

MOTIVATION & EMOTION

Unconscious motivation



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Image source
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Psychoanalytic → psychodynamic

- **Psychoanalytic:** refers to the traditional Freudian approach to unconscious which includes Dual-instinct theory (Eros and Thanatos)
- **Psychodynamic:** More general study of unconscious psychological processes (e.g., prejudice, depression, thought suppression, defense mechanisms), without necessarily subscribing to Freudian tradition
- This lecture is about **psychodynamic unconscious motivation**, but starts with a historical perspective.

Based on Reeve (2009, p. 393)

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Unconscious motivation

Reading:
Reeve (2009)
Ch 14
(pp. 391-416)

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Freudian psychodynamic structural model

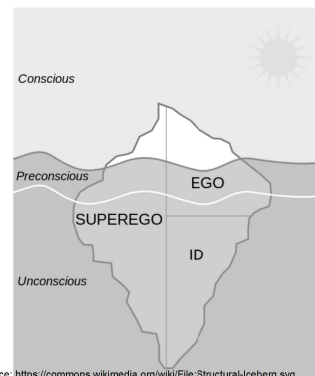


Image source: <https://commons.wikimedia.org/wiki/File:Structural-Iceberg.svg>

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Outline – Unconscious motivation

- **Psychodynamic perspective**
 - Psychoanalytic → psychodynamic
 - Dual-instinct theory
 - Drive → wish?
 - Contemporary psychodynamic theory
- **The unconscious**
 - Freudian unconscious
 - Adaptive unconscious
 - Implicit motivation
 - Subliminal motivation
- **Psychodynamics**
 - Repression
 - Suppression
 - Do the Id & Ego actually exist?
- **Ego psychology**
 - Ego development
 - Ego defense
 - Ego strength
- **Object relations theory**
- **Criticisms**



Based on Reeve (2009, p. 391)

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Freud's drive theory

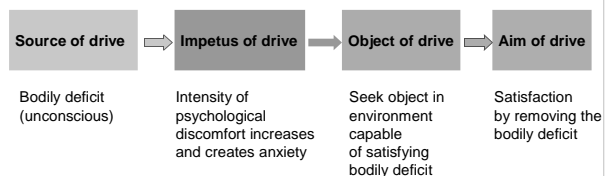


Image sources:
https://commons.wikimedia.org/wiki/File:Thermometer_0.svg
https://commons.wikimedia.org/wiki/File:3ASample_page_from_AAC_communication_book.png

Based on Reeve (2009, Ch 2: Motivation in historical and contemporary perspectives p. 30)

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Freud's dual-instinct theory

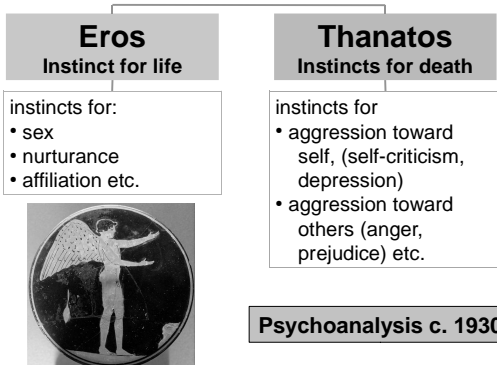
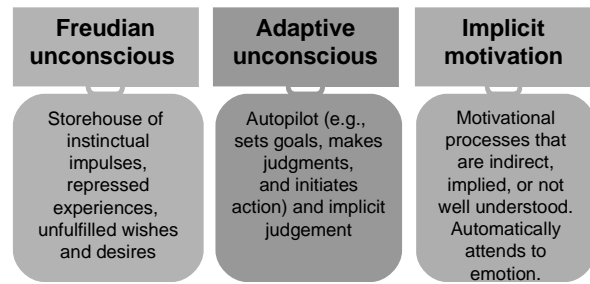


Image source: http://commons.wikimedia.org/wiki/File:Eros_bobbin_Louvre_CA1798.jpg Based on Reeve (2009, pp. 393-394) **7**

Contemporary views on the unconscious



Based on Reeve (2009, pp. 396-400)

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Drive → wish

- However, unlike hunger and thirst, neither sex nor aggression conform to a such a physiological model of drive
- Drive theory evolved into a “wish model” - a discrepancy theory - i.e., motivation arises from a mismatch between “present state” and “ideal state”
- Contemporary psychoanalysts:
 - propose that psychological wishes, not instinctual drives, regulate and direct behaviour
 - focus on helping people recognise, improve upon, or avoid problematic interpersonal relationships

Based on Reeve (2009, pp. 394-395) **8**

Subliminal motivation

- Subliminal stimuli are “below threshold” (absolute threshold) for conscious perception.
- Information processed at an unconscious level has emotional effects.
- However, people do not necessarily act on subliminal information (to the disappointment of marketers).



Based on Reeve (2009, pp. 400-401)

Contemporary psychodynamic perspective

1. The unconscious

Much of mental life is unconscious (Level 2). Level 1 is our conscious thinking.

2. Psychodynamics

Mental processes operate in parallel with one another (Level 1 and Level 2).

3. Ego development

Healthy development involves moving from an immature, socially dependent personality to one that is more mature and interdependent with others. → Ego effectiveness

4. Object Relations Theory

Objects are mental representations of self and other from in childhood that guide the person's later social motivations and relationships.

Based on Reeve (2009, pp. 395-396)

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Psychodynamics

The clashing of psychological forces

“The mind is an arena, a sort of tumbling-ground for the struggle of antagonistic impulses.”
- Freud, 1917

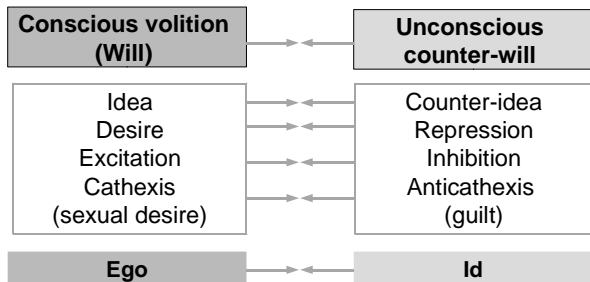


Based on Reeve (2009, p. 401)

Image source: https://commons.wikimedia.org/wiki/File:Sigmund_Freud_Bobble_Head_Wackelkopf.JPG

Psychodynamics

The clashing of psychological forces



Based on Reeve (2009, p. 401)

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Do the Id and the Ego actually exist?

The limbic system makes for a pretty fair **Id**:

- Hypothalamus, thalamus, amygdala, medial forebrain bundle,...
- Pleasure-unpleasure brain centers.

The neocortex makes for a pretty fair **Ego**:

- Learning, memory, decision-making, intellectual problem-solving
- Executive control center that perceived the world and learns to adapt to it.

Intricately interrelated neural pathways and structures of the neocortex and limbic systems

- Interrelationships show how one structure affects another (e.g., how the amygdala excites and inhibits the neocortex).

Based on Reeve (2009, pp. 404-405)

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Illustration of psychodynamics: Repression

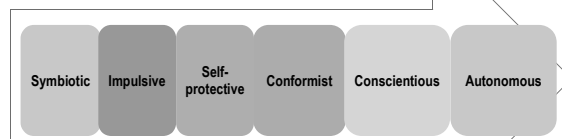
- Repression is the central concept of psychodynamics (Freud, 1917).
- The unconscious is seen as an overcrowded apartment where motivations reside, wanting to come into the public world.
- But repression is the security guard turning down most motivations' requests to enter the public world.
- Repression is the process of forgetting by ways that are unconscious, unintentional, and automatic.
- Repression is Ego's counterforce to the Id's demanding desires.

Based on Reeve (2009, pp. 402-404)

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Ego psychology

- Id provides instinctual psychic energy from birth
- Ego develops over time through experimentation and learning about what actually works in the real world.



Ego development (Loevinger, 1976)

Based on Reeve (2009, pp. 405-406)

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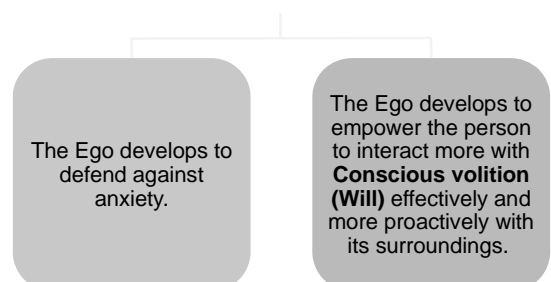
Illustration of psychodynamics: Suppression

- Thought can't be stopped per se, but it can be suppressed, which is the process of removing a thought from attention by ways that are conscious, intentional, and deliberate.
- However, suppression tends to produce rebound effects – i.e., even greater occurrence of the unwanted thought (unconscious processes tend to push the thought back into consciousness)
- Therefore, it makes more sense, as a suppression strategy, to accept the thought into consciousness.

Based on Reeve (2009, pp. 402-404)

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Motivational importance of ego development



Based on Reeve (2009, p. 406)

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Ego defense

- The day-to-day existence of the ego is one of vulnerability, therefore defense mechanisms are used to buffer against overwhelming internal and external demands.

Continual changes in internal and external reality

- Environmental dangers** (conflict with environment)
- Instinctual presses** (from Id) (conflict with impulses)
- Superego demands** (conflict with conscience)

Defense mechanisms used to buffer and reduce anxiety

Anxiety, Distress, Depression

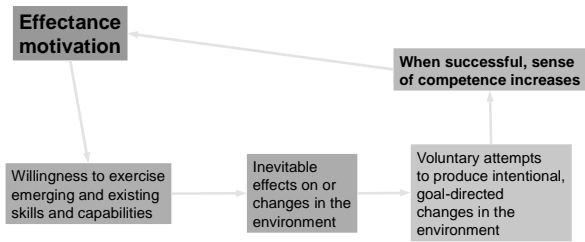
Role of defense mechanisms in buffering the ego from anxiety-generating events

Based on Figure 14.1, Reeve (2009, p. 406)

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Ego effectance

- Individual's competence in dealing with environmental challenges, demands, and opportunities.



White's model of effectance motivation

Based on Reeve (2009, pp. 410-411)

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Ego strength (maturity of defense mechanisms) discriminated men who suffered career, social, psychological and medical problems

	Mature (N = 25)	Immature (N = 31)
Overall adjustment		
1) Top third in adult adjustment	60%	0%
2) Bottom third in adult adjustment	4%	61%
3) "Happiness" (top third)	68%	16%
Career adjustment		
1) Income over \$20,000/year	88%	48%
2) Job meets ambition for self	92%	58%
3) Active public service outside job	56%	29%
Social adjustment		
1) Rich friendship pattern	64%	6%
2) Marriage in least harmonious quartile or divorced	28%	61%
3) Barren friendship pattern	4%	52%
4) No competitive sports (age 40-50)	24%	77%
Psychological adjustment		
1) 10+ psychiatric visits	0%	45%
2) Ever diagnosed mentally ill	0%	55%
3) Emotional problems in childhood	20%	45%
4) Worst childhood environment (bottom fourth)	12%	39%
5) Fails to take full vacation	28%	61%
6) Able to be aggressive with others (top fourth)	36%	6%
Medical adjustment		
1) 4+ adult hospitalizations	8%	26%
2) 5+ days sick leave/year	0%	23%
3) Recent health poor by objective exam	0%	36%
4) Subjective health consistently judged excellent since college	68%	48%

N = sample size. Based on Reeve (2009, Figure 14.2, p. 409). Source: From Adaptation to Life (p. 85, by Vaillant, 1977; Little, Brown & Company. Copyright 1977 by George E. Vaillant.

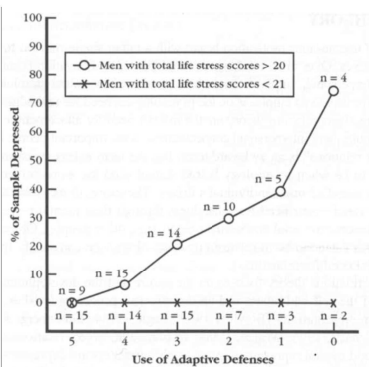
Object relation theory

- Studies how people relate to objects (others) to satisfy their emotional and psychological need for relatedness.
- Focuses on how early representations of relations with caregivers influence subsequent relations with others.
- The quality of anyone's mental representation of relationships can be characterised by three chief dimensions:
 - Unconscious tone:** Benevolent vs malevolent
 - Capacity for emotional involvement:** Selfishness/narcissism vs. mutual concern
 - Mutuality of autonomy with others:** objects perceived as autonomous present no risk to the integrity and autonomy of perceiver

Based on Reeve (2009, pp. 411-414)

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Depression is less likely as a result of life stress for those with more adaptive defense mechanisms



Based on Figure 14.2, Reeve (2009, p. 410)

One woman's representation of her relationships with men

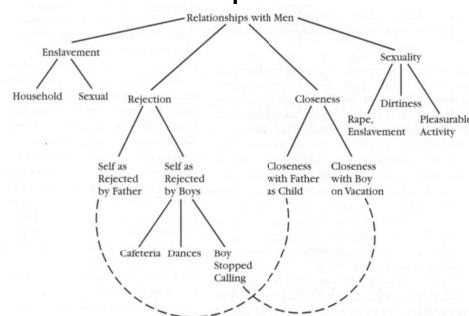


Figure 14.3 One Woman's Representation of Her Relationships with Men

Based on Reeve (2009, p. 413). Source: From "Social Cognition and Object Relations," by D. Westen, 1991, Psychological Bulletin, 109, pp. 429-455. Copyright 1991 by American Psychological Corporation.

Criticisms of the psychodynamic perspective

Many of Freud's concepts are **not scientifically testable**.

Motivational concepts **arose from case studies of disturbed individuals**.

Many points about human motivation and emotion was simply **wrong**. (e.g., Freud's theory of superego formation; Fisher & Greenberg, 1977)

Methods of data collection.

Psychoanalytic theory is **woeful as a predictive device**.

Based on Reeve (2009, pp. 414-415)

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References

- Freud, S. (1917 [Original work published 1905]). *Wit and its relation to the unconscious*. Retrieved from <http://www.bartleby.com/279/>
- Reeve, J. (2009). *Understanding motivation and emotion* (5th ed.). Hoboken, NJ: Wiley.

Note: Image credits are in the slide notes

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Summary

- Freud: Biologically-based motivation model based on two instinctual drives – sex and aggression – which supply the body with its physical and mental energy
- Contemporary psychoanalysts emphasise psychological wishes (rather than biological drives) and cognitive information processing
- Four postulates:
 - Much of mental life is unconscious
 - Mental processes operate in parallel
 - Ego development → ego maturity
 - Mental representations in childhood → guide adult social motivations

Based on Reeve (2009, pp. 415-416)

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Upcoming lectures

- Individual differences 
 - Growth psychology (Ch 15)
- Summary & conclusion (Ch 16)

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