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What is Psychology?

Motivation and Emotion

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Introduction

This PowerPoint® presentation is designed to offer your students an overview of key events, personalities, and concepts. Created by a classroom teacher, the slide show places a premium on ease of use and succinctness. We developed this title to:

- Engage students with visual elements
- Outline key historical issues
- Make learning clear and relevant
- Provide a customizable template for differentiated instruction

On the slides themselves, bullet points highlight central elements, and numerous images help to provide a visual context for the presentation. Extensive notes for each slide offer detailed information to help elaborate bullet points. Handouts provide a convenient way for students to make connections between the ideas presented, and the culminating quiz provides a convenient way to assess student comprehension.

It is not necessary to cover every bullet point on every slide. One of the real benefits of this medium is the flexibility it affords you. We realize that each class and each student has different needs that require different approaches to teaching. Use this presentation to help customize your teaching. Use the “View” menu in PowerPoint® to sort through the slides visually, to view the presentation as a table of contents, or to see the larger groupings of sections and chapters.

If you want to focus on certain images or make a more detailed exploration of a particular area, you can easily add or delete slides. Simply copy the presentation to your own computer and modify it to create the exact messages that you want to convey. You may also wish to search the Web for additional images, sounds, graphs, timelines, or even video clips to incorporate into the presentation.

We are dedicated to continually improving our products and working with teachers to develop exciting and effective tools for the classroom. We can offer advice on how to maximize the use of the product and share others’ experiences. We would also be happy to work with you on ideas for customizing the presentation.

We value your feedback, so please let us know more about the ways in which you use this product to supplement your lessons; we’re also eager to hear any recommendations you might have for ways in which we can expand the functionality of this product in future editions. We look forward to hearing from you.

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Motivation & Emotion



Slide # 1

Imagine how different your life would be if you inherited \$10 million. How would your life change? If you were planning on going to college so you could get a good education and a job that paid well, would you still go? Is money the only thing that motivates us? Very few people ever attain great wealth. Bill Gates, the world's richest man, is one obvious exception. Gates, the founder of Microsoft, could never hope to spend all of his wealth, yet he continues to be motivated to work and develop new ideas. Gates once remarked in an interview that he sees life as a continuous process of challenge and achievement.

Motives are needs, wants, interests, and desires that propel people in certain directions. In this presentation, we will examine what drives human behavior. We will look at several theories that try to explain motivation, and we will also investigate human emotions and the causes of stress.

Instinct Theory



- William James
- Humans are motivated by a variety of instincts
- Instincts: inherited tendencies that are not subject to reason

Slide # 2

Bullets # 1–2 In 1890, psychologist William James (picture in the drawing in this slide) identified 37 different instincts, including cleanliness, curiosity, parental love, sociability, sympathy, and jealousy. He believed that these instincts provided the basis for human behavior. Psychologists in the early 1900s gradually expanded James's list until it contained more than 10,000 instincts.

Bullet # 3 Instincts are inherited, innate, and not subject to reason.

Instincts Present at Birth



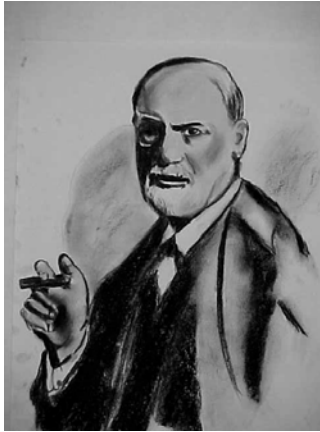
- Sucking reflex
- Facial expressions like smiling
- Hunger, thirst, warmth
- Helping, aggression, mate selection

Slide # 3

Bullets # 1–2 Most psychologists today believe that humans have very few instincts. They only consider something an instinct if it is innate, unlearned, and present at birth, such as the sucking reflex—a survival instinct. Facial expressions also seem to be instinctual; even newborns appear to smile.

Bullet # 3–4 Some psychologists also characterize hunger, thirst, and keeping warm as instincts. Evolutionary psychologists believe such behaviors evolved because they promoted survival of the species. Some also believe that helping, aggression, and even mate selection are instinctual and genetic. They believe we have an innate desire to create offspring so that our genes will survive in our children.

Freud and Instinct Theory



- Freud believed that instincts motivate human behavior
- Motivation is caused by sexual and aggressive instincts

Slide # 4

Bullets # 1–2 Freud believed that humans had both survival instincts (which he called “Eros”) and death instincts (which he called “Thanatos”). He believed that instincts resided in what he called the “id,” and that the two most primary instincts were sex and aggression.

Today's Views



- Few psychologists today subscribe to instinct theory
- Instinct theory leaves out the roles that learning and culture play

Slide # 5

Bullets # 1–2 The instinct theory of motivation fell out of favor by the 1920s. Lists identifying thousands of instincts merely labeled behavior without explaining what caused it. In addition, instinct theory completely ignored the effects of learning and culture on human behavior.

Evolutionary Theories



- Motivation is a product of evolution
- Survey of 10,000 men and women in 33 countries on six continents
- What males want
- What females want

Slide # 6

Bullet # 1 Evolutionary psychologists like David Buss (pictured in the drawing in this slide) believed evolution determines human motives because natural selection favors behavior that maximizes reproduction.

Bullets # 2–4 According to a survey of over 10,000 men and women in 33 countries on six continents, males prefer youth and good health in a prospective mate, while females generally prefer mature and wealthy mates (Buss, 1994). Since the survey garnered the opinions of people from many different cultures, evolutionary psychologists believe that the similarity of the men's responses and of the women's responses proved that such preferences had a genetic origin. On the other hand, critics of this survey did not see this conclusion as ironclad, and they still felt that culture could explain the similarity in preferences.

Special note: Evolutionary theories of human motivation still attract some attention in the psychological community.