

PSYCHOLOGY OF MOTIVATION

Psy 251-990
Spring, 2016 Online Course
Blackboard

Instructor: Dr. Linda Yelland
Office: 286 Little Hall
E-Mail: Linda.yelland@umit.maine.edu

Course Description: This course will cover the basic processes involved in human motivation and emotion. Motivation refers to the initiation, intensity, and persistence of behavior. Since most human motivation takes place within social settings, we will be focusing primarily on the social and cognitive factors that influence behavior. Physiological processes in both motivation and emotion will be emphasized as well.

Text: The text is Russel Geen's (1995) Human Motivation: A Social Psychological Approach. Brooks/Cole. This text not only gives a good overview of theories of motivation and emotion, but also discusses important research findings relevant to these major theories.

COURSE REQUIREMENTS

LECTURES: Lectures for each chapter you will be quizzed on will be available throughout the semester. I strongly recommend completing at least one chapter and its corresponding quiz per week. However, you are free to work at your own pace as long as you complete all of the quizzes by 11:59pm, May 6, 2016.

QUIZZES: Ten quizzes, one per chapter, will be given during the semester. Each quiz will consist of approximately 15 multiple-choice questions based on information from your text and from lectures. Unless special accommodations are required, all quizzes will be taken online on Blackboard. There will be no retakes on the quizzes and no comprehensive final exam in this class.

Additional information regarding online viewing of lectures and quiz taking will be provided on Blackboard.

GRADES: Grades will be based on your quiz scores.

PLEASE NOTE: If you experience any technical difficulties with Blackboard, please contact: Continuing & Distance Education (CED) Technical Support Services

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LECTURE TOPICS AND READING ASSIGNMENTS

Introduction to Motivation	Chapter 1
Goals in Motivation	Chapter 2
Action Control in Motivation	Chapter 3

The Self in Motivation	Chapter 4
Motivation for Competence & Control	Chapter 5
The Thematic Approach: Achievement, Affiliation, and Power	Chapter 6
Arousal	Chapter 7
Prosocial and Aggressive Motivation	Chapter 9
Motivating Effects of Social Settings	Chapter 10
Stress and Motivation	Chapter 11

ALL QUIZZES MUST BE COMPLETED BY 11:59PM ON 5/6/16

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L. YELLAND

QUIZ STUDY GUIDE

Chapter 1--Introduction to Motivation

1. Motivation-definition
2. 2 Antecedent conditions to goal-setting
3. Determinism(types), Indeterminism, Non-determinism
4. History - Hedonism vs. Reason
 - a. Thrasymachus, Socrates
 - b. Descartes, Empiricists- hedonism
 - c. Instinct--Darwin, Freud, McDougall

Chapter 2--Goals in Motivation

1. Needs, situations, incentives, goals
 - a. Reference Persons & Incentives
 - b. Hierarchy of goals
2. Expectancy Value Theory
 - a. Expectancies - 2 types
 - b. Types of Value
 - c. $E \times V = \text{Force}$
3. Performance & Goals:
 - a. Effects of Specificity & Difficulty on Performance
 - b. Effort & Attractiveness
 - c. Complexity & Strategy Development
4. Factors Influencing Goal Commitment--Know Figure 2-5
5. Attributions - Wiener Model
6. Attributions--future expectancies & emotional responses

Chapter 3--Action Control in Motivation

1. Dewey - 1st Discrepancy Theory
2. Arousal vs. Feedback Theories
3. TOTE
4. Geen's 6 Stage Action Control Model-Know Figure 3-3
5. Will--Definition
6. Heckhausen & Gollwitzer Model-Know Figure 3-7
7. Kuhl's Model - Action vs. State Orientation
8. Motivational Change - Atkinson & Birch Model
Dynamics of Action $T = F - C$
9. Protective Strategies
10. Mind-sets in H & G Model, Figure 3-7

Chapter 4--The Self In Motivation

1. Self-Discrepancy - Actual & Ideal
2. Duval & Wicklund's Theory--
 - a. Objective Self-awareness
 - b. Effects of Self-awareness on behavior & emotion
3. Carver & Scheier's Model
 - a. Self-focus & Action Control -
 - b. Effects of Self-focus & expectancy on persistence
4. Possible Selves & Goals
 - a. Desirable & undesirable selves & motivation
5. Higgins' definitions--Actual, Ideal, & Ought selves
6. Higgins--Emotional effects of discrepancy between actual-ideal; actual-ought
7. Social Comparison--Upward & Downward
 - a. Effects on self-esteem
8. Tesser - Esteem maintenance
 - a. Social comparison & Social distance
9. Cognitive dissonance-- What is it? What causes it? What will reduce it?
10. Self-handicapping - What is it?

11. Self-serving bias
12. General Question - Motivation & Self-defensive Strategies

Chapter 5--Motivation for Competence and Control

1. White's Effectance motive--definition and goal of
2. Harter--dependence & mastery motives; know fig.5-1 (pg 11)
3. Internalization vs. introjection (Ryan & Connell)
4. Dweck--Mastery vs Helpless Orientations
differences in beliefs, behavior, goals, attributions
5. Intrinsic vs extrinsic motivation--definitions
Know effects of rewards and information they convey on intrinsic motivation
6. Illusion of Control--definition
7. Self-efficacy--definition and sources
8. Learned Helplessness--Seligman's original theory regarding origins of learned helplessness
9. Abramson's revised theory--attributions that lead to generalized learned helplessness, & attributions that lead to depression

Chapter 6--Thematic Approach

1. Murray's Needs--Inherited, acquired, & nonconscious; TAT
2. McClelland's theory of motivation
characteristics of motives--learned, affectively charged, orient, select, & energize behavior
3. Implicit & Self-attributed needs
4. Need for Achievement & task difficulty
5. Atkinson's theory--tendency to approach success
6. Failure orientation & task difficulty--theory & research
7. Need for Affiliation & behavior
8. Need for Affiliation vs Need for Intimacy & behavior
9. Winter--Power motivation definition
10. McClelland's two dimensional model of power motivation
11. Power motivation & behavior
12. McClelland's power syndromes

Chapter 7--Arousal

1. Basics of Hull's drive theory--what reinforces behavior
2. Berlyne--optimal stimulation level, properties of environmental stimuli, types of exploratory behavior
3. Apter's Theory of psychological reversals: metamotivational states--telic & paratelic, emotions & arousal
4. Eysenck theory--arousal & introversion/extraversion
5. Basic ideas of Arousal-activation-effort model
6. Yerkes-Dodson law--arousal & task difficulty
7. Effects of arousal on cognitive processes: cue utilization & multiple processes

Chapter 9--Prosocial Behavior

1. Definition-prosocial behavior
2. Rewards & Punishments--Hedonism

3. Reykowski - Definition of empathy
4. Theories of Prosocial Behavior
 - a. Negative--State Relief Model
 - b. Empathic--Joy Hypothesis
 - c. Empathy--Altruism Hypothesis
5. Arousal: Cost-Reward Model *Know Figure 9-2, Page 223
6. Mood & Helping--Effects of Positive & Negative Mood
Self-Awareness & Mood & Helping
7. Clarke & Mills--Helping in communal & exchange relationships

Chapter 9--Aggression

1. 3 categories of situations--Page 232
2. Figure 9-7, Page 233:
 - *Know 3 categories of Situations, Motives, Incentives & Goals
 - Frustration & Provocation --> Need & Goal
 - Embarrassment & Humiliation --> Need & Goal
 - Violation of Norm--> Need & Goal
3. Hostile Attribution Bias
4. Relationship between Self-esteem & Anger & Aggression

Chapter 10--Social Settings

- I.
 1. Social Anxiety--Definition and what causes it
 2. Effects of Social Anxiety--Arousal, disaffiliation, innocuous sociability
 3. Impression Motivation
 - a. Leary & Kowalski: Impression Management a function of 3 variables--know them
 - b. Self-presentation efficacy expectancy, Self-presentation outcome expectancy
 - c. Combinations of expectancies--what is produced?
 4. Motivational Basis of Self-Presentation--need to be accepted & included
- II. Social Facilitation--lecture definition
 1. Zajonc's Drive Theory--uncertainty
 2. Task difficulty & arousal
 3. Learned drive theory--evaluation approach
 4. Zajonc Cockroach Study
 5. Distraction--Conflict Model
 6. Social loafing--definition, when it occurs & why--equity

Chapter 11--Stress

1. Selye--Stress as Physical Reaction
 - a. 3 Stages of Stress Reaction
 - b. General adaptation syndrome--Cause (any stress)
2. Lazarus Model--Effects of cognition
3. New Stress Model--3 developments in Study of Stress
4. Causes of Stress
 - a. Catastrophes--Baum research--Personal Control
 - b. Major life events--Positive & Negative
 - Rationale behind Social Readjustment Rating Scale

- c. Daily Hassles--Compared to others
- 5. Geen Model of Stress--Primary & Secondary Appraisals
- 6. Coping Strategies--Problem focused vs emotion focused examples--Page 284, Table 11-1
- 7. Social Support & Stress-effects of
- 8. Personality--Type A vs. B--A & exposure, effects, coping strategies
- 9. "Hardiness" & stress--How do they perceive potentially stressful events & themselves
- 10. Self-esteem & stress--Relationship--Stress response to negative events
- 11. What contributes to work-related stress