


MOTIVATION & EMOTION

## Individual emotions



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Image source

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# Individual emotions

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

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### Outline – Individual emotions


20 emotions:

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

Based on Reeve (2018, p. 339)

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



**What emotions might you feel?**  
**What would each emotion motivate you to do?**

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### Motivational urge generated by 17 emotions

Individual Emotion	Motivational Urge or Action Tendency
Fear	Flee; protect oneself.
Anger	Overcome obstacles; right an illegitimate wrong.
Disgust	Reject; get rid of; get away from.
Contempt	Maintain the social hierarchy.
Sadness	Repair a loss or failure.
Joy	Continue one's goal striving; play; engage in social interaction.
Interest	Explore; seek; acquire new information; learn.
Pride (Authentic)	Acquire further skill; persist at challenging tasks.
Shame	Restore the self; protect the self.
Guilt	Make amends.
Embarrassment	Appease others; communicate blunder was unintended.
Envy (Benign)	Move up; improve one's position.
Gratitude	Act prosocially; grow the relationship.
Regret	Undo a poor decision or behavior.
Hope	Keep engaged in the pursuit of a desired goal.
Empathy	Act prosocially; help the other.
Compassion	Reduce suffering.

Based on Reeve (2018, p. 340)

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Basic emotions

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### Basic emotions

Responses to significant life events

Fear	Anger	Dis-gust	Sad-ness	Inter-est	Joy
potential of threat and harm	fighting off threat and harm	rejecting threat and harm	after threat and harm	motive involve-ment	satis-faction

Response to threat and harm

Response to involvement and satisfaction

Based on Reeve (2018, pp. 294-295) 7

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### Coping with all aspects of threat and harm: Before, during, and after

	BEFORE	DURING		AFTER
	Encountering a Threat; Anticipating a Harm	Coping Against A Threat or Harm		Suffering from A Harm or Loss
Emotion	Fear	Anger	Disgust	Sadness
Motivated Behavior	Fleeing, Escaping, Avoiding	Fighting	Rejecting, Pushing Away, Getting Rid of	Resignation

Based on Reeve (2018, Figure 14.1 Emotional Repertoire to Cope with All Aspects of Threat and Harm p. 346) 8

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### Fear

- **Description:** Distressing emotion arising from perception that one can't cope with a threat
- **Cause:** Perceiving 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) 10

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### Allies of fear

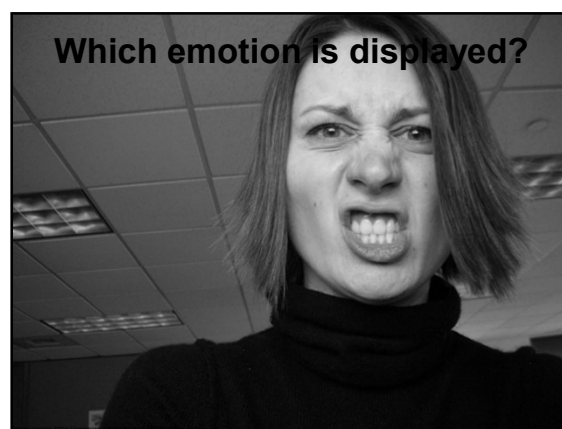
**Anxiety:** no identifiable threat but creates a state of arousal and tension

**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) 11

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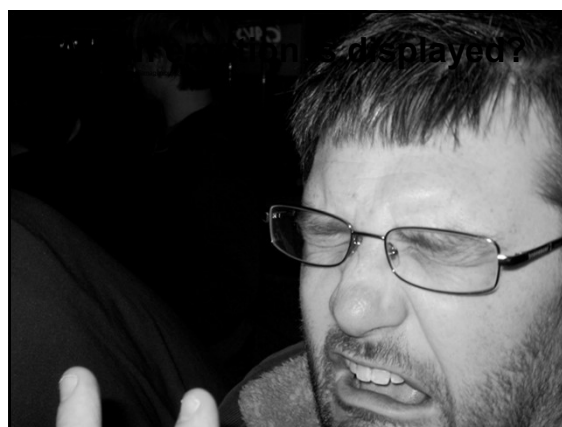
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### Anger

- **Description:** Passionate, dangerous emotion
- **Cause:** Perceived restraint from **external obstacles encountered in goal pursuit**, incl. betrayal of trust, rejection, criticism, interruptions.
- **Function:** Motivates action to overcome obstacles by asserting and keeping control.
- Energises, strengthens, **fight/flight**, increases sense of control and sensitivity to injustice.
- Expression generally gets more 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) 13

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### Disgust

- **Description:** Aversive emotion
- **Cause:** Encounter with an object that we deem to be contaminated in some way.
- **Function:** Motivates us to get rid of, or away from, contaminated or spoiled objects.
- Prevents consumption of, or contamination by, offensive substances.
- Object of disgust depends on culture and age.
- Motivates positive coping behaviours to prevent or avoid contamination sources.

Based on Reeve (2018, pp. 343-344) 15

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### Disgust

Domains:

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

Based on Reeve (2018, pp. 343-344) 16

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### Which emotion is displayed?

Facial expression:  
Unilateral lip raise and tightening

Image source: [https://commons.wikimedia.org/wiki/File:PSM\\_V38\\_D104\\_Facial\\_expression\\_of\\_contempt.jpg](https://commons.wikimedia.org/wiki/File:PSM_V38_D104_Facial_expression_of_contempt.jpg) 17

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### Contempt

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

Based on Reeve (2018, pp. 343-344) 18

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## Sadness

- **Description:** Most negative, aversive emotion. Turns attention inward, promoting personal reflection.
- **Cause:** Separation or failure.
- **Function:** 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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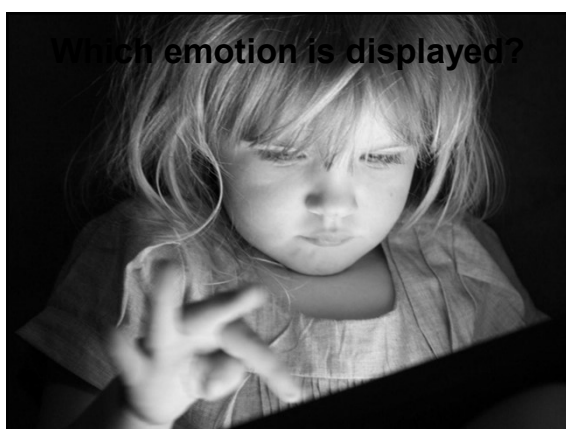
## Joy

- **Description:** Emotional evidence that things are going well (e.g., achievement, progress, respect, love).
- **Cause:** Desirable outcomes (e.g., task 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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## Interest

- **Description:** Most prevalent emotion in day-to-day functioning. Usually involves shifting from one event, thought, or action to another.
- **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:**
  - Desire to explore, investigate, seek, manipulate, and extract information from objects that surround 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

<b>Shame</b>	<b>Guilt</b>	<b>Embar- rass- ment</b>	<b>Pride</b>	<b>Triu- mph</b>
publicly damaged self-image	self-eval- uation of failure	social blunder	after success	after compet- itive victory

Based on Reeve (2018, pp. 348-353)

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### Interrelations among the self-conscious emotions

	WELL-DONE	POORLY-DONE
Evaluating a Specific Behavior	Authentic Pride (Feeling Productive, Fulfilled)	Guilt (Undo a Hurtful Action) Embarrassment (Assure an Audience that the Behavior was an Accident)
Evaluating the Worth of the Self	Hubristic Pride (Dominate Others)	Shame (Restore the Damaged Self)

Based on Reeve (2018, Figure 14.4 Emotional range of the self-conscious emotion)

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### Which emotion is displayed?



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### Shame

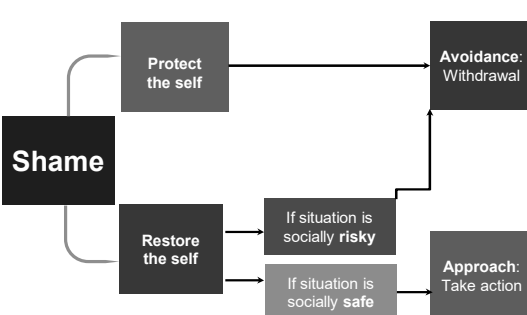
- **Description:** Powerful emotion associated with feelings of inferiority, worthlessness, and damaged self-image.
- **Cause:** Awareness of public demonstration of one's inferiority (violation of moral standards and incompetent functioning).
- **Function:** Immediate feedback about how well one's self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

Based on Reeve (2018, pp. 348-350)

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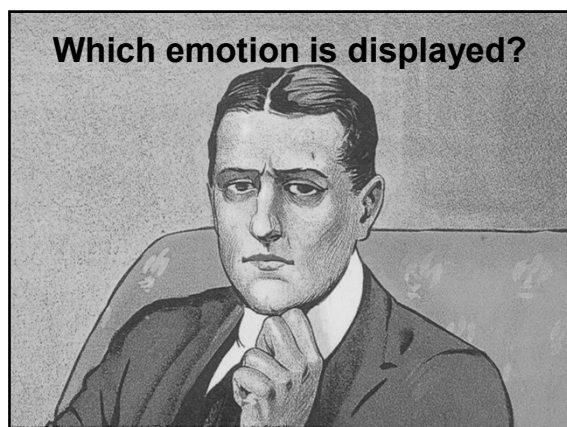
### Shame



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

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### Guilt

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

Based on Reeve (2018, pp. 350-351)

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### Embarrassment

- **Description:** Uncomfortable self-awareness following social faux pas
- **Cause:**
  - after public 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 in one's achievement and success
- **Authentic:** Arises 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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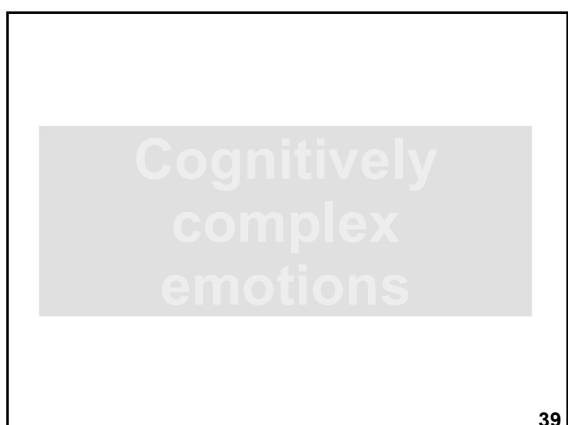
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### Triumph

- **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:** Follows 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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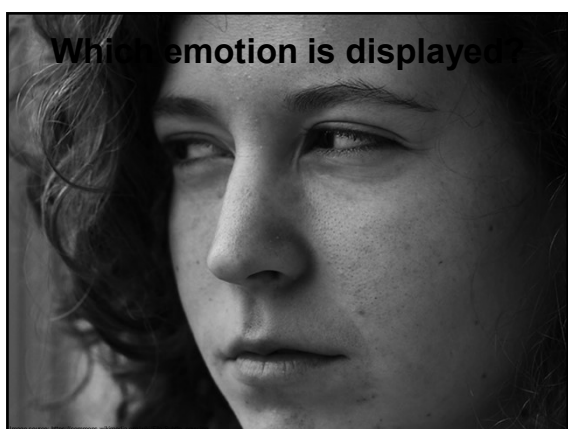
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### Cognitively complex emotions

Envy	Gratitude	Disappointment	Regret
Hope	Schadenfreude	Empathy	Compassion

Based on Reeve (2018, pp. 353-360)

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### Envy

- **Description:** Painful emotion arising from perceiving that another person has some advantage over the self and desiring what the other has such as a special quality (better job), achievement (prestigious award), possession (sports car), etc.
- **Cause:** Good fortune of others
- **Function:** Motivates to level the difference between self and other - by raising the self or tearing down the other.

Based on Reeve (2018, pp. 353-354)

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## Envy

### ■ Function:

- **Benign envy:** Moving up motivation: aims at improving one's position by constructive behaviour with the goal of moving up to the superior position held by the envied person. (Appraisal: the other deserves their good position).
- **Malicious envy:** Tearing down motivation: aims at improving 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

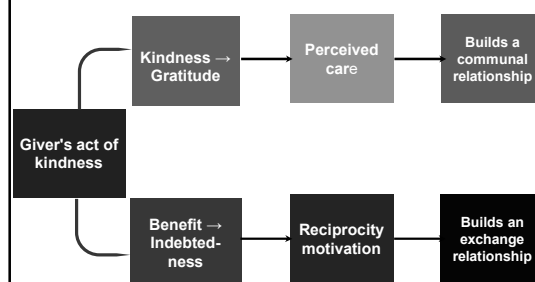
- **Description:** A positive emotion towards another.
- **Cause:** Benefiting from intentional, costly generosity or prosocial behavior of another.
- **Function:** Facilitates "communal relationships".
- However, acts of kindness can lead to a focus on what was received, leading to indebtedness which motivates reciprocity and contributes to "exchange relationships"

Based on Reeve (2018, pp. 354-356)

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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

- **Cause:** Comparing outcome received vs a better outcome that might have resulted from the same action.
- A positive outcome was planned, an action was taken, but the positive outcome did not materialise.
- **Examples:**
  - "I anticipated getting a job I applied for, but didn't even get an interview."
  - "I thought she would go out with me when I asked, but she said no."

Based on Reeve (2018, pp. 356-357)

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### Regret

- **Cause:** Non-occurrence of desired outcome caused by a wrong behaviour or bad choice.
- "I made a poor decision, things turned out bad, and now I wish I had made a different 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 broke up with me, which I regret."

Based on Reeve (2018, pp. 356-357) 50

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### Different consequences of disappointment vs regret

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

Based on Reeve (2018, Table 14.2, p. 357) 51

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### Hope

- **Description:** Good feeling involving optimistic wish that a desired goal will be attained.
- **Cause:** Rooted in the desire to attain some attractive goal.
- **Function:** Opposite of fear → approach motivation.

Based on Reeve (2018, p. 357) 53

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## Schadenfreude

- **Description:** Pleasurable emotion
- **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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Which emotion is displayed?



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## Empathy

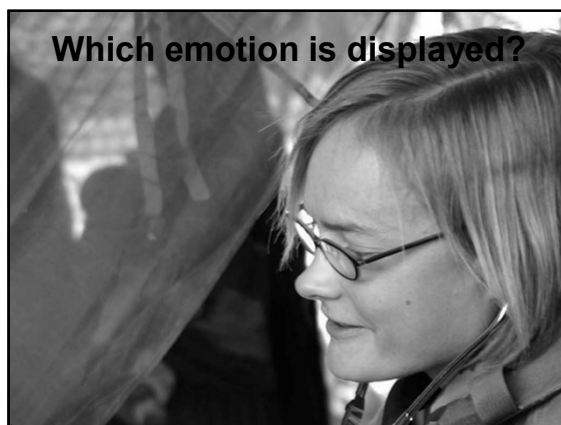
- **Description:** Feeling what another person feels; feeling moved by and compassionate or sympathetic toward the other
- **Cause:**
  - Mimicry: one's facial expressions, voice tone and posture match the other person.
  - Perspective-taking: imagine one's self in another's place.
- **Function:** Heightens 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:** Complex emotion that be pleasant or aversive.
- **Cause:** Awareness of another's significant life events and consequent emotions
- **Function:**
  - Positive: Motivates acts of caring when the focus is on another who is suffering.
  - Negative: When tightly paired with distress and suffering and when the individual focuses on that personal 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
- **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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### Upcoming lectures

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

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### References

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

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