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## Chapter 9

### Motivation and Emotion

#### ❖ Concept of Motivation

- The concept of motivation deals with the explanation of what moves behaviour.
- The term motivation has been derived from the Latin word 'movere' which refers to the movement of activity. Our everyday behaviour is explained in terms of motives.
- Motivation is one of the determinants of behaviour as it also makes prediction about behaviour.

#### ❖ Types of Motives

- **Biological Motives**—Hunger, Thirst and Sex
- **Psychosocial Motives**—Need for Affiliation, Power, Achievement, Curiosity and Exploration

#### ❖ Maslow's Hierarchy of Needs

- Abraham H. Maslow attempted to portray a picture of human behaviour by arranging the various needs in a hierarchy.
- His model is shaped like a pyramid, where different stages of the individual's needs are placed in sequence according to their needs.
- The pyramid starts with basic physiological needs, for example, hunger, thirst etc. A person will only be in a position to obtain other needs when his/her basic needs are fulfilled.
- The next stage represents the safety needs. For example, the need to feel safe and secured in the physical and psychological sense.



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- Belongingness needs are those where the individual wants to be a part of a group, in order to have a collective consciousness.
  - The esteem need forms the stage where the individual wants to develop a sense of self-worth.
  - Self-actualisation reflects the need of the individual to develop his/her full potential. It leads to awareness, responsiveness, creativity, etc.

#### ❖ Emotions

- Emotion is a subjective feeling and its experience varies from person to person.
- The six basic emotions are anger, disgust, fear, happiness, sadness and surprise. Emotional experience leads to physiological changes in the body.
- Factors like gender, personality and psychopathology of certain kinds influence the experience of emotions.

#### ❖ Physiological bases of emotions

- Emotions are experienced as a result of neurophysical activations that involve the thalamus, hypothalamus, limbic system and cerebral cortex.
- The two physiological theories of emotion are James-Lange theory and Cannon-Bard theory.

#### ❖ Cognitive bases of emotions

- Cognitions, including perceptions, memories and interpretations are important components of emotions.
- **Expression of Emotions** The expression of emotions varies from culture to culture.



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❖ Verbal communication consists of spoken words while non-verbal communication consists of facial expression and gestures. **Labelling Emotions**

- It is important to interpret and label emotions in order to explain them due to cultural differences in their labelling.
- The basic emotions are expressed and understood by all while some other emotions are specific to a particular culture.

❖ Display rules regulate the conditions and intensity of the experience and expression of emotions. **Negative Emotions**

- Negative emotions act as an obstruction in viewing things clearly and taking rational decisions. For instance, anxious individuals find it difficult to concentrate or to make decisions even for small matters.
- Negative emotions also affect the psychological and physical health of an individual and may result in decreased ability to think or concentrate, and loss of interest in personal or social activities.
- The ways to manage negative emotions are:
  - i. Enhancing self-awareness
  - ii. Appraising situation objectively, without any bias or preconceptions
  - iii. Self monitoring by constant evaluation of accomplishments and various experiences
  - iv. Engaging in self modelling by evaluating one's best performance and using them as inspiration
  - v. Perceptual reorganisation and cognitive restructuring
  - vi. Being creative
  - vii. Developing and nurturing good relations
  - viii. Having empathy



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ix. Participating in community service

x. Managing anger

#### ❖ **Enhancement of Positive Emotions**

- Personality traits of optimism, hopefulness, happiness etc.
- Finding positive meaning
- Having quality connections
- Being engaged in work
- Having faith
- Positive interpretation of events

#### ❖ **Important Terms and Definitions**

- **Amygdala:** An almond-shaped neural structure in the interior part of the cerebrum. It is connected with the hypothalamus and hippocampus and a part of the limbic system, playing an important role in emotions and motivation.
- **Anxiety:** A psychological feeling of apprehension or dread accompanied by predictable physiological changes. It is characterised by fear, worry, uneasiness and dread.
- **Arousal:** A physiological state of the body being reactive to stimuli.
- **Autonomic nervous system:** A part of peripheral nervous system responsible for controlling involuntary actions such as cardiovascular, renal, gastrointestinal, etc.
- **Central nervous system:** A subsystem of the nervous system that integrates the information and coordinates the activity of body. It comprises of brain and spinal cord.
- **Conflict:** A state of disturbance, disharmony or tension, as an outcome of opposite thinking or behaviour.

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- **Emotional intelligence:** It is the ability to perceive, control and evaluate one's emotions. It involves the ability to monitor one's own and other's emotions, to discriminate among them and to use the information to guide one's thinking and actions.
  - **Frustration:** A phenomenon that takes place when the desired goal is not obtained and the motive behind it is blocked.
  - **Psychosocial motives:** Personal and interpersonal motives that result from the interaction of an individual with his/her environment. It leads the people to strive for ends like power, self-esteem, affiliation etc.
  - **Self Actualisation:** Self-actualisation reflects the need of the individual to develop his/her full potential. It leads to awareness, responsiveness, creativity, etc.