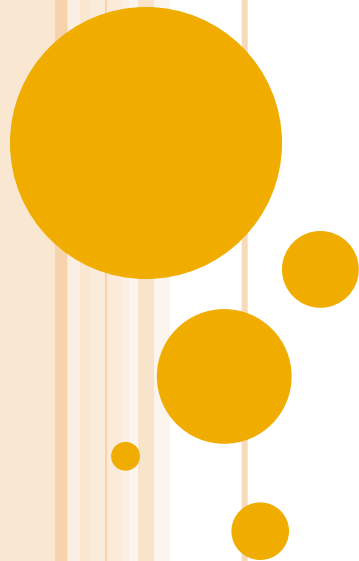




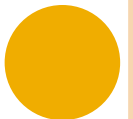
**INTRODUCTION -
PSYCHOLOGY
LECTURE 3**

Mgr. Tereza Škubalová, Ph.D.



EMOTIONS & MOTIVATION

- emotions and motivation are a dynamic component of personality.
- Motivation is an action that **directs** us to achieve a goal.
- Emotions occur as a **result** of a situation that either enables or threatens to achieve a goal.



BIOLOGY OF EMOTIONS

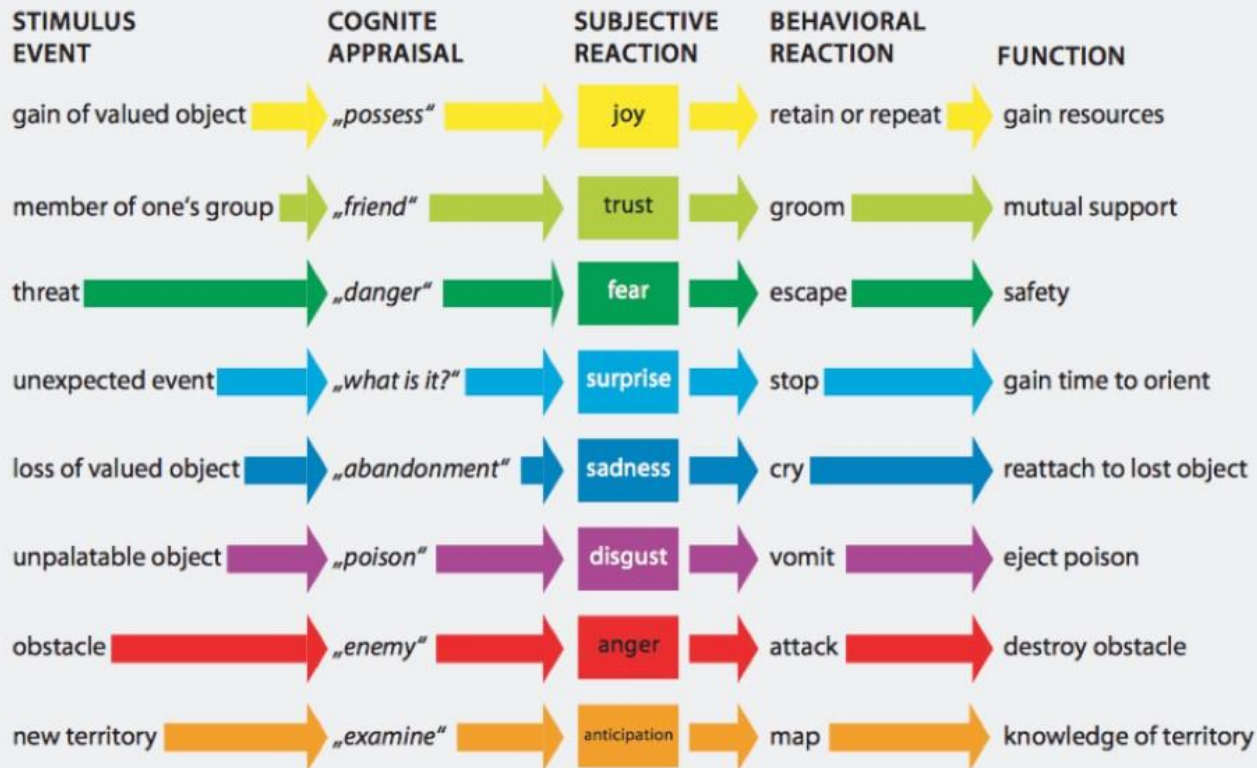
- **Brain** (limbic system) - amygdala -> processes the information quickly and sends signals to the hypothalamus, which in turn activates the autonomic nervous system.
- The cortex -> processes the information more slowly, allowing people to **appraise or evaluate the event** and **choose/modulate reaction**. The cortex under an influence of a strong emotion is more likely to process information incorrectly.
- **Autonomic nervous system:**
- Sympathetic nervous system involves expending energy (fight or flight)
Parasympathetic nervous system works to keep energy in the body (rest/repair and digest)



WHY EMOTIONS?

- Survival Issues**

„Organisms at all evolutionary levels face certain common functional survival problems.“



EMOTION PROCESS

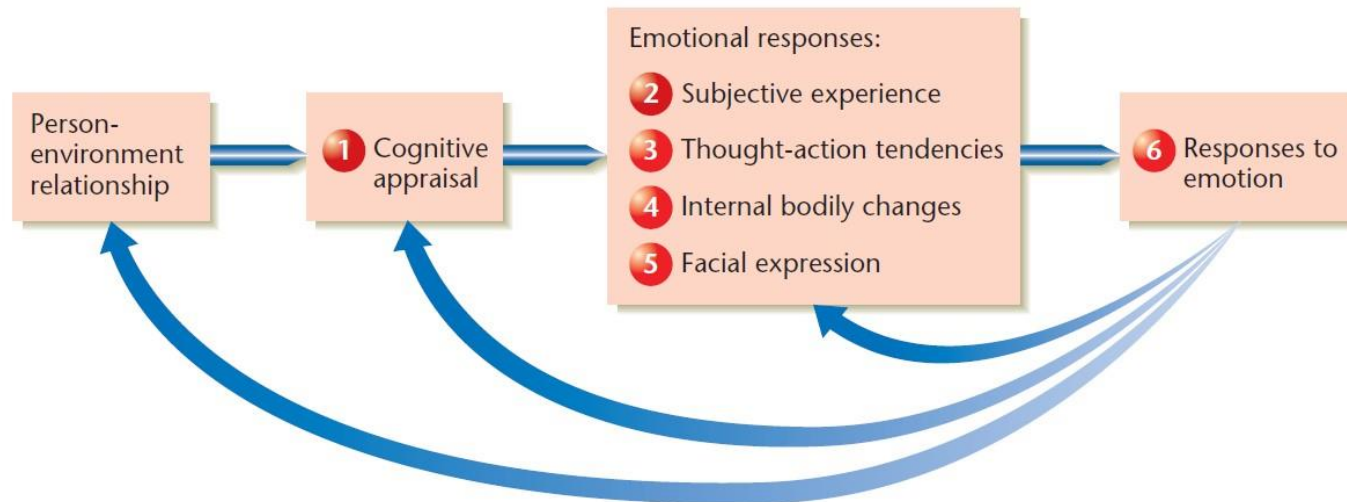


Figure 11.1 Schematic Diagram of the Emotion Process. Six components of emotion are triggered by circumstances described by certain person-environment relationships. (After Lazarus, 1991b; Rosenberg, 1998)

- Important terms: affect, emotion, feeling, mood.



BASIC EMOTIONS

- Facial expressions



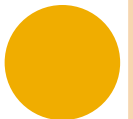
- Bodily expressions:

https://www.researchgate.net/figure/Bodily-topography-of-basic-emotions-associated-with-the-six-basic-emotions-and-neutral_fig1_295542402



MOTIVATION

- **Motivation** is an internal process (direction, intensity and duration) that makes a person move toward a goal.
 - Need = an internal state of deficiency or excess in the body (hunger=>alimentary behavior =>food)
 - Incentive - an external stimulus (material or immaterial)
 - serves as a motive for behavior (approach avoidance).
- Hedonism
- Homestasis
- Motivation may be **extrinsic**, **intrinsic**, or both.



CLASSIFICATION OF MOTIVES

1. motives of **appetite** x motives of **aversion**
2. **internal** (needs, habits, interests, values) x **external** (incentives)
3. **conscious** and **unconscious** (impulses)
4. **primary** - innate, dependent on tissue deficits or physiological processes.
5. **secondary** – learned, sociogenic, psychological (David McClelland: achievement, power, affiliation-intimacy).

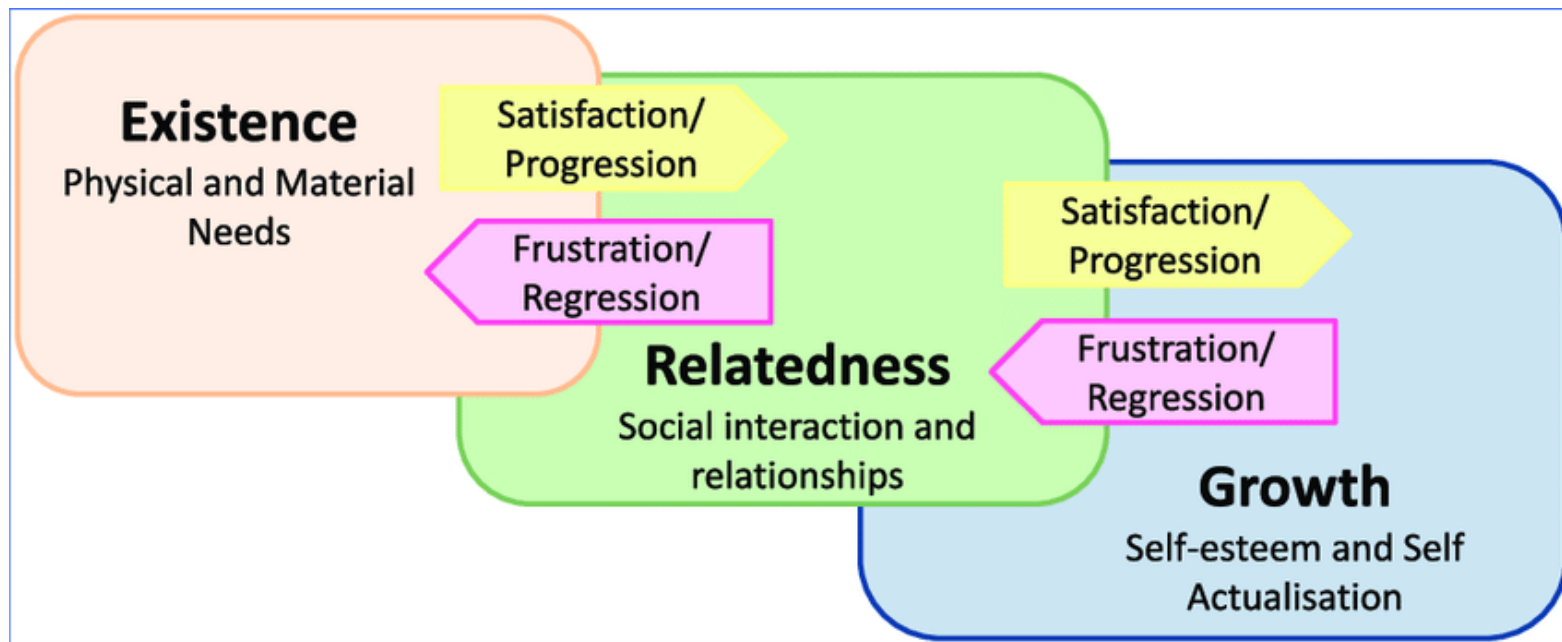


ABRAHAM MASLOW HIERARCHY OF NEEDS

Maslow, A. *Motivation and Personality* (2nd ed.)
Harper & Row, 1970.



CLAYTON ALDEFER'S ERG MODEL



MOTIVATION – INDIVIDUAL PSYCHOLOGY PRINCIPLES

- Social aspect – person seeks belonging to group (protection, self-esteem)
- Finality aspect – goals of the behaviour is subjectively meaningful
- Activity – active participation, influencing one's situation (even passively)
- Unconscious aspect – the unconscious goal is to preserve self-worth



DIFFICULT SITUATIONS

1. Problematic = the problem situation is open -> looking for solutions; no solution -> frustration
2. Frustrating = reaching the goal is frustrated = thwarted by an obstacle. The frustration causes tension, which energizes reactions.
3. Stressful = stress is the result of the inability to break free from a frustrating situation, the feeling of **pressure** dominates



FRUSTRATION

- to achieve a goal, one usually has to make an effort and overcome **obstacles**: external (objective) or internal (subjective); passive or active.
- if it is not possible to satisfy the need due to an obstacle - frustration occurs (can result in deprivation).
- frustration tolerance = ability to tolerate a degree of frustration.
- **Goals** are most likely to increase motivation to achieve if they are **specific, challenging but achievable, and positive.**



STRESS

- loading or overloading the body with various stimuli and situations that the individual **perceives** as an excessive load.
- an event or events that are **interpreted** as threatening to an individual and which elicit physiological and behavioral responses (stress reaction)
- stressors (physical, social, mental)

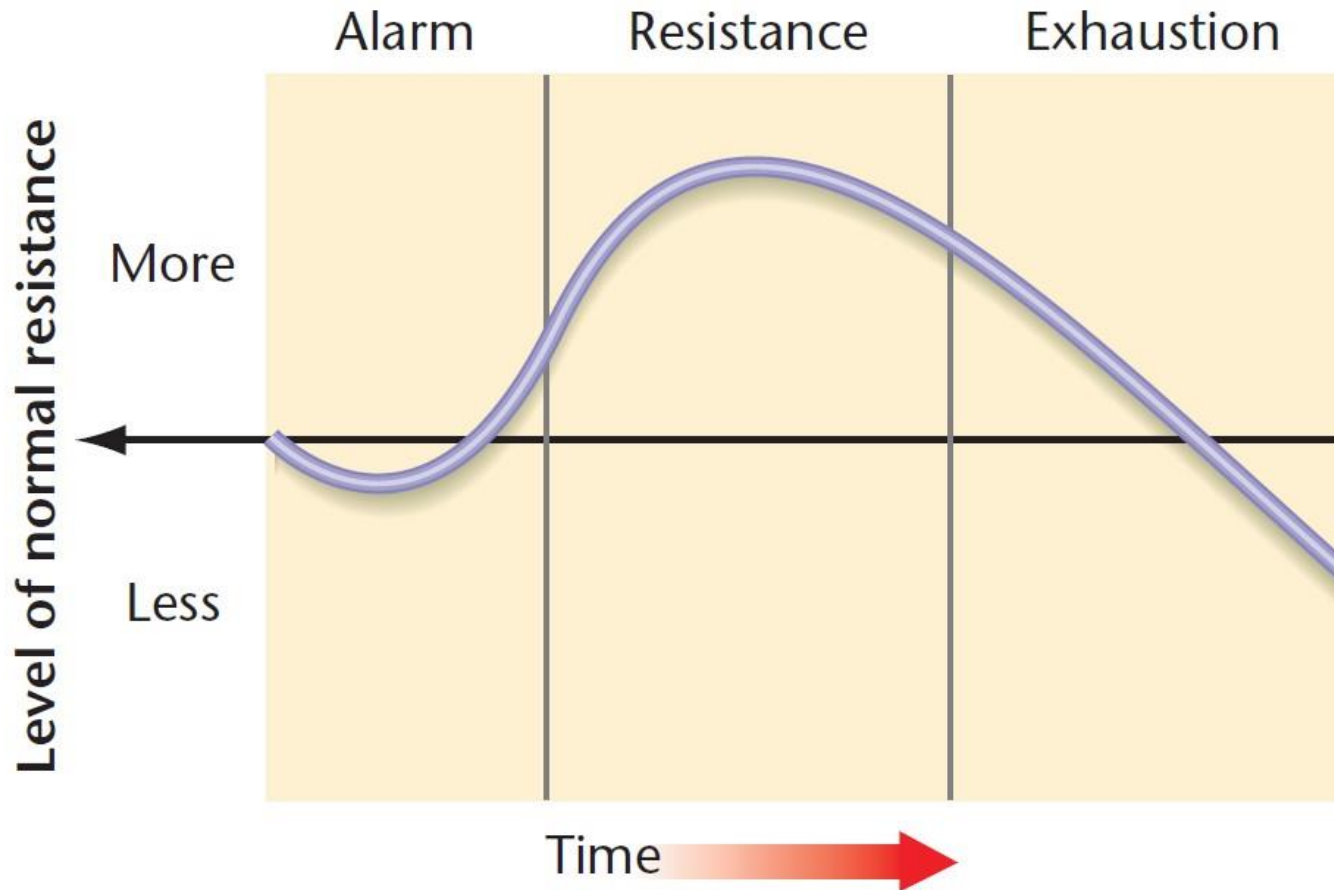


STRESSFUL EVENTS

- ▶ unpredictability (unreadable, confusing, unclear, unstructured)
 - ▶ currently unsolvable
 - ▶ lack of perceived control (unmanageable)
 - ▶ endangering
-
- ▶ traumatic events
 - ▶ internal conflicts
 - ▶ a challenge for the limits of our possibilities



HANS SELYE: GENERAL ADAPTATION SYNDROME



FIGHT-FLIGHT-FREEZE

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Ventral

Parasympathetic

Social Engagement

Facilitates:

- Felt sense of safety
- Connection
- Calm

Survival function:

- Bonding and affiliation

Increases:

- Eye contact
- Vocal prosody
- Facial expression
- Ability to discern sounds

Decreases or slows:

- Heart rate
- Arousal/activation

Sympathetic

Mobilization

Facilitates:

- Active mobilization
- Play
- Friendly competition

Survival function:

- Fight/flight

Increases:

- Heart rate
- Breathing
- Arousal/activation
- Muscle tone (esp. in limbs)

Decreases or slows:

- Felt sense of safety
- Social engagement
- Digestive processes
- Awareness of environment

Dorsal

Parasympathetic

Immobilization

Facilitates:

- Conservation of metabolic resources

Survival function:

- Immobility

Increases:

- Flow of blood to internal organs

Decreases or slows:

- Heart rate
- Breathing
- Muscle tone
- Social engagement
- Awareness of environment

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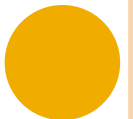
TYPES OF STRESS

1. **hyperstress** - the requirements of the situation go beyond adaptability
2. **hypostress** - the pressure of circumstances (nature of the situation) has not reached the limit of unmanageability
3. **distress** - stressors have a clear negative effect (decrease in performance, errors, failures)
4. **eustress** - stressors have a stimulating effect (mobilization of forces), the activating effect of the situation is more pronounced (e.g. waiting for paper deadline as an eustress trigger)



RESPONSES TO STRESS

- Anxiety
- Anger
- Withdrawal, apathy
- Cognitive impairment



COPING STRATEGIES

- ▶ Coping = dynamic process, requires conscious effort to control what is happening
- 1. problem-oriented strategy (instrumental)
- 2. strategies for seeking social support or emotions-oriented coping
- 3. strategies of physical and psychological avoidance

To do:

- ▶ eliminate stressors
- ▶ change reaction to stressors
- ▶ build your **resilience** (healthy lifestyle, changes are challenges, engagement, internal locus of control, exposure to mild stressors with recovery)

