**AP Psychology Ch. 8 Motivation & Emotion Terms**

**Motivation Concepts & Theories**

1. motivation

2. activation-persistence-intensity

3. instinct: fixed action patterns

4. drive: homeostasis

5. incentive: reinforcement

6. arousal: optimal level of arousal

7. arousal: sensation-seeking

**Biological Motivation**

8. glucose & insulin

9. BMR

10. adipose tissue

11. energy homeostasis: positive & negative energy balance

12. physiological changes: ghrelin

13. satiation signals: CCK

14. set point v. settling point

15. leptin

16. insulin

17. NPY

18. BMI: ranges—healthy, overweight, obese

19. sleep, supersize it, cafeteria effect

**Physiological Needs as Motivators**

20. Maslow’s Hierarchy of Needs (know in order)

21. Deci & Ryan’s Self-Determination Theory: intrinsic v. extrinsic / competence v. achievement

**Emotion**

22. subjective experience, physiological response, behavioral response

23. autonomic nervous system

24. hormones

25. emotional intelligence

26. dimensions of emotion

27. polygraph

28. basic emotions

29. Ekman: 7,000

30. anthropomorphism

31. display rules

32. facial feedback hypothesis

33. cognitive appraisal

**Theories of Emotion**

34. James-Lange Theory

35. Cannon-Bard Theory

36. Two-Factor Theory (Schacter-Singer)

37. Lazarus Theory