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

Introduction: Motivation and Emotion

1. Define motivation, and describe the three characteristics associated with motivation.

2. Discuss the major theories of motivation, and specify the limitations of each theory.

Hunger and Eating

3. Describe energy homeostasis and discuss the influence of insulin and glucose on this process. What is the relationship between these factors and the basal metabolic rate?

4. Identify short-term signals, including physiological changes, psychological factors, and satiation signals, that regulate eating behavior, and explain how each signal influences motivation to start or stop eating.

5. Explain how leptin, insulin, and neuropeptide Y are involved in the long-term regulation of eating behavior.

6. Explain the set-point theory of body weight regulation over the lifespan.

7. Explain what the body mass index (BMI) is and state what percentage of adults and children in the United States are either overweight or obese.

9. Discuss what is contributing to people becoming overweight and obese, and list all the factors that are involved in creating positive energy balance for so many people.

Psychological Needs as Motivators

11. Explain how Abraham Maslow’s hierarchy of needs accounts for motivation, and describe the qualities that characterize self-actualized people.

12. Describe the key ideas of Edward Deci and Richard Ryan’s self-determination theory, and discuss the differences between intrinsic and extrinsic motivation.

13. Compare and contrast competence and achievement motivation, noting cultural differences

Emotion & Theories of Emotion

14. Identify the three components of emotion, and discuss the functions of emotions.

15. Identify the basic emotions, and discuss individual and cultural differences involved in the subjective experience of emotions.

16. Discuss the role of the sympathetic nervous system in the experience of intense emotions, including the fight-or-flight response.

17. (In Focus) Describe how the polygraph works, identify potential problems with its use in detecting lying, and discuss the concept of microexpressions and how they might be used to detect deception.

20. Discuss the idea that facial expressions of basic emotions are innate, and explain how facial expressions are affected by cultural display rules.

21. (Critical Thinking) Define anthropomorphism, and discuss the idea that non-human animals experience emotion.

22. Compare and contrast the major theories of emotion, and discuss the evidence for and against each theory.