

Bryant-Taneda

AP Psychology 12

Motivation - Ch. 12 Review



Motivation is

- The F_____ that E_____ and directs you toward a particular B_____
- *A Need* is a Deprivation
- *A Drive* Pushes you
- *An Incentive* Pulls you



Force

Energizes

Behaviour

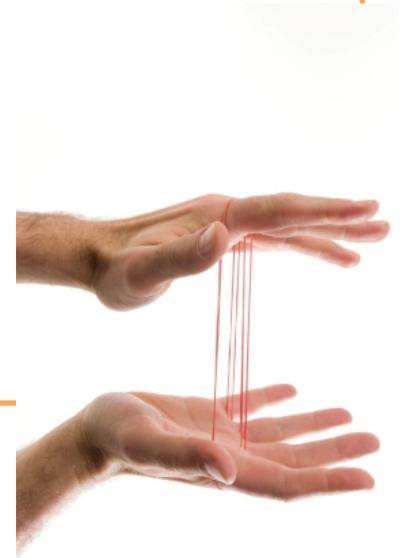
Instinct & Behaviour

- An *Instinct* is genetically programmed behaviour
- Examples on instinct behaviours are *Migrating* fish, a *Rooting* baby



Arousal Theory of Motivation

- This theory explains boredom in terms of *less* neural activity
- People need *arousal* or stimulation in life
- People need a level of *tension*



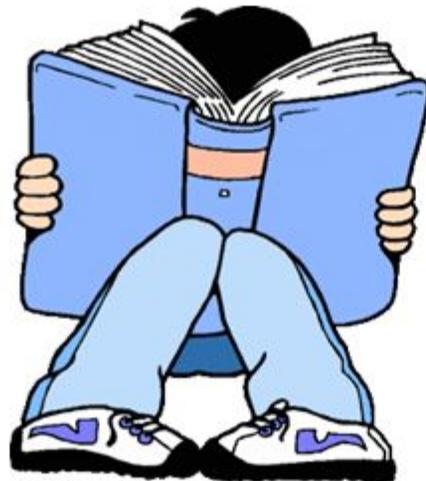
Arousal Theory

Sometimes we do not seek homeostasis.

Sometimes we seek arousal.

Our needs go beyond reducing drives.

But how much arousal???



We seek ***our optimum level of arousal***:

- High optimum levels = high risk behaviors



- Low optimum levels = low risk activities

Arousal & Drive Reduction Theory

- A Biological theory (focuses on *neural excitation*)
- People need *tension* or excitation
- People also need to *reduce* tension



Maslow's Hierarchy of Needs

Maslow explains how people are motivated to take care of the needs on the bottom rungs and thereafter, people progress toward taking care of the next level of needs.



Why are we Motivated toward the *Need to Belong?*

- It increases our survival rate!



Motivation toward Happiness

- What is happiness?
- Happiness is that sense of Belongingness – This sense of belonging brings *Meaning* to life



Achievement motivation

- When a person is motivated toward achievement, the Person *persists* more
- The person *Focuses* on hard work
- The person prefers & works harder with a *moderately* challenging task



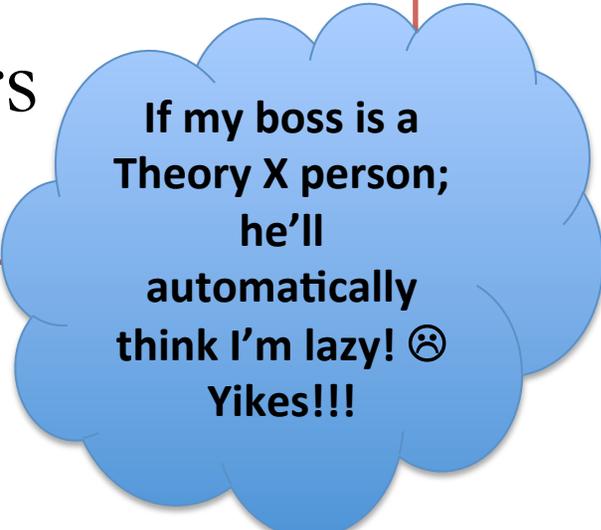
Intrinsic & **Extrinsic** Motivation

- Intrinsic motivation is to be motivated from *Within* oneself (personal satisfaction)
- Extrinsic Motivation is to be motivated from *Outside* oneself (like a “reward”)



Work & Business-Theory X & Y

- **Theory X** – This is the idea that people are lazy; people are only *extrinsically* motivated
- **Theory Y** – This is the idea that people are *intrinsically* motivated
- Think: How will these employers approach their employees?



If my boss is a Theory X person; he'll automatically think I'm lazy! ☹️
Yikes!!!

Motivation for Hunger

- Maslow's Hierarchy of Needs: Hunger is a *Primary need* that we're energized to fulfill
- In North America people have Eating disorders
- How does that fit Maslow's hierarchy? Are there some theory exceptions or criticisms



Eating Disorders – Criteria for individuals who are most prone?

- Someone who is *Competitive*
- A person who is *Hard Working & High Achievement* oriented
- Someone who has High Achieving & Protective *parents*

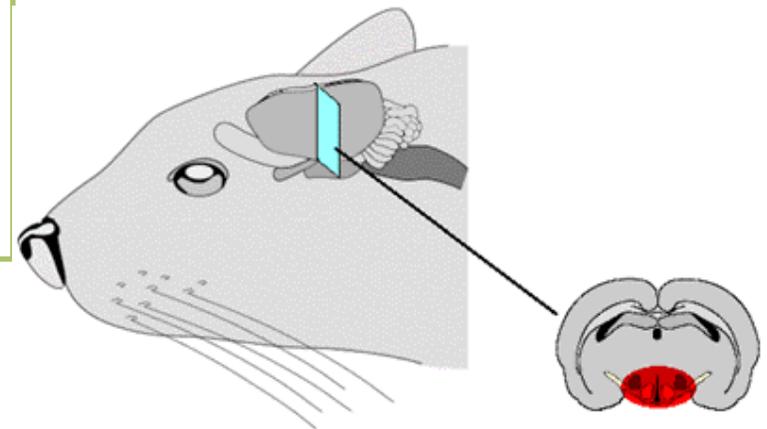
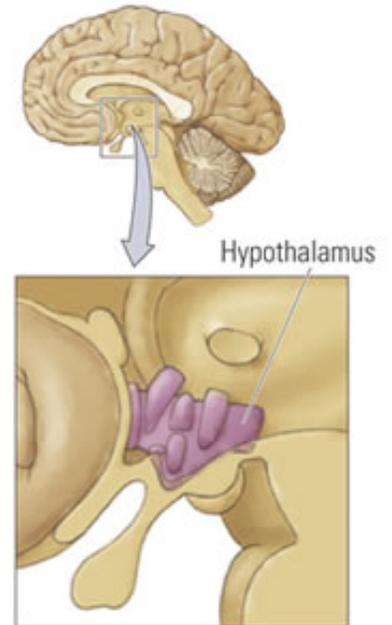
Hunger & the *Fat Rat*

If we **STIMULATE** the Lateral Hypothalamus (LH)

→ The rat begins **eating**

If we **DESTROY** the LH

→ The rat has **no interest in food**

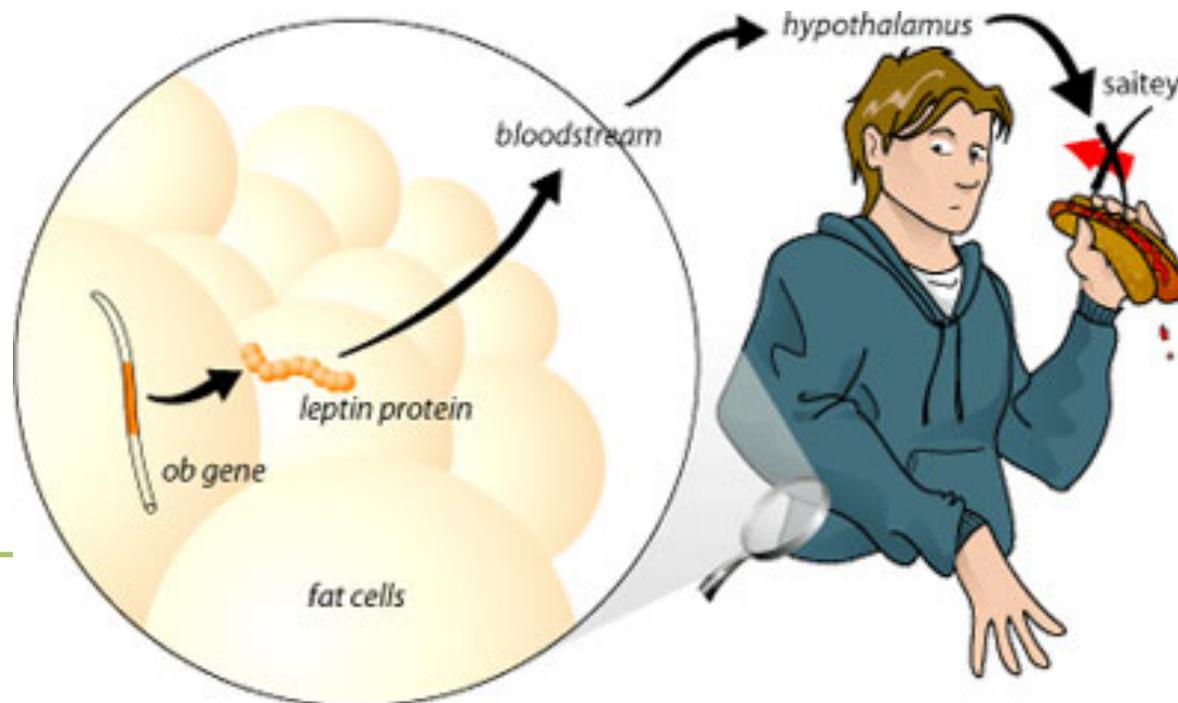


Set Point, Metabolism, & Motivation

- *Set point* for body weight – if your weight rises above the set point, then appetite decreases
- *Basal metabolic rate* – the set point is maintained by food intake, energy expenditure, and basal metabolic rate; basal metabolic rate is the rate at which a person - at complete rest - uses energy

Hunger and Leptin

If we experience an **increase in the hormone Leptin** then there is an increase in *metabolic activity* = **less eating**



Motivation and Gender

- How do men and women differ in their motivation toward others?
- Women tend to give less opinion and offer more support for others' opinions



1980s Sex Motivation - Surveys

- Married people were surveyed about their marriage
- 96% *claimed* they were faithful to their partner

1940s *Kinsey* Sex Survey

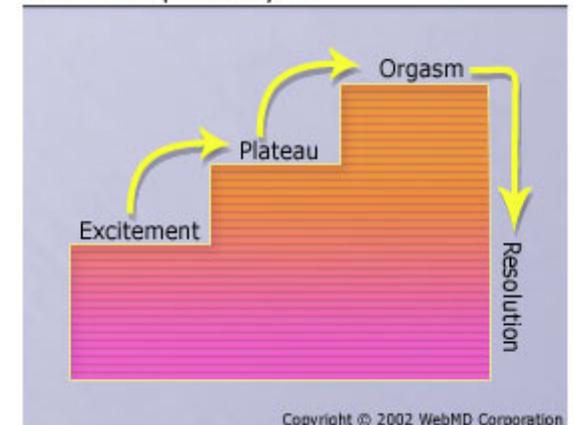
- This was as a *verbal* survey
- Published results in 1948
- There were no *controls* (or sense of privacy) that is usual and expected in surveys
- There was no *representative sample* of subjects
- This survey was a challenge to the cultural taboo about sex as a topic of conversation

Sexual Response Cycle - EPOR

Resolution phase

- Females decrease in physical arousal more rapidly if they achieve orgasm
- Females are able to experience orgasm, if they are re-stimulated
- Males takes longer than females to experience orgasm, if they've achieved orgasm

Sexual Response Cycle



Sexual Motivation - Nature

- Odenwald & Zhang's research with **Fruit Flies** and homosexuality
- They created a DNA transplant which was given to fruit flies and then altered their levels of **Tryptophan**



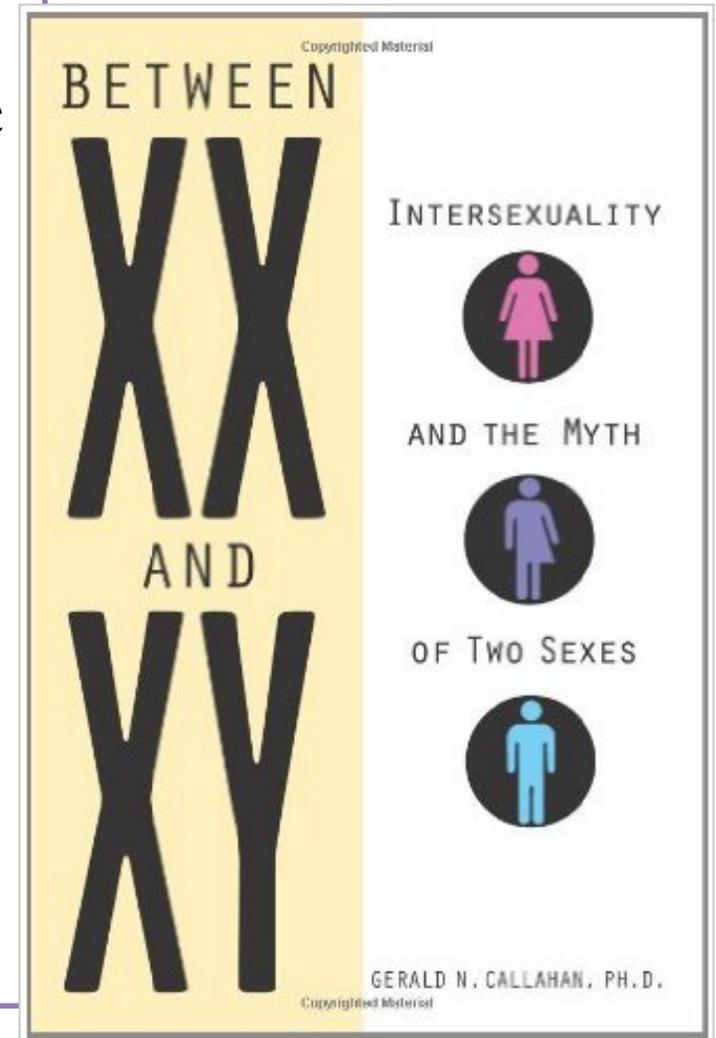
Result: These fruit flies had reduced Serotonin levels and the Fruit flies **changed their natural sexual behaviour**



Sexuality – Nature – Intersexuality

- Hormones are released in the Embryo in the 10th – 13th week which masculinize or feminize the embryo
- **Congenital Adrenal Hyperplasia** is a condition that yields a variety of symptoms (because too much or little female or male hormones are released)

Result: People can be born *within the spectrum of sexes* and have ambiguous genitalia



Sexual Anomalies - Research

- Findings: Sexual anomalies are not connected with and are Not a Personality type
- Research shows a physical or biological basis for sexual anomalies