

**CHAPTER 8**  
**Motivation and Emotion**  
**LEARNING OBJECTIVES**

1. Define motivation. Give examples of questions that psychologists studying motivation might ask. (p. 282)
2. Define motive and describe the four main sources of human motivation. (p. 282)
3. Define instinct. Discuss how instinct theory explains behavior. Describe the evidence supporting, and the problems associated with, the instinct theory of motivation. (p. 282)
4. Define homeostasis, need, drive, and drive reduction theory. Define and give examples of primary and secondary drives. Describe the kinds of behavior that drive reduction theory can and cannot explain. (p. 283)
5. Define arousal. Discuss the relationship between arousal level and performance. Describe the arousal theory of motivation. (p. 284)
6. Describe how incentive theory accounts for human behavior. (p. 285)
7. Define hunger and satiety. Discuss the role of stomach cues, blood signals, and the brain in regulating hunger and eating. Be sure to list the nutrients and hormones that the brain monitors, and describe the functions of the ventromedial nucleus, lateral hypothalamus, and paraventricular nucleus. (pp. 285–286)
8. Discuss the factors that can override biological signals about satiety, including flavor and appetite. Explain how social rules and cultural traditions influence eating. (p.288)
9. Define obesity, anorexia nervosa, and bulimia nervosa. Describe the behaviors and health problems associated with each of these eating disorders. Discuss the potential causes of each disorder, and describe how each is treated. (p. 288–289)
10. Discuss the methods and results of the various studies examining human sexual behavior. Describe the sexual response cycle. Name the male and female sex hormones and explain their organizing and activating effects. (pp. 291–293)
11. Discuss the social and cultural influences on sexual behavior. Define heterosexual, homosexual, and bisexual. Describe the evidence suggesting that sexual orientation is a product of both nature and nurture. Define sexual dysfunction and give examples. (p. 295–298)
12. Define need achievement. Describe the characteristics of people with strong achievement motivation and the factors that can affect its development. (p. 299)
13. Describe the extrinsic and intrinsic factors that lead to job satisfaction and dissatisfaction. Give an example of a job that has been designed for high levels of employee satisfaction and motivation. (pp.301-302)
14. Define subjective well-being. Discuss the stability of subjective well-being and list the factors that appear to generate happiness. (p. 302)
15. Describe Maslow's hierarchy of needs. Give examples of each kind of need in the hierarchy. (p. 303–304)
16. Describe and give examples of the four types of motivational conflicts. Explain the relationship between motivation and stress. (pp.304-305)

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17. Describe the defining characteristics of the subjective experience of emotion. Give examples of the objective aspects of emotion. (p. 306)
18. Describe the brain's role in emotion and facial expressions. Describe how the parasympathetic and sympathetic nervous systems are involved in emotional experience. Define and describe the fight-or-flight syndrome. (p. 306)
19. Describe James's peripheral theory of emotion. Use the theory to explain an emotional experience. (pp. 308-309)
20. Discuss the research that evaluates James's theory. Describe the facial feedback hypothesis. Describe the various types of lie-detection tests and the problems associated with them. (pp. 310-311)
21. Describe Cannon's central theory of emotion. Discuss the updates to Cannon's theory. (p. 312)
22. Describe the Schachter-Singer theory of emotion. Define attribution and give an example. (p. 312)
23. Discuss the research that evaluates the Schachter-Singer theory of emotion. Define and give an example of excitation transfer. Describe Lazarus's cognitive appraisal theory of emotion. (p. 312)
24. Compare and contrast the various theories of emotion. (p.314)
25. Discuss the role of facial expressions in communicating human emotion. Describe Darwin's theory of innate basic facial expressions, and discuss the research supporting the theory. (p. 315)
26. Describe the social and cultural influences on human emotional expression. Define and give examples of emotion culture and social referencing. (p. 316)