

Chapter Ten

MOTIVATION AND EMOTION

Review of Key Ideas

MOTIVATIONAL THEORIES AND CONCEPTS

1. Compare drive, incentive, and evolutionary approaches to understanding motivation.

- 1-1. Drive theories are based on the idea that organisms strive to maintain a state of _____ or physiological equilibrium. For example, organisms are motivated to maintain water balance: when deprived of water they experience thirst. Thirst is a _____ to return to a state of water equilibrium.
- 1-2. A drive is a state of tension. According to drive theories organisms are motivated to seek drive or tension _____.
- 1-3. Theories that emphasize the pull from the external environment are known as _____ theories. For example, we may be motivated to eat not as a function of hunger (an internal drive) but as a result of the smell or appearance of food (an external cue). Incentive theories (operate/do not operate) according to the principle of homeostasis.
- 1-4. From the point of view of evolutionary theory all motivations, such as the needs for affiliation, dominance, achievement, and aggression, occur because they have _____ value for the species. Organisms with adaptive sets of motivational characteristics are more likely to pass their _____ on to the next generation.
- 1-5. Place the name of the theoretical approach described below (drive, incentive, or evolutionary) in the blanks.
- _____ Emphasizes homeostasis, the pressure to return to a state of equilibrium.
- _____ Actions result from attempts to reduce internal states of tension.
- _____ Emphasizes “pull” from the environment (as opposed to “push” from internal states).

_____ Motivations arise as a function of their capacity to enhance reproductive success, to pass genes to the next generation.

Answers: 1-1. homeostasis (balance, equilibrium), drive 1-2. reduction 1-3. incentive, do not operate 1-4. adaptive (survival, reproductive), genes 1-5. drive, drive, incentive, evolutionary.

2. Distinguish between the two major categories of motives found in humans.

- 2-1. Most theories of motivation distinguish between _____ motives (e.g., for food, water, sex, warmth) and _____ motives. Biological needs are generally essential for the _____ of the group or individual.
- 2-2. Social motives (e.g., for achievement, autonomy, affiliation) are acquired as a result of people's experiences. While there are relatively few biological needs, people theoretically may acquire an unlimited number of _____ needs.

Answers: 2-1. biological, social, survival 2-2. social.

THE MOTIVATION OF HUNGER AND EATING

3. Summarize evidence on the physiological factors implicated in the regulation of hunger.

- 3-1. Within the brain the major structure implicated in eating behavior is the _____.
- 3-2. Researchers used to think that eating was controlled by "on" and "off" centers in the hypothalamus. When the lateral hypothalamus (LH) was destroyed, animals stopped eating, as if hunger had been turned off like a switch. When the ventromedial hypothalamus (VMH) was destroyed, animals (started/stopped) eating.
- 3-3. Current thinking is that eating seems to be controlled more by (complex neural circuits/simple anatomical centers) that run through the hypothalamus rather than by on-off centers within the hypothalamus. While the LH and VMH are still factors in hunger regulation, researchers now think that another part of the hypothalamus, the paraventricular nucleus or _____, is more important.
- 3-4. Much of the food we consume is converted into _____, a simple sugar that is an important source of energy.
- 3-5. Based on research findings about glucose, Mayer proposed the theory that there are there are specialized neurons in the brain, which he called _____, that function to monitor blood glucose. Lower levels of glucose, for example, are associated with a(an) (increase/decrease) in hunger.
- 3-6. For cells to extract glucose from the blood, the hormone _____ must be present. Insulin will produce a(an) (increase/decrease) in the level of sugar in the blood, with the result that the person experiences a(an) (increase/decrease) in the sensation of hunger.
- 3-7. More recently a regulatory hormone called leptin has been discovered, a hormone produced by (fat cells/neurons) and circulated to the hypothalamus in the bloodstream. Higher levels of the hormone _____ reflect a higher level of fat in the body, which is associated with a (increase/decrease) in the sensation of hunger.

Answers: 3-1. hypothalamus 3-2. started 3-3. complex neural circuits, PVN 3-4. glucose 3-5. glucostats, increase 3-6. insulin, decrease, increase 3-7. fat cells, leptin, decrease.

4. Summarize evidence on how the availability of food, culture, learning, and stress influence hunger.

- 4-1. Hunger is based not only on a physiological need but on external factors, such as the appearance, tastiness, and availability of food. Thus, some aspects of hunger motivation support the (drive/incentive) approach to motivation. Sometimes we eat, according to this research, simply because food is available and looks and tastes good.
- 4-2. Although we have some innate taste preferences (e.g., for fat), it is also clear that _____ affects what we eat. For example, taste preferences and aversions may be learned by pairing a taste with pleasant or unpleasant experiences, the process of _____ conditioning.
- 4-3. In addition, we are more likely to eat what we see others eating, so food preferences are acquired not only through conditioning but through the process of _____ learning.
- 4-4. Our environments also provide frustrating circumstances that create _____, a factor that may also triggers eating in many people. Although stress and increased eating are linked, it's not clear why the relationship occurs.

Answers: 4-1. incentive 4-2. learning (environment, culture), classical 4-3. observational 4-4. stress.

5. Discuss the factors that contribute to the development of obesity.

- 5-1. Evolutionary theorists propose that in our ancestral past, when faced with the likelihood of famine, people evolved a capacity to overeat. Overeating, as a hedge against food shortages, had _____ value. In the modern world food is no longer scarce, but our tendency to overeat remains.
- 5-2. It is clear that many factors affect body weight and that some of the most important are genetic. For example, Stunkard et al. (1986) found that adopted children were much more similar in BMI to their (biological/adoptive) parents than to their (biological/adoptive) parents, even though they were brought up by the latter.
- 5-3. The most striking finding of the Stunkard et al. (1990) study with twins was that (identical/fraternal) twins reared apart were more similar in BMI than (identical/fraternal) twins reared in the same family environment. This research supports the idea that (genetics/environment) plays a major role in body weight.
- 5-4. The concept of set point may help explain why body weight remains so stable. The theory proposes that each individual has a "natural" body weight that is set, in large part, by the person's (genetics/enviroment). The body defends one particular weight.
- 5-5. According to _____ theory, individual differences in body weight are due in large part to differences in genetic makeup. This theory asserts that the body actively defends a (wide range/particular) body weight by, for example, increasing hunger or decreasing metabolism.

- 5-6. Settling-point theory is a bit more optimistic: individuals who make long-term changes in eating or exercise will drift downward to a lower _____ point without such active resistance. The settling-point view also asserts that this balance is achieved as a result of (a wide variety of/genetic) factors.
- 5-7. According to the dietary restraint concept, the world is divided into two types of people: unrestrained eaters, who eat as much as they want when they want; and _____ eaters, who closely monitor their food intake and frequently go hungry.
- 5-8. While restrained eaters are constantly on guard to control their eating, at times they may lose control and eat to excess. In other words, restraint may be disrupted or _____, with the result that people overeat. Paradoxically, then, restraint in eating may contribute to obesity.

Answers: 5-1. survival (adaptive) 5-2. biological, adoptive 5-3. identical, fraternal, genetics 5-4. genetics 5-5. set-point, particular 5-6. settling, a wide variety of 5-7. restrained 5-8. disinhibited.

SEXUAL MOTIVATION AND BEHAVIOR

6. Describe the impact of hormones in regulating animal and human sexual behavior.

- 6-1. The major female sex hormones are called _____ and the major male sex hormones _____. Both of these gonadal hormones occur in both sexes. The hormone testosterone is a key androgen.
- 6-2. While there is no one-to-one relationship, higher levels of the hormone _____, a key androgen, are related to higher levels of sexual activity in (males only/females only/both sexes).

Answers: 6-1. estrogens, androgens 6-2. testosterone, both sexes.

7. Summarize evidence on the impact of erotic materials, including aggressive pornography, on human sexual behavior.

- 7-1. What is the relationship between exposure to erotic materials and sexual activity? One fairly dependable finding has been that erotic materials tend to (increase/decrease) the likelihood of sexual activity for a few (hours/weeks) after exposure.
- 7-2. Another effect involves attitudes. In the Zillman and Bryant studies described, male and female undergraduate subjects exposed to heavy doses of pornography over a period of weeks developed *attitudes* about sexual practices that were more (liberal/conventional). Subjects also became (more/less) satisfied with their partners appearance and sexual performance.
- 7-3. In general researchers (have/have not) found a link between exposure to erotic materials and sex crimes. In addition, pornography appears to play a (major/minor) role in the commission of sexual offenses.
- 7-4. Some laboratory studies, however, have found that pornography depicting violence against women (decreases/increases) men's tendency to be aggressive toward women. In these studies aggression is defined as willingness to deliver (fake) electric shock to other subjects.

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- 7-4. Some laboratory studies, however, have found that pornography depicting violence against women (decreases/increases) men's tendency to be aggressive toward women. In these studies aggression is defined as willingness to deliver (fake) electric shock to other subjects.

- 7-5. In addition, some laboratory studies have found that exposure to aggressive pornography makes sexual coercion or rape seem (less/more) offensive to the participants, a troublesome finding in view of current information about the prevalence of rape.

Answers: 7-1. increase, hours 7-2. liberal, less 7-3. have not, minor 7-4. increases 7-5. less.

8. Discuss parental investment theory and findings on human gender differences in sexual activity.

- 8-1. Triver's parental investment theory is the idea that a species' mating patterns are determined by the *investment* each sex must make to produce and nurture offspring. Human females are the ones who are pregnant for nine months and subsequently breast feed their offspring. Therefore, according to this analysis, they have a greater _____ in the child than do males.
- 8-2. Parental investment theory contends that the sex that makes the smaller investment will compete for mating opportunities, while the sex that makes the larger investment will be more selective of partners. Thus, males of many mammalian species will seek to mate with (as many/as few) females as possible, while females will optimize their reproductive potential by being (selective/unrestricted) in mating.
- 8-3. In line with predictions from parental investment theory and evolutionary theory in general, several studies have found that in comparison to women, men will show (1) (more/less) interest in sexual activity in general, (2) desire for a greater _____ of sexual partners, and (3) more willingness to engage in (casual/committed) sex.

Answers: 8-1. investment 8-2. as many, selective 8-3. more, variety (number), casual.

9. Describe the Featured Study on culture and mating preferences.

- 9-1. According to evolutionary theories, what characteristics do human females look for in a male partner? What do males look for in a female partner?
- 9-2. More than 10,000 people participated in Buss's study. The people surveyed were from (the United States/ 37 different cultures).
- 9-3. In one or two sentences, summarize the results of Buss's study.
- 9-4. What conclusions can reasonably be drawn from Buss's study? Place a T or F in the blanks.
- _____ Some of the differences in mating preferences were universal across cultures.
- _____ The data are consistent with evolutionary theories of sexual motivation.
- _____ The data may be explained by alternative interpretations that do not derive from evolutionary theory.

_____ One possible alternative explanation of the data is that women value men's economic resources because their own potential has been restricted.

Answers: 9-1. According to the evolutionary theories, women want men who will be able to acquire resources (e.g., have education, money, status, ambition). Men want women who have good breeding potential (e.g., are beautiful, youthful, in good health). **9-2.** 37 different cultures **9-3.** Results supported predictions from the evolutionary theories: women placed more value than men on finding a partner with good financial prospects; men placed more value than women on the characteristics of youth and physical attractiveness (as summed up in the song Summertime from Gershwin's Porgy and Bess, "Oh, your daddy's rich, and your mama's good looking.") **9-4.** All of these statements are true or represent reasonable inferences. Some differences were universal, and the data are consistent with evolutionary theories. At the same time there are alternative explanations involving the fact of discrimination against women in virtually all societies.

10. Summarize evidence on the nature of sexual orientation and on how common homosexuality is.

- 10-1.** Sexual orientation refers to a person's preference for emotional and sexual relationships with individuals of the other sex, the same sex, or either sex. Those who prefer relationships with the other sex are termed _____, with the same sex _____, and with either sex _____.
- 10-2.** Because people may have experienced homosexuality in varying degrees, it seems reasonable to consider sexual orientation as a(an) (continuum/all-or-none distinction). In part because of this definitional problem and in part due to prejudice against homosexuals, it is difficult to determine precisely the proportion of homosexuals in the population. A frequently cited statistics is 10%, but recent survey place the proportion somewhere between _____.

Answers: 10-1. heterosexuals (straights), homosexuals (gays or lesbians), bisexuals **10-2.** continuum, 5-8%.

11. Summarize evidence on the determinants of sexual orientation.

- 11-1.** What factors determine sexual orientation? Psychoanalysts thought the answer involved some aspect of the parent-child relationship. Behaviorists assumed that it was due to the association of same-sex stimuli with sexual arousal. Thus, both psychoanalytic and behavioral theorists proposed (environmental/biological) explanations of homosexuality.
- 11-2.** Extensive research on the upbringing of homosexuals has (supported/not supported) the idea that homosexuality is primarily explainable in terms of environmental factors.
- 11-3.** Recent studies have produced evidence that homosexuality is in part genetic. Which of the following types of studies have supported this conclusion? (Place Y for yes or N for no in the blanks.)
- _____ Studies of hormonal differences between heterosexuals and homosexuals.
- _____ Studies of twins and adopted children.
- _____ Autopsy studies of the hypothalamus.
- 11-4.** Subjects in one of the studies described were gay men who had an identical twin brother, a fraternal twin brother, or an adopted brother. For each of the categories, what percent of the brothers of the subjects were also gay? Place the appropriate percentages in the blanks: 11%, 22%, 52%.

- _____ Identical twins
- _____ Fraternal twins
- _____ Adopted brothers

- 11-5.** LeVay (1991) has reported that a cluster of neurons in the anterior _____ is (smaller/larger) in gay men than in straight men. Since all of the gay men in this study had died of AIDS, which itself may produce changes in brain structure, these findings should be interpreted with caution. Nonetheless, these data support the idea that there are (environmental/biological) factors that are related to sexual orientation.
- 11-6.** While most studies (have/have not) found a difference between gay and straight men in circulating hormones, many theorists do suspect that hormones in the *prenatal* environment are a factor. For example, researchers have found that offspring of women exposed, during pregnancy, to treatment with a synthetic _____ are more likely to be homosexual.
- 11-7.** While much of the evidence points toward biological factors, the fact that identical twins turn out to share sexual orientation only half of the time suggests that _____ factors are involved in some way. What those factors might be remains unknown, however.
- 11-8.** Homosexuality in men and women seems to follow somewhat different courses. Women's sexual orientation appears to be more malleable, or have greater _____, than men's. For example, women are more likely than men to change their sexual orientation in their adult years.

Answers: 11-1. environmental 11-2. not supported 11-3. N, Y, Y 11-4. 52%, 22%, 11%. Note that a companion study for lesbians found similar results. 11-5. hypothalamus, smaller, biological 11-6. hormone (androgen) 11-7. environmental 11-8. plasticity (fluidity, changeability).

12. Outline the four phases of the human sexual response.

- 12-1.** Write the names of the four phases of the human sexual response in the order in which they occur. (Hint: I made up a mnemonic device that's hard to forget. The first letter of each phase name produces EPOR, which happens to be ROPE spelled backward.)

- (a) _____
- (b) _____
- (c) _____
- (d) _____

- 12-2.** In the blanks below write the first letter of each phase name that correctly labels the descriptions below.

- _____ Rapid increase in arousal (respiration, heart rate, blood pressure, etc.)
- _____ Vasocongestion of blood vessels in sexual organs; lubrication in female
- _____ Continued arousal, but at a slower pace
- _____ Tightening of the vaginal entrance

- _____ Pulsating muscular contractions and ejaculation
- _____ Physiological changes produced by arousal subside.
- _____ Includes a refractory period for men

Answers: 12-1. (a) excitement (b) plateau (c) orgasm (d) resolution 12-2. E, E, P, P, O, R, R.

ACHIEVEMENT: IN SEARCH OF EXCELLENCE

13. Describe the achievement motive and how it is measured.

- 13-1. People with high achievement motivation have a need to:
- a. master difficult challenges
 - b. outperform others
 - c. meet high standards of excellence
 - d. all of the above
- 13-2. To measure need for achievement, researchers ask subjects to tell stories about a series of pictures (e.g., a man holding a violin). The test using pictures in this manner is known as the Thematic Apperception Test or _____.

Answers: 13-1. d 13-2. TAT.

14. Discuss how individual differences in the need for achievement influence behavior.

- 14-1. People who score high on need for achievement tend to differ from those who score low in the following ways (True/False):
- _____ They work harder and persist longer.
 - _____ They are better able to handle negative feedback about performance.
 - _____ They seek immediate gratification and sacrifice future goals.
 - _____ They seek competitive, entrepreneurial occupations.
 - _____ They select tasks of intermediate (not too hard, not too easy) difficulty.

Answers: 14-1. T, T, F, T, T.

15. Explain how situational factors influence affect achievement strivings.

- 15-1. According to Atkinson's elaboration of McClelland's views, achievement-oriented behavior is determined not only by (1) achievement motivation but by (2) the _____ that success will occur and (3) the _____ value of success.

- 15-2. As the difficulty of a task increases, the _____ of success at the task decreases. At the same time, success at harder tasks may be more satisfying, so the _____ value of the task is likely to increase. When both the incentive value and probability of success are weighed together, people with a high need for achievement would tend to select tasks of (extreme/moderate) difficulty.

Answers: 15-1. probability, incentive 15-2. probability, incentive, moderate.

THE ELEMENTS OF EMOTIONAL EXPERIENCE

16. Describe the cognitive component of emotion.

- 16-1. The word *cognition* refers to thoughts, beliefs, or conscious experience. When faced with an ugly-looking insect (or, for some people, the edge of a cliff or making a speech in public), you might say to yourself, “This is terrifying (or maybe disgusting).” This thought or cognition has an evaluative aspect: we assess our emotions as pleasant or unpleasant. Thus, one component of emotion is the thinking or _____ component, which includes _____ in terms of pleasantness-unpleasantness.

Answers: 16-1. cognitive, evaluation.

17. Describe the physiological and neural bases of emotion.

- 17-1. The second component of emotion is the _____ component, primarily actions of the _____ nervous system (responsible for flight or flight). Your encounter with the insect might be accompanied by changes in heart rate, breathing, or blood pressure—or by increased electrical conductivity of the skin, known as the _____ skin response (GSR).
- 17-2. Lie detectors don’t actually detect lies, they detect _____ reflected by changes in heart rate, respiration, and GSR. Emotion does not necessarily reflect lying: some people can lie without showing emotional arousal and others show arousal when asked incriminating questions. Advocates claim that polygraphs are about 85% to 90% accurate; recent research (supports/does not support) this claim. In most courtrooms polygraph results (are/are not) considered reliable enough to be used as evidence.
- 17-3. Recent evidence suggests that the brain structure known as the _____ plays a central role in emotion. For example, research has found that animals that have their amygdalas destroyed cannot learn classically conditioned _____ responses.
- 17-4. The amygdala doesn’t process emotion by itself but is at the core of a complex set of neural circuits. According to LeDoux, sensory information relating to fear arrives at the thalamus and from there is relayed along two pathways, to the nearby _____ and also to areas in the _____.
- 17-5. LeDoux’s theory includes that idea that the amygdala processes information extremely rapidly, which has clear _____ value for the organism in threatening situations. The cortex responds more slowly but in greater detail and relays potentially moderating information to the amygdala. While the hub of this vigilance system seems to be the _____, both pathways are useful in assessing threat.

17-6. We step into an elevator and are immediately terrified, reflecting the pathway centered in the _____. After thinking about the situation for a while we calm down, a reaction likely to involve the _____.

Answers: 17-1. physiological, autonomic, galvanic 17-2. emotion (autonomic arousal), does not support, are not 17-3. amygdala, fear 17-4. amygdala, cortex 17-5. survival (adaptive), amygdala 17-6. amygdala, cortex.

18. Discuss how emotions are reflected in facial expressions and explain the facial feedback hypothesis.

18-1. We communicate emotions not only verbally but _____, through our postures, gestures, and, especially, in our facial _____.

18-2. Ekman and Friesen found that there are _____ fundamental facial expressions of emotion: happiness, sadness, anger, fear, surprise, and disgust.

18-3. According to some researchers facial expressions not only reflect emotions but help create them. This viewpoint, known as the _____ hypothesis, asserts that facial muscles send signals to the brain that help produce the subjective experience of emotion. For example, turning up the corners of your mouth and crinkling your eyes will tend to make you feel _____.

Answers: 18-1. nonverbally (through body language), expressions 18-2. six 18-3. facial-feedback, happy.

19. Discuss cross-cultural similarities and variations in emotional experience.

19-1. Ekman and Friesen asked people in different cultures to label the emotion shown on photographs of faces. What did they find?

19-2. While there are considerable similarities in emotional expression across cultures, there are also striking differences. For example, word labels for sadness, anxiety, and remorse (occur/do not occur) in all cultures.

19-3. There are also cultural differences governing when people express particular emotions. For example, what emotions are you “supposed” to show at a funeral, or when watching a sporting event? The unwritten rules that regulate our display of emotion, known as _____ rules, vary considerably across cultures.

Answers: 19-1. People from very different cultures show considerable agreement in labeling facial expressions. 19-2. do not occur 19-3. display.

THEORIES OF EMOTION

20. Compare and contrast the James-Lange and Cannon-Bard theories of emotion and explain how Schachter reconciled these conflicting views in his two-factor theory.

- 20-1. Suppose you saw a rat in your room (and assume that you are afraid of rats). Why would you be afraid? One would think that the process would be as follows: first you would be consciously aware of your fear of the rat, then you would experience the autonomic or visceral arousal that accompanies fear. The James-Lange theory reverses this process: we first experience the (visceral arousal/conscious fear) and then we experience (visceral arousal/conscious fear).
- 20-2. According to the James-Lange theory, then, fear and other emotions occur not as a result of different conscious experiences but as a result of different patterns of _____ activation.
- 20-3. The Cannon-Bard theory argued that a subcortical structure in the brain (they thought it was the thalamus) simultaneously sends signals to both the cortex and the autonomic nervous system. According to this theory:
- conscious fear would precede autonomic arousal
 - autonomic arousal would precede conscious fear
 - autonomic arousal and conscious fear would occur at the same time
- 20-4. According to Cannon-Bard, emotion originates in:
- subcortical structures
 - the autonomic nervous system
 - conscious awareness
- 20-5. The Cannon-Bard theory contends that different emotions (e.g., fear, joy, love, anger) are accompanied by:
- different patterns of autonomic arousal
 - nearly identical patterns of autonomic arousal
 - neither of the above
- 20-6. Schachter's two-factor view is similar to the James-Lange theory in that (visceral arousal/conscious experience) is thought to precede the mental awareness of an emotion. The theory is similar to the Cannon-Bard theory in that (general/differentiated) autonomic arousal is assumed to account for a wide variety of emotions.
- 20-7. According to Schachter, when we experience general arousal we experience different emotions as a result of inferences we make from cues in the environment. Hence, the two factors in Schachter's theory are _____ (roughly the same for all emotions) and _____ (people's interpretation of the arousal based on the situation).
- 20-8. To review the three theories, label each of the following with the name of a theory:
- _____ The subjective experience of emotion is caused by different patterns of autonomic arousal.
 - _____ Emotions cannot be distinguished on the basis of a autonomic arousal; general autonomic arousal causes one to look for an explanation or label.

- (c) _____ Love is accompanied by a different autonomic pattern from hate.
- (d) _____ The subjective experience of emotion is caused by two factors, arousal and cognition.
- (e) _____ Emotions originate in subcortical brain structures; different emotions produce almost identical patterns of autonomic arousal.
- (f) _____ Ralph observes that his heart pounds and that he becomes a little out of breath at times. He also notices that these signs of arousal occur whenever Mary is around, so he figures that he must be in love.

Answers: 20-1. visceral arousal, conscious fear 20-2. autonomic (visceral) 20-3. c 20-4. a 20-5. b 20-6. visceral arousal, general 20-7. arousal, cognition 20-8. (a) James-Lange (b) Schachter's two-factor (c) James-Lange (d) Schachter's two-factor (e) Cannon-Bard (f) Schachter's two-factor.

21. Summarize the evolutionary perspective on emotion.

- 21-1. By preparing an organism for aggression and defense, the emotion of anger helps an organism survive. From an evolutionary perspective, all emotions developed because of the _____ value they have for a species.
- 21-2. Evolutionary theorists view emotions primarily as a group of (innate/learned) reactions that have been passed on because of their survival value. They also believe that emotions originate in subcortical areas, parts of the brain that evolved before the cortical structures associated with higher mental processes. In the view of evolutionary theorists, emotion evolved before thought and is largely (dependent on/ independent of) thought.
- 21-3. How many basic, inherited emotions are there? The evolutionary writers assume that the wide range of emotions we experience are blends or variations in intensity of approximately _____ innate or prewired primary emotions.

Answers: 21-1. survival (adaptive) 21-2. innate, independent of 21-3. eight to ten.

REFLECTING ON THE CHAPTER'S THEMES

22. Explain how this chapter highlighted five of the text's unifying themes.

- 22-1. Five of the text's organizing themes were prominent in this chapter. Indicate which themes fit the following examples by writing the appropriate abbreviations in the blanks below: C for cultural contexts, SH for sociohistorical context, T for theoretical diversity, HE for heredity and environment, and MC for multiple causation.
 - (a) Achievement behavior is affected by achievement motivation, the likelihood of success, the likelihood of failure, and so on. _____
 - (b) Display rules in a culture tell us when and where to express an emotion. _____

- (c) Changing attitudes about homosexuality have produced more research on sexual orientation; in turn, data from the research has affected societal attitudes. ____
- (d) Body weight seems to be influenced by set point, blood glucose, and inherited metabolism. It is also affected by eating habits and acquired tastes, which vary across cultures. ____, ____, and ____
- (e) The James-Lange theory proposed that different emotions reflected different patterns of physiological arousal; Cannon-Bard theory assumed that emotions originate in subcortical structures; Schachter viewed emotion as a combination of physiological arousal and cognition ____.

Answers: 22-1. (a) MC (b) C (c) SH (d) HE, MC, C (e) T.

PERSONAL APPLICATION • EXPLORING THE INGREDIENTS OF HAPPINESS

23. Summarize information on factors that do not predict happiness.

23-1. Indicate whether each of the following statements is true or false.

- (a) ____ There is very little correlation between income and happiness.
- (b) ____ Younger people tend to be happier than older people.
- (c) ____ People who have children tend to be happier than those without children.
- (d) ____ People with high IQ scores tend to be happier than those with low IQ scores.
- (e) ____ There is a negligible correlation between physical attractiveness and happiness.

23-2. List five factors discussed in your text that have little or no relationship to happiness.

Answers: 23-1. (a) T, (b) F, (c) F, (d) F, (e) T 23-2. money (income), age, parenthood (either having or not having children), intelligence, physical attractiveness.

24. Summarize information on factors that are moderately or strongly correlated with happiness.

24-1. Indicate whether each of the following statements is true or false.

- (a) ____ One of the strongest predictors of happiness is good health.
- (b) ____ Social support and friendship groups are moderately related to happiness.
- (c) ____ Religious people tend to be somewhat happier than nonreligious people.
- (d) ____ Marital status is strongly related to happiness; married people tend to be happier than single people.
- (e) ____ Job satisfaction tends to be strongly related to general happiness; people who like their jobs tend to be happy.
- (f) ____ Differences in personality have a negligible relationship to happiness; introverts, on the average, are just as happy as extraverts.

24-2. List three factors that are moderately correlated with happiness and three that are strongly correlated.

Answers: 24-1. (a) F (People adapt, so there is only a moderate relationship between health and happiness.), (b) T, (c) T, (d) T, (e) T, (f) F (People who are extraverted, optimistic, and have high self-esteem tend to be happier.)

24-2. Moderately related: health, social activity (friendship), and religion. Strongly related: marriage, work (job satisfaction), and personality.

25. Explain three conclusions that can be drawn about the dynamics of happiness.

25-1. One conclusion about happiness is that the objective realities of a situation are less important than our _____ reactions to it.

25-2. In addition, the extent of our happiness depends on the comparison group. Generally, people compare themselves to others who are similar in some dimension, such as friends or neighbors. In the final analysis, our happiness is relative to the _____ to which we compare ourselves.

25-3. A third conclusion is that our baseline for judging pleasantness and unpleasantness constantly changes. When good things happen, we shift our baselines (what we feel we “need” or want) upward; when bad things happen, we shift down. In other words, people _____ to changing circumstances by changing their baselines of comparison. This process is termed _____ adaptation.

Answers: 25-1. subjective 25-2. group (people) 25-3. adapt (adjust), hedonic.

CRITICAL THINKING APPLICATION • ANALYZING ARGUMENTS: MAKING SENSE OUT OF CONTROVERSY

26. Describe the key elements in arguments.

26-1. In logic, an *argument* is a series of statements that claims to prove something (whether it does or not). Arguments are comprised of two major parts, a *conclusion* and one or more *premises*. The _____ are statements intended to present evidence or proof. The _____ supposedly derives from or is proved by the premises.

26-2. Consider this logical argument: “Any field of study that uses the scientific method is a science. Psychology uses the scientific method. Thus, psychology is a science.” Label the parts of the argument below (C for conclusion and P for premise).

____ Any field of study that uses the scientific method is a science.

____ Psychology uses the scientific method.

____ Thus, psychology is a science.

Answers: 26-1. premises, conclusion 26-2. P, P, C. Note that this is an example of a valid argument. One may or may not agree with the premises (e.g., they may define science differently), but the conclusion logically follows from the premises.

27. Explain some common fallacies that often show up in arguments.

27-1. Read over the section on common logical fallacies described in your text. Then match the examples with the appropriate terms. (Suggestion: Use the abbreviations in parentheses for matching. Note that there are five fallacies and nine examples; some fallacies are used more than once.)

irrelevant reasons (IR)

circular reasoning (CR)

slippery slope (SS)

weak analogies (WA)

false dichotomy (FD)

- (a) ____ Trouble sleeping causes great difficulty in our lives because insomnia is a major problem for people. (Hint: Is the conclusion different from the premise?)
- (b) ____ People with insomnia should use the herb melatonin because insomnia is an enormous problem in our country. (Hint: Is the premise really related to the conclusion?)
- (c) ____ Vitamin C is extremely effective in slowing the aging process. I know it is effective because I have taken it for many years.
- (d) ____ Vitamin C is extremely effective in slowing the aging process. Obviously, the reason I take Vitamin C is that it works to reduce aging.
- (e) ____ An argument from the 1960s: If we don't stop communism in Vietnam now, it will spread next to Laos, then to Cambodia, and then to the entire Southeast Asian Peninsula.
- (f) ____ An argument from the 1990s: We can fight in the Balkans now, or we can prepare for World War III. (Hint: Are these our only choices?)
- (g) ____ From 2003: You are either with us, or you are with the terrorists.
- (h) ____ From 2005: We can either fight them in Iraq, or we will have to fight them here.
- (i) ____ Ralph bought a mixmaster on a Tuesday in Peoria and it lasted a long time. If I buy a mixmaster on a Tuesday in Peoria, it should also last a long time.

Answers: 27-1. (a) CR. The premise and conclusion are the same. (b) IR. Insomnia may be a problem but that does not lead to the conclusion that the herb melatonin should be taken. (c) IR. The conclusion, the first statement in this example, is not related to the premise. Taking it for many years is not related to the conclusion that it is effective. (d) CR. The conclusion, the first statement, is simply a restatement of the premise. (e) SS. The argument is that if you allow one thing to happen, then a series of other things will inevitably happen. In fact, there may be no necessary connection between the hypothetical events. (f) FD. The choice seems to be between the two options, but, logically, these are not the only choices. We could also do both, or neither. (g) FD. We may not be with either. (h) FD. The implication is that there are only two choices. (i) WA. While the situations share some elements in common, this does not mean that they share all elements or that some elements cause others.

- _____ 23. People who seek emotional-sexual relationships with members of the other sex.
- _____ 24. People who seek emotional-sexual relationships with members of either sex.
- _____ 25. The view that body weight is determined by a wide variety of factors and that the body does not defend a particular point.
- _____ 26. Individuals' personal perceptions of their overall happiness and life satisfaction.
- _____ 27. The need to master difficult challenges and to excel in competition with others.
- _____ 28. An increase in the electrical conductivity of the skin related to an increase in sweat gland activity.
- _____ 29. A reaction that includes cognitive, physiological, and behavioral components.
- _____ 30. The technical name for the "lie detector."
- _____ 31. The informal name for polygraph, an apparatus that monitors physiological aspects of arousal (e.g., heart rate, GSR).

Answers: 1. motivation 2. display rules 3. argument 4. premises 5. assumptions 6. body mass index (BMI) 7. collectivism 8. glucose 9. glucostats 10. hedonic adaptation 11. individualism 12. set point theory 13. obesity 14. estrogens 15. androgens 16. homeostasis 17. drive 18. vasocongestion 19. incentive 20. refractory period 21. sexual orientation 22. homosexuals 23. heterosexuals 24. bisexuals 25. settling-point theory 26. subjective well-being 27. achievement motive 28. galvanic skin response (GSR) 29. emotion 30. polygraph 31. lie detector.

Review of Key People

David Buss
Walter Cannon
Ekman & Wallace Friesen

William James
Joseph LeDoux
William Masters & Virginia Johnson

David McClelland
Stanley Schachter

- _____ 1. Proposed that emotions arise in subcortical areas of the brain.
- _____ 2. Prominent evolutionary theorist who explored, among many other topics, gender differences in human mate preferences.
- _____ 3. Proposed the two-factor theory of emotion.
- _____ 4. Proposed that the amygdala serves as a "hub" of rapid emotional response, especially to sensory input involving threat.
- _____ 5. Did the ground-breaking work on the physiology of the human sexual response.
- _____ 6. Is responsible for most of the early research on achievement motivation.
- _____ 7. In a series of cross-cultural studies found that people can identify six or so basic emotions from facial expressions.
- _____ 8. Thought that emotion arose from one's perception of variations in autonomic arousal.

Answers: 1. Cannon 2. Buss 3. Schachter 4. LeDoux 5. Masters & Johnson 6. McClelland 7. Ekman & Friesen 8. James.

Self-Quiz

- Which of the following are most likely to be similar in BMI (body mass)?
 - identical twins brought up in different family environments
 - fraternal twins brought up in the same family environment
 - parents and their adopted children
 - adopted siblings brought up in the same family environment
- The subjective feeling of hunger is influenced by:
 - the amount of glucose in the bloodstream
 - secretion of insulin by the pancreas
 - external cues, including odor and appearance of food
 - all of the above
- What is the effect of insulin on blood glucose?
 - Glucose level increases.
 - Glucose level decreases.
 - Glucose changes to free fatty acids.
 - CCK increases.
- According to this theory, the sex that makes the larger investment in offspring (bearing, nursing, etc.) will be more selective of partners than the sex that makes the smaller investment.
 - adaptation level theory
 - parental investment theory
 - investment differentiation theory
 - social learning theory
- Which of the following theories proposes that the body actively tries to defend a precise body weight by adjusting metabolism and hunger?
 - set-point theory
 - settling-point theory
 - adaptation level theory
 - parental investment theory
- Which of the following would best reflect the James-Lange theory of emotion?
 - Thinking about the cause of general autonomic arousal produces different emotions.
 - Different patterns of autonomic activation produce different consciously experienced emotions.
 - Emotion originates in subcortical structures, which send signals to both the cortex and autonomic nervous system.
 - Cognitive awareness of emotion precedes autonomic arousal.
- The fact that identical twins are more likely to share sexual orientation than fraternal twins suggests that sexual orientation is:
 - due to the environment
 - in part genetic
 - largely chemical
 - primarily hormonal
- Cultural norms that indicate which facial expressions of emotion are appropriate on what occasions are termed:
 - display rules
 - parental investments
 - investment differentiations
 - social scripts

9. According to the evolutionary theories, men seek as partners women who:
 - a. are similar to them in important attitudes
 - b. have a good sense of humor
 - c. are beautiful, youthful, and in good health
 - d. have good financial prospects

10. What test is generally used to measure need for achievement?
 - a. the TAT
 - b. the GSR
 - c. the Rorschach
 - d. the MMPI

11. Evidence regarding facial expression in different cultures suggests that:
 - a. two-factor theory accounts for nonverbal behavior
 - b. facial expression of emotion is to some extent innate
 - c. emotions originate in the cortex
 - d. learning is the major factor in explaining basic facial expressions

12. Which of the following proposed that emotion arises from one's perception or interpretation of autonomic arousal?
 - a. Schachter
 - b. Cannon-Bard
 - c. LeDoux
 - d. McClelland

13. Which of the following theories asserts that thinking or cognition plays a relatively small role in emotion?
 - a. two-factor theory
 - b. James-Lange theory
 - c. achievement theory
 - d. evolutionary theory

14. Of the following, which has been found to be most strongly associated with happiness?
 - a. physical attractiveness
 - b. health
 - c. job satisfaction
 - d. general intelligence

15. Someone exhorts people to take action against company policy, as follows: "We can oppose these changes, or we can live out our lives in poverty." This type of argument reflects which of the following fallacies?
 - a. slippery slope
 - b. weak analogy
 - c. false dichotomy
 - d. circular reasoning

Answers: 1. a 2. d 3. b 4. b 5. a 6. b 7. b 8. a 9. c 10. a 11. b 12. a 13. d 14. c 15. c.

InfoTrac Keywords

Bisexuals
Collectivism

Display rules
Set point theory

Subjective well-being

