid of, or get away from, contaminated or spoiled objects.
3. **Domains:** Food, bodily waste, animals, sexual behaviors, poor hygiene, contact with death or corpses, violations of the exterior body (gore, deformity), poor hygiene, contact with unsavory people, and moral offenses (e.g., child abuse, incest, infidelity).
 - Object of disgust depends on learning and culture - infants only show disgust for bitter or sour taste
 - Motivates positive coping behaviours to prevent or avoid contamination sources.

Based on Reeve (2015, pp. 408-410) **12**

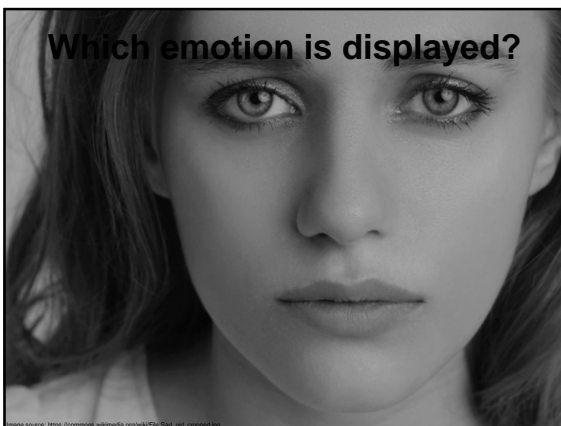


Contempt

1. A sense of being superior to another person.
2. Mixture of disgust and anger.
3. Inherently social - only occurs during social interactions.
4. Functions to maintain the social hierarchy.
5. Signals one's dominance and superiority over another.

Based on Reeve (2015, p. 410)

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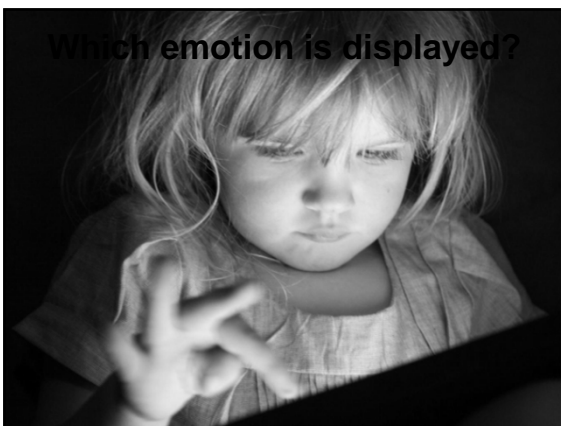


Sadness

1. Arises from experiences of separation or failure.
2. Turns attention inward, promoting personal reflection.
3. Motivates behaviour to alleviate distressful circumstances.
4. Indirectly facilitates social cohesiveness (to prevent separation).
5. Combined with rumination, can lead to depression which impairs problem solving, distracts attention, stimulates negative thinking, and erodes social supports.

Based on Reeve (2015, pp. 410-411)

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Interest

1. Urge to explore, investigate, seek, manipulate and extract info from objects around us.
2. Most prevalent emotion in day-to-day functioning.
3. Motivates environmental engagement and promotes learning, skill development, knowledge acquisition and achievement.
4. Replenishes personal resources. When people engage in a learning task with the motivational support of interest, they often experience a vitality that energises further engagement.

Based on Reeve (2015, pp. 412-413)

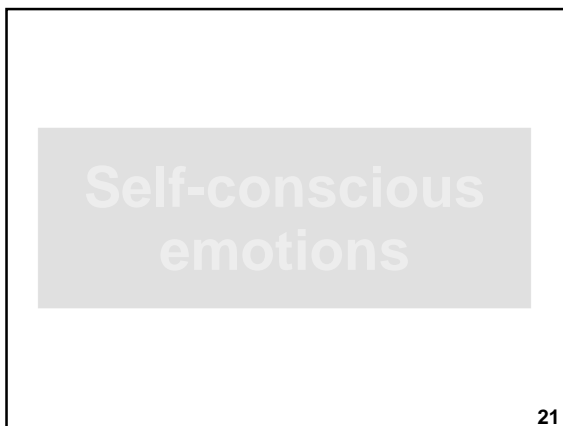
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Joy

1. A positive feeling that makes life pleasant and balances negative affect.
2. Arises from experiencing desirable outcomes (e.g., task success, achievement, getting what we want, pleasant surprise)
3. Creates urge to play and be creative; energises, enthuses, makes optimistic, increases willingness to engage in tasks and relationships
4. Also "soothes" → creates pleasant well-being which helps to dissipate distress

Based on Reeve (2015, pp. 411-412) 20



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

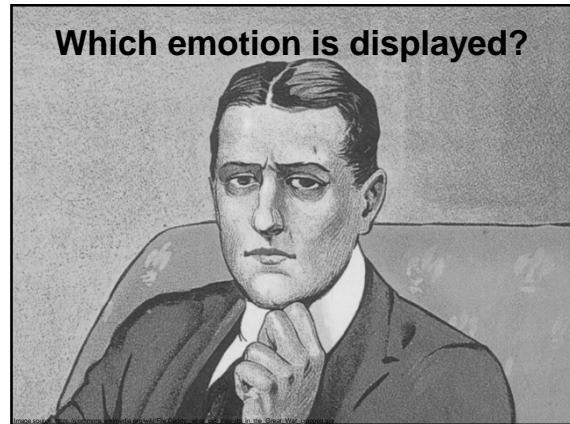
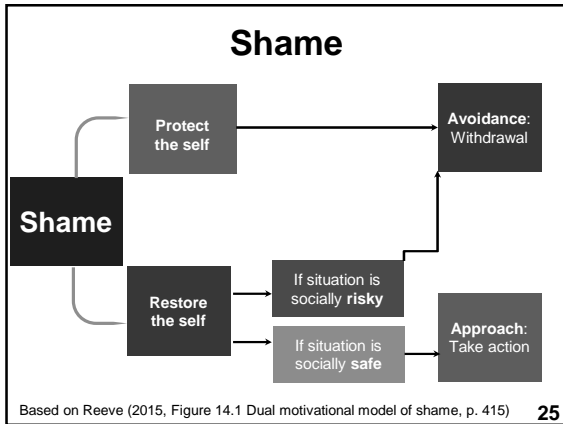
Based on Reeve (2015, pp. 411-418) 22



Shame

- Arises from public demonstration of inferiority (violation of moral standards and incompetent functioning).
- Provides immediate feedback about how well one's self stands up to moral and performance-based standards.
- Moral and performance failures signal that something is wrong with the self.
- Results in perceived worthlessness and a damaged self-image.

Based on Reeve (2015, pp. 414-415) 24



Guilt

- Arises after evaluating own behaviour as a failure which causes harm, loss, or distress to someone else.
- Focus is on the worth of the self's behaviours and actions and what can be done to undo the harm.
- Guilt-generated behaviors often involve making amends and apologising to undo the distressing consequences of the behaviour.

Based on Reeve (2015, pp. 415-416) **27**



Embarrassment

- Signals that "something is amiss" and that some part of the self needs to be hidden or more carefully self-monitored.
- Occurs:
 - after a social blunder committed in front of an audience, suggesting some deficiency.
 - during positive social situations such as being congratulated.
- Appeases the audience by motivating action to repair the negative self-impression.

Based on Reeve (2015, pp. 416-417) **29**



Pride

- **Authentic pride:** Arises from success; promotes:
 - Achievement behaviour
 - Authentic and heartfelt self-esteem
 - Prosocial behaviours such as volunteering and altruism.
- **Hubristic pride:** Narcissistic; contributes to:
 - Aggression
 - Relationship conflict
 - Antisocial behaviour such as manipulating others.

Based on Reeve (2015, pp. 417-418) **31**



Which emotion is displayed?

Triumph

- Follows victory in a competitive situation.
- Victor displays strong, joyful, dominant body language.
- Signals dominance and social power over the defeated.
- Has an air of aggression, tension release, and taunting of opponent.

Based on Reeve (2015, p. 418) **33**

Cognitively complex emotions

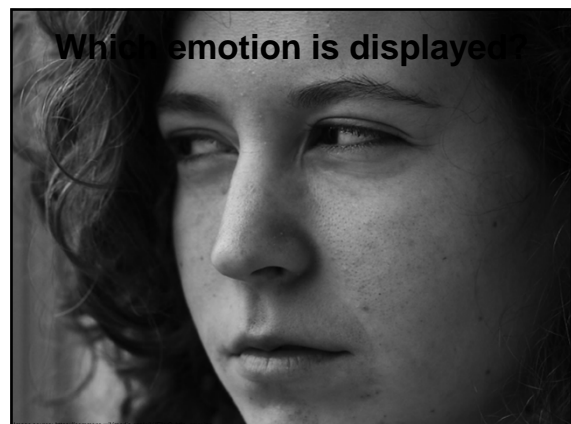
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Cognitively complex emotions

Envy	Gratitude	Disappointment	Regret
Hope	Schadenfreude	Empathy	Compassion

Based on Reeve (2015, pp. 411-418)

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Which emotion is displayed?

Envy

- A painful emotion caused by the good fortune of others
- **Benign envy:** aims at improving one's position and leads to constructive behaviour with the goal of moving up to the superior position held by the envied person.
- **Malicious envy:** aims at improving one's position by pulling down the envied person and leads to destructive behaviour.

Based on Reeve (2015, pp. 412-413)

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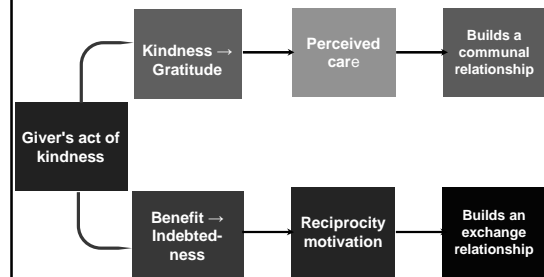
Gratitude

- A positive emotion towards a person upon receiving something of value through their generosity and prosocial behaviour.
- Facilitates "communal relationships".
- However, acts of kindness can lead to a focus on what was received, leading to indebtedness which motivates reciprocity and contributes to "exchange relationships"

Based on Reeve (2015, pp. 412-413)

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Gratitude



Based on Reeve (2015, Figure 14.2 Sequence of relation-based events in gratitude versus indebtedness

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Which emotion is displayed?



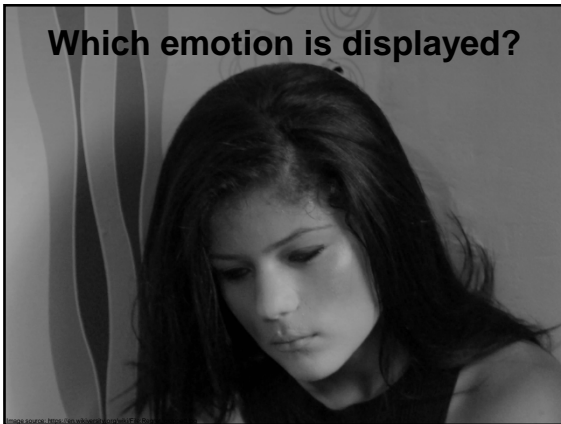
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Disappointment

- Occurs when comparing the outcome one received versus a better outcome that might have resulted from the same action.
- Examples:
 - "I anticipated getting a job I applied for, but didn't even get an interview."
 - "I thought she would go out with me, but she said no."

Based on Reeve (2015, pp. 412-413)

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Regret

- Arises with the non-occurrence of a desired outcome caused by a wrong behaviour or bad choice.
- Examples:
 - "I didn't study for the exam and now I regret it."
 - "I didn't listen to what he was saying, and then he withdrew and broke up with me, which I regret."

Based on Reeve (2015, pp. 412-413) 44

Consequences of disappointment versus regret

	Disappointment	Regret
Feelings	I feel powerless. Moderate dislike of the outcome.	I should have known better. Strong dislike for the outcome.
Thoughts	My expectancy was disconfirmed.	I made a mistake.
Motivation	There is nothing I want to do.	I want a second chance. I want to undo what happened.
Action Tendency	There is nothing I want to do.	I want to correct my mistake.

Based on Reeve (2015, Table 14.2, p. 423) 45



Hope

- Arises with a wish that a desired goal will be attained.
- Rooted in the desire to attain some attractive goal.
- Opposite of fear.

Based on Reeve (2015, p. 423) 47



Schadenfreude

- Taking pleasure in the misfortune of others (typically when the other person is disliked, envied, or resented).
- Schaden = damage; freude = joy

Based on Reeve (2015, p. 423) **49**

Which emotion is displayed?

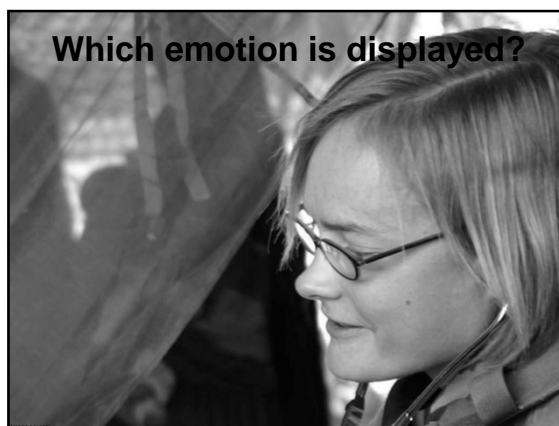


Empathy

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

Based on Reeve (2015, pp. 423-426) **51**

Which emotion is displayed?



Compassion

- A complex emotion because it can be positive or negative.
- Positive when it motivates acts of caring and when the focus is on the another who is suffering.
- Negative if it is tightly paired with distress and suffering and when the individual focuses on that personal distress.

Based on Reeve (2015, pp. 412-413) **53**

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
- **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 (2015, pp. 426-427)

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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 (2015, pp. 426-427)


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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 (2015, pp. 427) 56

Upcoming lectures

- **Individual differences** 
- Unconscious motivation (Ch 15)
- Growth psychology (Ch 16)
- **Interventions & review** (Ch 17)

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References

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

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