


MOTIVATION & EMOTION

Motivation in historical perspective



Reading:
Reeve (2018)
Ch 2
(pp. 24-43)

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Image source: [https://commons.wikimedia.org/wiki/File:Olympic_schedule_\(Competitions\)_ancient_Pentatlon.svg](https://commons.wikimedia.org/wiki/File:Olympic_schedule_(Competitions)_ancient_Pentatlon.svg)

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Outline

- Philosophical origins
- Grand theories
 - Will
 - Instinct
 - Drive
- Rise of mini-theories
 - Active nature of the person
 - Cognitive revolution
 - Socially relevant questions
- Contemporary era
 - Reemergence of motivation study (1990s)
 - Brief history of emotion study

Based on Reeve (2018, Ch 2, p. 24)

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Philosophical origins of motivational concepts

Ancient Greek tripartite model (~400-300 BC)

- **Socrates** (~470s-390s BC) → **Plato** (~420s-340s BC)
 - Appetitive / bodily needs (physiological)
 - Competitive / spirit (social)
 - Calculating / reason (thinking)
- **Aristotle** (~380s-320s BC)
 - Nutritive (animalistic impulses)
 - Sensitive (body - pleasure & pain)
 - Rational (ideas, intellect, will)

Based on Reeve (2018, Ch 2, p. 25)

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Philosophical origins of motivational concepts

Plato	Aristotle	Freud	Present
Appetitive	Nutritive	Id	Physiological
Competitive	Sensitive	Super-ego	Social
Calculating	Rational	Ego	Cognitive

Based on Reeve (2018, Ch 2, p. 25)

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Philosophical origins of motivational concepts

- Ancient Greek dualistic model:
 - Body (irrational, impulsive)
 - Mind (rational, intelligent)
- **Descartes** (1600s):
 - Passive (biological impulses)
 - Active (will)

Based on Reeve (2018, Ch 2, p. 25)

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Motivation in historical perspective

A historical view of motivation shows how:

- motivation came to prominence
- ideas were challenged and replaced
- the field reemerged and brought together various disciplines within psychology

Based on Reeve (2018, Ch 2, p. 42)

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Grand theories of motivation

All-encompassing theories that seek to explain the full range of motivated action - why we eat, drink, work, play, compete, fear, read, fall in love, etc.

Will	Instinct	Drive
Philosophical distinction between body and mind (will)	Darwinian (biological, genetic) view: late 19th century	Freudian and behaviourist (homeostatic): early to mid-20th century

Based on Reeve (2018, Ch 2, pp. 26-31) 7

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Will theory

- Ancient philosophers (Greeks and Descartes) viewed motivation as consisting of:
 - **Bodily desires**: Primitive, impulsive, biological, and passive
 - **Mind (the will)**: Good, rational, immaterial, and active
- Will became the focus because it involved voluntary choosing, striving, resisting etc. → “willpower”
- However, the will remained mysterious - and turned out to be a philosophical dead-end, at least as a grand theory

Based on Reeve (2018, Ch 2, p. 26) 8

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Instinct theory

- Darwinian
- Biological analysis focused on unlearned, automated, mechanistic, and inherited sources of motivation
- Explained motivation as coming from genetic endowment
- How many human instincts are there?
- Instinct ↔ Behaviour circularity


Based on Reeve (2018, Ch 2, pp. 26-27) 9

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Instinct theory

The Power of Motivation: Crash Course Psychology #17
1:30 - 2:45 mins

<https://www.youtube.com/embed/9hdSLiHaJz8?start=90&end=165>



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Drive theory

- Behaviour aims to serve the organism’s needs by restoring biological homeostasis
- e.g., we do not like or want to be thirsty, hungry, in pain, etc. - so we are motivated to restore balance

Based on Reeve (2018, Ch 2, pp. 28-31) 11

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Freud's drive theory

Source	Impetus	Object	Aim
Bodily deficit occurs (e.g., blood sugar drops & sense of hunger emerges).	Bodily deficit intensity grows & emerges into consciousness as psychological discomfort, which is experienced as anxiety.	Seeking to reduce anxiety & satisfy the bodily deficit, search out & consume a need satisfying object in the environment (e.g., food).	If the object satisfies the bodily deficit, satisfaction occurs & quiets the anxiety, at least for a period of time.

Based on Reeve (2018, Ch 2, Figure 2.1, p. 29) 12

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Hull's drive-reduction learning theory

- Popular grand theory in 1940s-50s; largely ignored today
- Behaviours are efforts to maintain homeostasis
- Behaviours that reduce drive (biological need) are reinforced, and are then more likely to occur
- Mathematical theory - too specific and didn't generalise
- Didn't account for secondary reinforcers (e.g., money) or pursuit of psychological needs
- Influenced development of subsequent theories

$$S E_r = S H_r \times D \times K$$

strength of behaviour
strength of habit
drive (tension)
incentive

Based on Reeve (2018, Ch 2, pp. 29-31)

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Drive reduction theory

The Power of Motivation: Crash Course Psychology #17 2:45 - 3:39 mins

<https://www.youtube.com/embed/9hdSLiHaJz8?start=165&end=219>



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Decline of grand theories of motivation

Will

Philosophical study of the will turned into a dead-end (circular). Explained little about motivation and raised more questions than it answered.

Instinct

Physiological study of the instinct proved to be a dead-end as well; it became clear that "naming is not explaining".

Drive

Limited scope. Some behaviours occur despite drives (e.g., anorexia). Some behaviours occur due to environmental incentives.

→ Disillusionment with grand theories. However, several other broad motivational principles emerged with some success, including incentive and arousal.

Based on Reeve (2018, Ch 2, p. 42)

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Post-drive theory years (1950s-1960s)

1. Rejection of passive view of human nature and adoption of a more **active portrayal of human beings**.
2. Motivation turned decidedly **cognitive** and somewhat **humanistic**.
3. The field focused on **applied, socially relevant problems**.

Based on Reeve (2018, Ch 2, pp. 31-33)

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Rise of the mini-theories (1970s)

Grand theories tried to explain full range of motivation, whereas mini-theories limit their attention to:

1. **Specific motivational phenomenon**
(e.g., achievement motivation, flow experiences)
2. **Special motivational circumstances**
(e.g., failure feedback, role models)
3. **Groups of people**
(e.g., extraverts, children, workers)
4. **Particular theoretical questions**
(e.g., relationship between cognition and emotion)

Based on Reeve (2018, Ch 2, p. 33-34)

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Example mini-theories

- Achievement motivation theory
- Attributional theory of achievement motivation
- Cognitive dissonance theory
- Effortance motivation
- Expectancy x value theory
- Goal-setting theory
- Intrinsic motivation
- Learned helplessness theory
- Reactance theory
- Self-efficacy theory
- Self-schemas

Based on Reeve (2018, Ch 2, p. 33)

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Contemporary perspective (2000s - present)

Multiple perspectives and voices contribute different pieces of the puzzle of understanding motivation and emotion.

Based on Reeve (2018, Ch 2, p. 42) **19**

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Many voices in motivation study

- Motivation's new paradigm is one in which behaviour is energised and directed by a multitude of multi-level and co-acting influences.
- Most motivational states need to be understood at multiple levels - from a neurological level, a cognitive level, a social level, etc.

Based on Reeve (2018, Ch 2, pp. 39-40) **20**

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Relationship of motivation study to areas of psychology specialisation

There are domain-specific answers to core questions:

- What causes behaviour?
- Why does behaviour vary in its intensity?

Specialisations: Social, Develop-mental, Educat-ional, Cognit-ive, Physio-logical, Health, Couns-elling, Clinical, Personal-ity, Organis-ational.

Based on Reeve (2018, Ch 2, Figure 2.3, p. 36) **21**

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Many voices in motivation study

Perspective:	Motives emerge from...
Behavioural	Environmental incentives
Neurological	Brain activations
Physiological	Hormonal activity
Cognitive thoughts	Mental events and
Social-cognitive	Ways of thinking guided by exposure to other people
Cultural and nations	Groups, organisations,
Evolutionary	Genes and genetic endowment
Humanistic	Encouraging the human potential
Psychoanalytic	Unconscious mental life

Based on Reeve (2018, Ch 2, p. 40) **22**

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Brief history of emotion research

Historical scientist	Contribution to emotion
Descartes	Emotion → vigorous "uproar" bodily reaction to a person, object, or event.
Charles Darwin	Emotions are innate, and serve individual adaptation to environmental challenges and opportunities.
William James	First theory of emotion as a temporary psychological state.
Silvan Tomkins Carroll Izard Paul Ekman	Cross-cultural research showing that facial expressions of emotion (and hence emotions themselves) are culturally universal.
Richard Lazarus	Cognitive appraisal theory of emotion.

Based on Reeve (2018, Ch 2, pp. 40-41) **23**

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Emotion - Key questions

- What is an emotion?
- What causes an emotion?
- How many emotions are there?
- Are emotions useful or dysfunctional?
- How can we control our emotions?
- What is the difference between emotion and mood?
- What is the relation between emotion and cognition?
- What is the relation between emotion and motivation?

Based on Reeve (2018, Ch 2, pp. 39-40) **24**

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Summary:

Grand theories gave rise to mini-theories

- Motivation study origins date to the Ancient Greeks.
- Mind-body dualism guided motivation thinking, leading to grand theories about Will, Instinct, and Drive.
- Limitations in grand theories lead to their decline and gave rise to mini-theories focused on specific phenomena.
- Contemporary perspectives emphasise multiple motivational influences, including the active role of the person, role of cognition, and applied, social relevance.
- Emotion study paralleled and complemented motivation study but remains a young, incoherent, and largely preparadigmatic field of scientific study.

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References


- 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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MOTIVATION & EMOTION

Assessment task skills



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Image source: [http://commons.wikimedia.org/wiki/File:Information_icon4.svg](#)

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Overview

- **Topic development (5%)**
(Due 9am Mon W05)
- **Book chapter (40%)**
(Due 9am Mon W12)
- **Multimedia (20%)**
(Due 9am Mon W14)
- **Quizzes (35%)**
(Due 9am Mon W15)

Image source: [http://commons.wikimedia.org/wiki/File:Information_icon4.svg](#)
Image source: [http://commons.wikimedia.org/wiki/File:Autofroute_icon.svg](#)

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Why are we doing the assessment this way?

A vision of students today

(Michael Wesch, 2007)

<https://www.youtube.com/watch?v=5GC4H6yF8o>



4:45 mins

Image source: <https://commons.wikimedia.org/wiki/File:Parodyfilm.svg>

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Topic Development + Book Chapter

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Book chapter

Author an online book chapter about a unique, specific motivation or emotion topic.

- **Learning outcome:** Integrate theory and research to explain a specific motivation or emotion topic and apply it to everyday life
- **Professional:** Research, write, and share a public wiki page about an applied psychological topic.
- **Global citizen:** Work collaboratively and openly in an online global virtual space.
- **Life-long learner:** Develop confidence and skills in developing open educational resources.

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Topic development


- **Sign up to an available topic:**
 - One assigned author per topic
 - Sign up by editing the table of contents, adding your Wikiversity user name, and publishing
- **Negotiate topic:** Email the convener:
 - Title
 - Subtitle (in the form of a question)
 - Wikiversity user name
 - How it is different from previous topics
- **Topic selection should be made by the end of Week 2.**

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What is a wiki?

Wikis in plain English
<https://www.youtube.com/watch?v=dnL00T5m1LY>



3:53 mins

<http://commons.wikimedia.org/wiki/File:Parodyfilm.svg>

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Wikiversity skills
 (covered in tutorials)

- Registration and logging in
- User page
- User talk page
- Editing and saving
- Edit summaries & page history
- Resource talk pages
- Watching pages
- Preferences

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Wikiversity skills
 (covered in tutorials)

- Visual editor vs source editor
- Text formatting: bold and italic
- Bullet-points and numbered lists
- Internal and external links
- Images (finding, embedding, formatting)
- Tables
- Feature boxes
- Quizzes

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Wikimedia Foundation
 Non-profit organisation which supports sister projects including:


- Wikipedia
- Wikiversity
- Wikibooks
- Wiki Commons
- Wikinews
- Wikiquotes
- Wikispecies etc.



<http://commons.wikimedia.org/wiki/File:Wikimedia-logo.svg>

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Wikipedia – An investment for your future; your children's future
<http://www.youtube.com/watch?v=WqhdsOz9KwA>




4:09 mins

<http://commons.wikimedia.org/wiki/File:Parodyfilm.svg>

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Example book chapter – Illicit drug taking at music festivals:
 What motivates young people to take illicit drugs at music festivals?

https://en.wikiversity.org/wiki/Motivation_and_emotion/Book/2016/Illicit_drug_taking_at_music_festivals




[https://en.wikiversity.org/wiki/File:Future_Music_Festival_2013_\(8541730378\).jpg](https://en.wikiversity.org/wiki/File:Future_Music_Festival_2013_(8541730378).jpg)

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**Example book chapter –
Phobias:
What are phobias and how can they
be dealt with?**

https://en.wikiversity.org/wiki/Motivation_and_emotion/Book/2019/Phobias



<https://commons.wikimedia.org/wiki/File:Arachnophobia100.jpg>

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Topic development guidelines

Detailed guidelines:

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

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Book chapter guidelines

Detailed guidelines:

http://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Chapter

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Multimedia

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Multimedia

Record and share an online presentation about the key problem(s) and answer(s) to a unique, specific motivation or emotion topic.

- **Learning outcome:** Integrate theory and research to explain a specific topic
- **Professional:** Create a publicly viewable and multimedia presentation about an applied psychological topic.
- **Global citizen:** Address a global audience in an online recorded presentation.
- **Life-long learner:** Develop personal confidence and skills in creating and sharing online multimedia presentations.

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Multimedia options

- Slides with audio
- Screencast
- Webcam / Video
- Animation

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Multimedia – Simplest method

Screencast

Create slides then record with voiceover using tools such as:

- Screencastify (Chrome add-on)
- Zoom
- etc.

<https://chrome.google.com/webstore/detail/screencastify-screen-vid/mmeijimgabbpdpkinloncmdefkcpn>
<http://file.w3.uvm.edu/blog/how-to-use-google-hangout-for-screencasting/#WZOMTVWg-M8>

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Example multimedia – Dark humour: Why do we enjoy dark humour?

<https://www.youtube.com/watch?v=dwW5L8FLm7I>



https://commons.wikimedia.org/wiki/File:Complaint_Department_Grenade.jpg

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Example multimedia – Methamphetamine and emotion: What is the effect of methamphetamine on emotion?

<https://www.youtube.com/watch?v=SeURipQzFA>



https://commons.wikimedia.org/wiki/File:Druug_addict.jpg

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Multimedia steps

- Create a plan to communicate the *key, take-home* messages
- Create visuals (e.g., slides)
- Develop script
- Register account(s) (e.g., YouTube)
- Record and share
- Include attributions and license
- Add links between:
book chapter ↔ multimedia

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Multimedia guidelines

Detailed guidelines:

http://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Multimedia

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Quizzes

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Quizzes

17 online quizzes – one quiz per textbook chapter.

- **Learning outcome:** Identify major motivation and emotion principles and integrate theory and research.
- **Professional:** Develop a broad understanding of current psychological science knowledge about motivation and emotion.
- **Life-long learner:** Develop self-organisation and self-study skills.

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Quizzes timeline

- Mod 1 - Wk 01-02 - Quiz 01, 02
- Mod 2 - Wk 03-04 - Quiz 03, 04, 06, 07
- Mod 3 - Wk 05-06 - Quiz 05, 08, 09, 10, 11
- Mod 4 - Wk 07-09 - Quiz 12, 13
- Mod 5 - Wk 10-11 - Quiz 14, 16
- Mod 6 - Wk 12-13 - Quiz 15, 17

Quizzes close Week 15 Mon 9am

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List of quizzes

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

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Quiz study skills

- Read chapter
- Listen to lecture
- Complete tutorial
- Up to 2 attempts - average mark used.
 - If you don't do as well as you'd like 1st time, study some more, and re-sit the quiz.

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Quiz guidelines

Detailed guidelines:

http://en.wikiversity.org/wiki/Motivation_and_emotion/Assessment/Quizzes

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How to get help

- Drop-in 30 mins before and after lectures and tutorials
- UCLearn Discussions
- Wikiversity talk pages
- Twitter: #emot21
- Email
- Study Skills - e.g., studiosity

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