

MOTIVATION & EMOTION

Unconscious motivation




Image source: https://commons.wikimedia.org/wiki/File:Why_books_are_always_better_than_movies.jpg

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Unconscious motivation

Reading:
Reeve (2018)
Ch 16
(pp. 397-422)

Image source: http://commons.wikimedia.org/wiki/File:Alma-Tadema_Unconscious_Rivals_1893.jpg

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Outline – Unconscious motivation

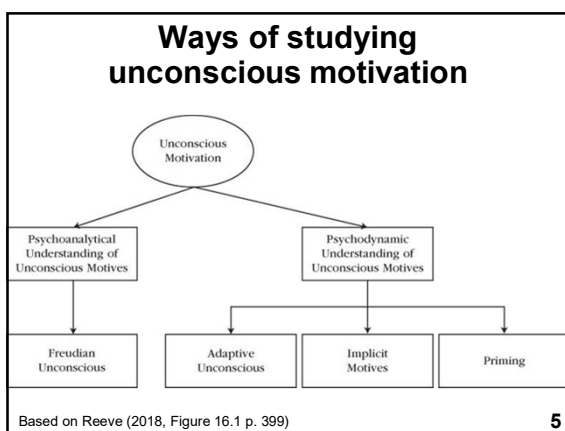
- Psychodynamic perspective
 - Psychoanalytic → psychodynamic
 - Dual-instinct theory
 - Do the Id and Ego exist?
 - Contemporary psychodynamic theory
- The unconscious
 - Freudian unconscious
 - Adaptive unconscious
 - Implicit motivation
 - Priming
- Psychodynamics
 - Repression
 - Suppression
 - Terror Management Theory
- Ego psychology
 - Ego development
 - Ego defense
 - Ego strength
- Object relations theory
- Criticisms

Based on Reeve (2018, p. 397) Image source: http://commons.wikimedia.org/wiki/File:Autoroute_icons.svg

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Psychodynamic perspective

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Psychoanalytic becomes psychodynamic

- **Psychoanalytic:** an approach to psychology, psychotherapy, and the unconscious mind that accepts Freudian principles and explanations.
- **Psychodynamic:** study of dynamic unconscious mental processes.
- One can study dynamic unconscious mental processes without being a Freudian.
- This lecture is largely about **psychodynamic unconscious motivation**, but starts with a historical perspective

Based on Reeve (2018, pp. 399-400)

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Freud's dual-instinct theory

<p>Eros Instinct for life</p>	<p>Thanatos Instincts for death</p>
<p>Instincts for:</p> <ul style="list-style-type: none"> • sex • nurturance • affiliation • etc. 	<p>Instincts for:</p> <ul style="list-style-type: none"> • aggression toward self (self-criticism, depression) • aggression toward others (anger, prejudice) etc.

Psychoanalysis c. 1930

Based on Reeve (2018, pp. 400-401)

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Freudian psychodynamic structural model: Id, Ego, & Superego

Source: https://commons.wikimedia.org/wiki/File:Structural_model.png

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Do the Id and the Ego actually exist?

- Limbic system makes for a pretty fair Id:
 - Hypothalamus, thalamus, amygdala, medial forebrain bundle, etc.
 - Pleasure & unpleasure brain centers.
- Neocortex makes for a pretty fair Ego:
 - Learning, memory, decision-making, intellectual problem-solving.
 - Executive control center that perceives the world and learns to adapt to it.
- Interrelated neural pathways and structures of the neocortex and limbic systems:
 - One structure affects another.

Based on Reeve (2018, p. 401)

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Contemporary psychodynamic perspective

- **The unconscious**
 - Much of mental life is unconscious
- **Psychodynamics**
 - Mental processes operate in parallel
- **Ego development**
 - Healthy development involves moving from an immature, socially dependent personality to one that is more mature and interdependent with others
- **Object relations theory**
 - Mental representations of self and other form in childhood that guide the person's later social motivations and relationships.

Based on Reeve (2018, p. 402)

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Contemporary views on the unconscious

- **Freudian unconscious**
 - Automatically appraises the environment
- **Adaptive unconscious**
 - Sets goals, makes judgements, and initiates action.
- **Implicit motivation**
 - Automatically attends to emotionally-linked environmental events.

Based on Reeve (2018, p. 402)

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Adaptive unconscious

- Automatic pilot that carries out computations and adjustments during acts such as tying your shoes, driving a car, or playing the piano.
- Appraises the environment, sets goals, makes judgments, and initiates action while the person is thinking about something else.
- Judgments are experiences as intuition and "gut felt" rather than as conscious and deliberative.

Based on Reeve (2018, pp. 404-406)

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**Adaptive unconscious:
Examples**

- Walk into a room: Immediately size up the environment, interpret what is going on, detect patterns that are there.
- Engaged in a task: Learn automatically.
- Initiate an action: Automatic procedural learning (e.g., ride a bike, drive a car)
- Look at another person: Evaluate their feelings, mood.
- Overall: Adapt effectively, even while on “automatic pilot”.

Based on Reeve (2018, p. 402) 13

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Adaptive Unconscious (Unconscious Mind) - System 1	Conscious Mind - System 2	Based on Reeve (2018, Table 16.1, p. 405)
Automatic	Controlled	
Intuitive	Analytical, Logical	
Fast, Quick	Slow	
Rash, Uncontrollable	Thoughtful, Controllable	
Involuntary, Unintentional	Voluntary, Intentional	
Effortless mental activity	Effortful mental activities	
Emotional	Rational	
Very Efficient	Self-Control, Self-Regulation	
Thoughts come to mind automatically	Thoughts have to be effortfully produced	
First impressions	Reflective judgment	
Not open to education and training	Open to education and training	

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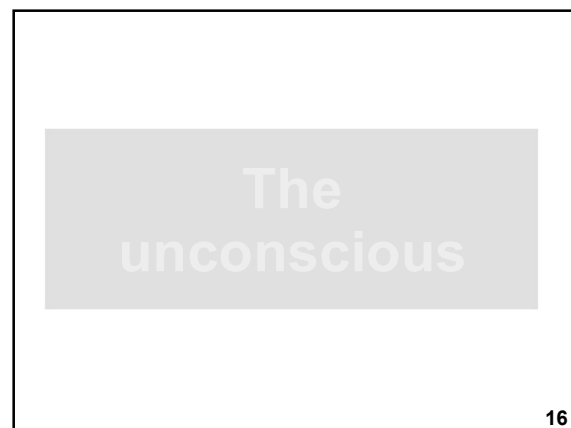
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Implicit motivation

- Motives, emotions, attitudes, and judgments that operate outside a person’s conscious awareness and that are fundamentally distinct from self-report motives, emotions, attitudes, and judgments.
- Explicit (self-report) motives are linked to the self-concept; implicit motives (projective techniques; e.g., TAT) are linked to emotional experiences.
- Well-studied implicit motives: achievement, power, affiliation, intimacy, autonomy, prejudice.
- Explicit: I am achievement oriented; I like difficult tasks.
- Implicit: Emotional arousal (hope, anxiety) in face of a difficult challenge.

Based on Reeve (2018, pp. 406-407) 15

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Priming

- Exposure to one stimulus affects response to another stimulus without conscious awareness. e.g., when primed by handling money, people:
 - eat more chocolate
 - are less likely to help others
 - tolerate more pain
- Activates mental representation outside of awareness, preparing a person to behave consistent with that mental representation.

Based on Reeve (2018, pp. 407-408) 17

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Based on Reeve (2018, pp. 407-408) 18

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Psychological priming – Bang goes the theory



Video: (~6 mins)
<https://www.youtube.com/watch?v=HRAKt0GakJM>

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How your unconscious mind rules your behaviour



Leonard Mlodinow at TEDxReset 2013
Video: (~15 mins)
<https://youtu.be/vcJm-y7UnLY?t=165>

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Psycho-
dynamics

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Psychodynamics

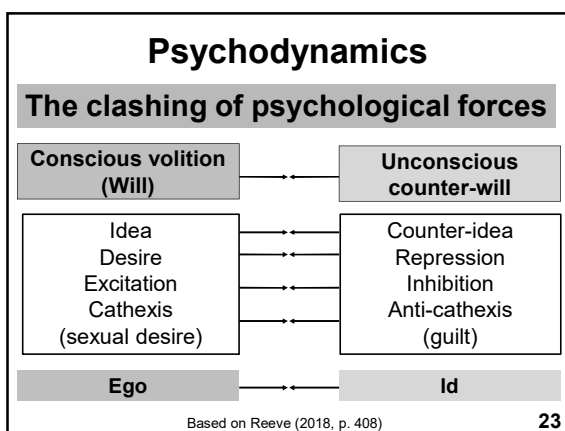
The clashing of psychological forces

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

Freud (1917)

Based on Reeve (2018, p. 408)

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Illustration of psychodynamics: Repression

- Central concept of psychodynamics.
- Unconscious seen as an overcrowded apartment where motivations reside, wanting to come into the public world.
- Repression is the security guard (or gate-keeper) 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 (2018, p. 409)

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Illustration of psychodynamics: Suppression

- Thought can't be stopped per se, but it can be **suppressed**.
- Suppression is the process of removing a thought from attention by ways that are conscious, intentional, and deliberate.
Tends to produce rebound effects – i.e., even greater occurrence of the unwanted thought because 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 (2018, pp. 409 - 411)

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**Don't
think about
pink elephants**

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Illustration of psychodynamics: Suppression

- Premises
 - We all have unwelcomed thoughts.
 - We all desire peace of mind (“serenity of consciousness”).
 - To achieve #2, we suppress #1.
 - But, mental control can backfire:
- Suppression becomes obsession.

Based on Reeve (2018, pp. 409 - 411)

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Thought suppression examples

- Food for the person on a diet
- Lost love (ex-lover or deceased spouse)
- Drink for the alcoholic
- Cigarette for the smoker
- Experience of humiliation or victimisation
- Keep a secret (friend's secret, your own secret love from young adulthood no one knew about)

Based on Reeve (2018, p. 409)

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Terror management theory

- **Death anxiety:** Knowledge, awareness, and foresight that ultimately one's life will end potentially leads to paralysing anxiety.
- This “terror” needs to be managed to keep the paralysis at bay.
- To cope, people think and behave in ways that preserve their perceived immortality, as through:
 - belief in an afterlife
 - commitment to a cultural worldview
- These beliefs keep potential terror quiet.

Based on Reeve (2018, pp. 409 - 411)

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Ego
psychology

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Ego psychology

- Id provides instinctual psychic energy. At birth, all energy is Id.
- Ego (personality) develops over time through experimentation and learning about what actually works in the real world.

Based on Reeve (2018, p. 412) 31

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Ego development

Healthy ego development involves moving from **heteronomy** (immature, social dependence on others) to **autonomy** (mature, independent).

Based on Reeve (2018, pp. 412 - 413) 32

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Ego development stages

Ego is a developmental process, rather than a “thing”, and moves through these stages:

- Symbiotic: Infantile, other provides
- Impulsive: Selfish, weak ego
- Self-protective: Rule-based constraint
- Conformist: Identification with group
- Conscientious: Internalisation of rules
- Autonomous: Copes with inner conflicts

Based on Reeve (2018, pp. 412-413, which is based on Loevinger, 1976) 33

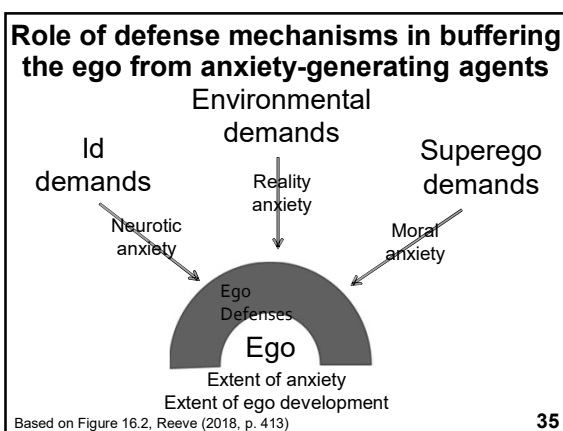
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Motivational importance of ego development

- Ego defence: Ego develops to defend against anxiety
- Ego offence: Ego develops to empower the person to interact more effectively and more proactively with its surroundings.

Based on Reeve (2018, pp. 413-416) 34

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Defense mechanism levels of maturity (Vaillant)

- I – **Pathological** (psychotic denial, delusional projection)
- II – **Immature** (fantasy, projection, passive aggression, acting out)
- III – **Neurotic** (intellectualisation, reaction formation, dissociation, displacement, repression)
- IV – **Mature** (humour, sublimation, suppression, altruism, anticipation)

Based on Reeve (2018, pp. 413-415) 36

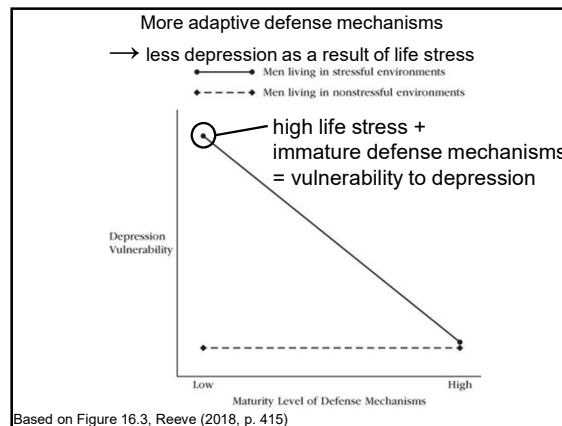
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Mature defense mechanisms → better life adjustment

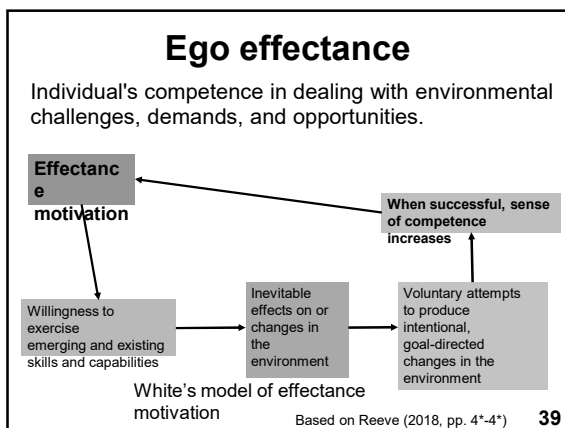
	Mature (N = 25)	Immature (N = 31)
Overall adjustment		
1) Top third in adult adjustment	60%	0%
2) Bottom third in adult adjustment	4%	61%
3) "Happiness" (top third)	68%	16%
Career adjustment		
1) Income over \$20,000/year	88%	48%
2) Job meets ambition for self	92%	58%
3) Active public service outside 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%

Based on Reeve (2018, Figure 16.3, p. 4*). Source: From Adaptation to Life (p. 87, by Vaillant, 1977; Little, Brown & Company, Copyright 1977 by George E. Vaillant.

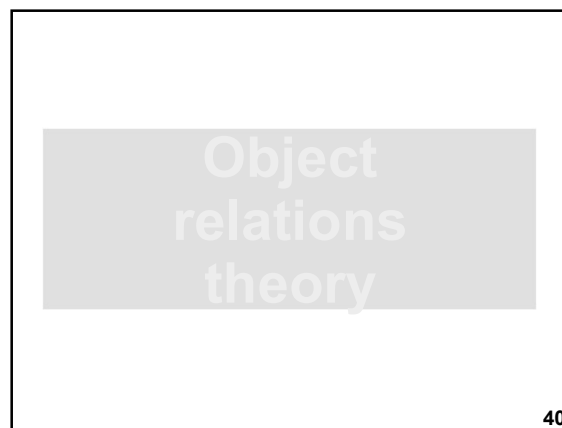
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Object relations theory

- People relate to objects (others) to satisfy their emotional and psychological need for relatedness.
- Early representations of relations with caregivers influence subsequent relations with others.

Based on Reeve (2018, pp. 416-417)

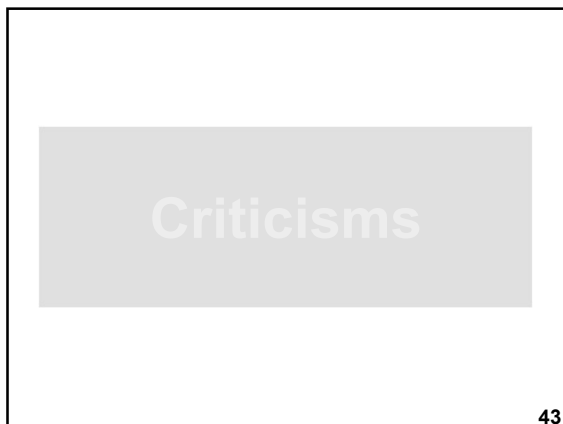
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Object relations theory

- The quality of one's mental representation of relationships can be characterised by:
 - **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 (2018, pp. 416-417)

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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 were simply wrong (e.g., Freud's theory of superego formation).
- Methods of data collection.
- Psychoanalytic theory is woeful as a predictive device.

Based on Reeve (2018, pp. 419-420)

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Summary

- Ways of studying the unconscious:
 - Freudian unconscious
 - Adaptive unconscious
 - Implicit motives
 - Priming
- 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 (2018, pp. 420-421)

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Upcoming lectures



- 11a: **How to make a multimedia recording and publish it online**
- 11b: **Growth psychology (Ch 15)**
- **Summary & conclusion (Ch 17)**

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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/>
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