


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)	Self-conscious (5)	Cognitively complex (8)
<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 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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# Basic emotions

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## Basic emotions

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 (2018, pp. 294–295)

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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)

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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)

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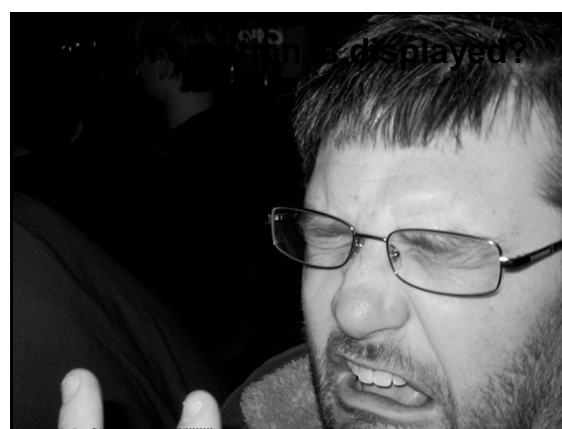
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### Anger

- **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)

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## Disgust

- **Description:** Aversion/revulsion
- **Cause:** Encounter with an object that 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:

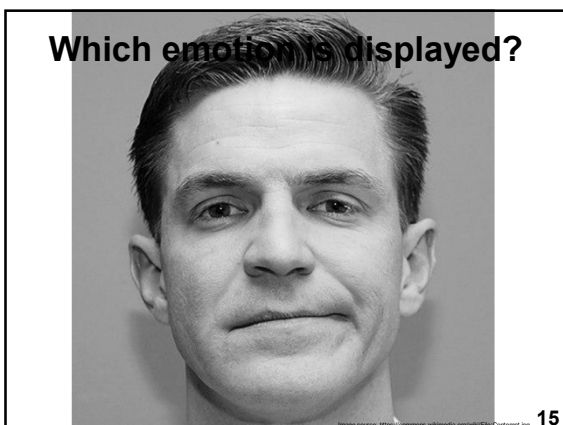
- food
- bodily waste
- poor hygiene
- violations of body (gore, deformity)
- contact with death or corpses
- contact with unsavory people
- sexual behaviours
- moral offenses (e.g., child abuse, incest, infidelity)
- animals (e.g., flies, toads, leeches, pigs)

Based on Reeve (2018, pp. 343–344)

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Which emotion is displayed?



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## Contempt

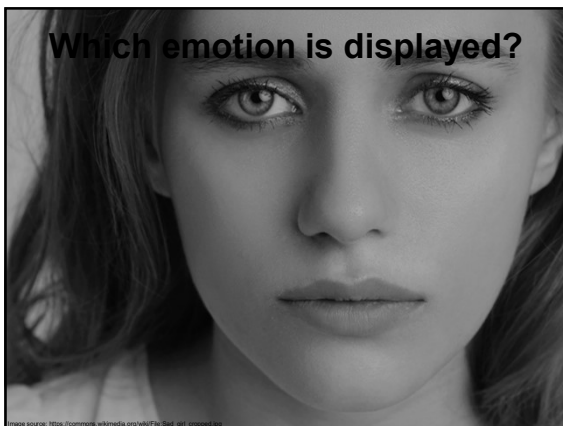
- **Description:** A sense of being superior to another person during social interactions.
- **Cause:** Other person is judged to be unworthy in some important way.
- **Function:**
  - Maintain social hierarchy.
  - Signal one's dominance and superiority over another
  - Toxic, destructive social consequences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

Based on Reeve (2018, pp. 343–344)

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Which emotion is displayed?



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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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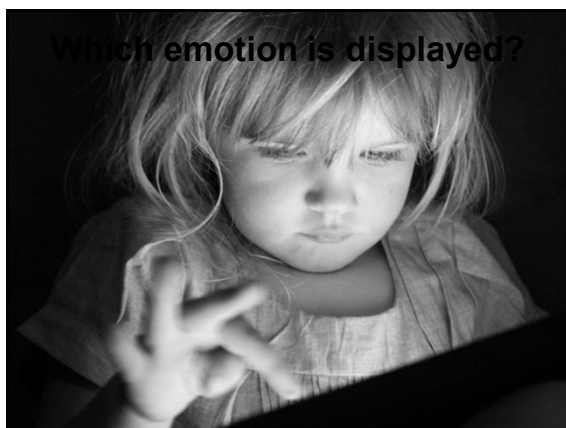
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### Joy

- **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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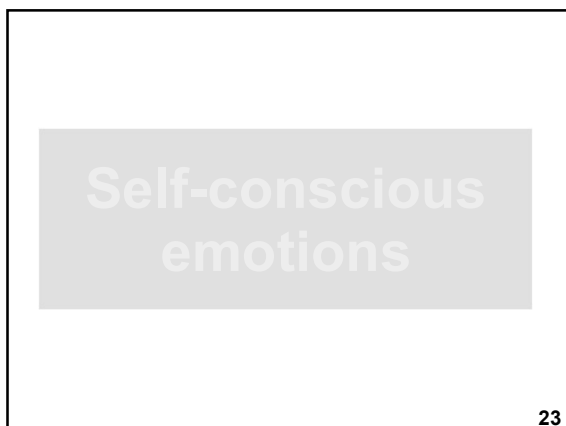
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### Interest

- **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

Arise from cognitive evaluations of the self

<b>Shame</b>	<b>Guilt</b>	<b>Embarrassment</b>	<b>Pride</b>	<b>Triumph</b>
publicly damaged self-image	self-evaluation of failure	social blunder	after success	after competitive 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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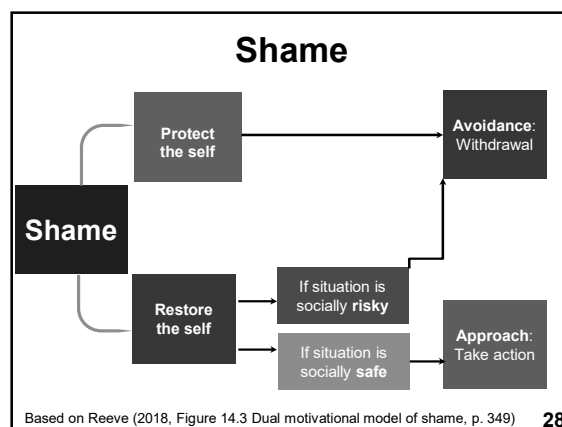
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### Shame

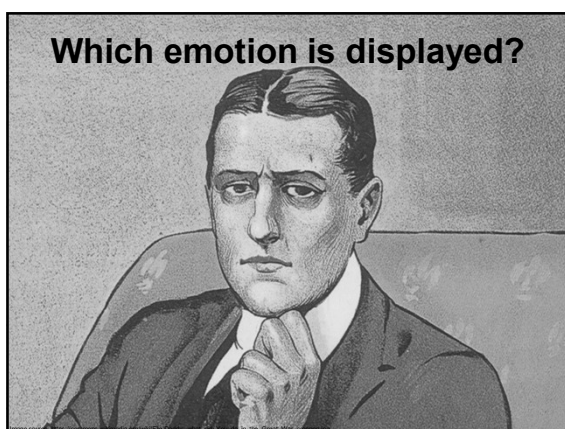
- **Description:** Powerful feeling of inferiority, worthlessness, and damaged self-image.
- **Cause:** Awareness of public demonstration of one's inferiority (e.g., violation of moral standards and incompetent functioning).
- **Function:**
  - Immediate feedback about how well one's self stands up to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

Based on Reeve (2018, pp. 348–350)

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### Guilt

- **Description:** Similar to shame, but less intense and less focused on self.
- **Cause:** Evaluating own behaviour (rather than 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)

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Which emotion is displayed?

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### Embarrassment

- **Description:** Uncomfortable self-awareness following social faux pas
- **Cause:**
  - after a 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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Which emotion is displayed?

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### Pride

- **Description:** Satisfaction with one’s achievement and success
- **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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Which emotion is displayed?

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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.

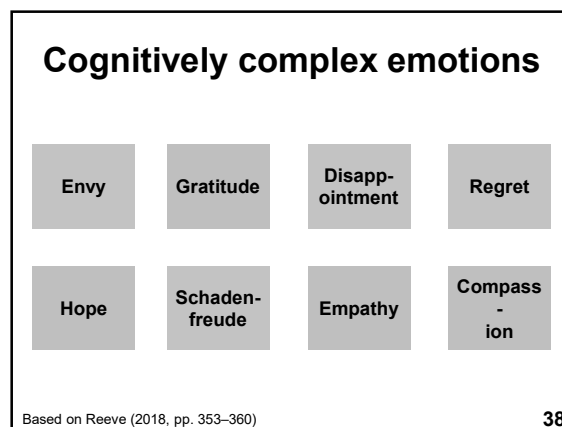
Based on Reeve (2018, pp. 352–353)

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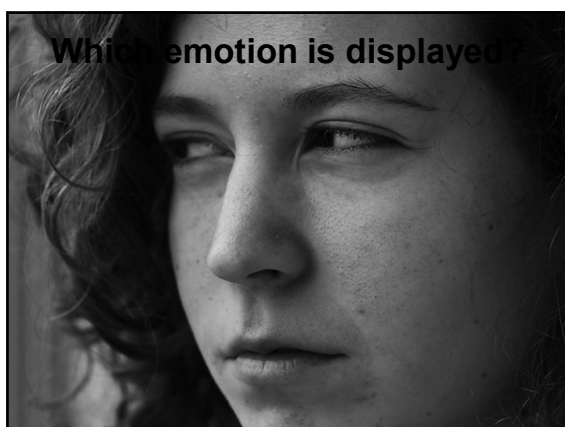
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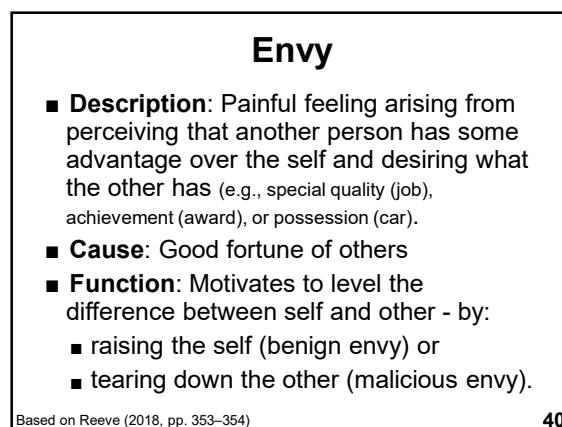
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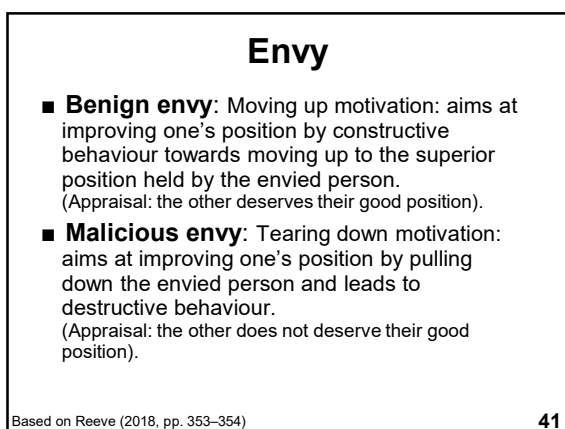
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## Gratitude

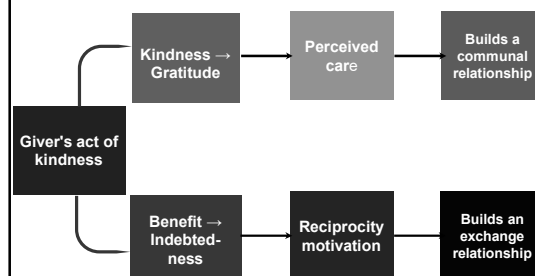
- **Description:** Feeling thankful towards another.
- **Cause:** Benefiting from intentional, costly generosity or prosocial behaviour of another.
- **Function:**
  - Facilitates “communal relationships”
  - However, can lead to focusing on what was received, leading to indebtedness which motivates 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) 50

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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) 52

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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:** 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) 54

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## Compassion

- **Description:** Feelings about another's situation which 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
- **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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