

MOTIVATION AND EMOTION: 250

Mr. John E. Kelsey
Office: Pettengill 359

Lecture: 11:00 MWF
Discussions: 11 & 12 F

Fall, 2006
Office Hours: 9-10:30 T Th
and by appointment

REQUIRED TEXT: Petri, H. L., & Govern, J. M. (2004). *Motivation: Theory, research, and applications* (5th ed.). Belmont, CA: Wadsworth.

- Sept. 6 **Introduction**
Development of Motivational Constructs
- 8 a. Definition of motivation: What kinds of behaviors are assumed to be motivated? (P&G: Ch. 1 & 2, 15-28; Beck: Ch. 1, 17-29)
 - 11 b. Motivational constructs in the history of psychology? (P&G: Ch. 2, 28-36)
 - 13 c. Hypothesis testing and operational definitions. (Beck: Ch. 1, 2-17)
 - 15 *Discussion: Operational definitions and research* **Assign 1**
 - 18 d. Methods: Correlational vs. experimental; hypothesis generation (Johnson et al., 2002; Bingenheimer et al., 2005)
- 20 **Ethology and the Genetic Bases of Behavior:** (P&G: Ch. 3; Plomin & DeFries, 1998; Caspi & Moffit, 2006)
- 22 *Discussion: Heritability and nature/nurture* (Caspi et al., 2003; Sapolsky, 2004) **Assign 2**
- Biological Motives: Homeostasis and Drives**
- 25 a. Water intake (P&G: Ch. 5, 135-141)
 - 27 b. Food intake: Biological bases (P&G: Ch. 5, 107-120; Marx, 2003; Gura, 2003)
 - 29 *Discussion/Lecture: Incentives, obesity, and anorexia* (P&G: Ch. 5, 120-135; Siever, 1994)
- 4 **FIRST EXAM**
- Oct. 6 c. Sexual Behavior (P&G: Ch. 5; 141-145; Ch. 4, 101-104; Ch. 7, 208-213; Ch. 6, 187-189; Vandenberg, 2003; Berenbaum et al., 2000)
- 11 **Arousal** (P&G: Ch. 4, 68-88; Ch. 8, 224-238; Mook, 1996)
- 13* *Discussion: Development of sexual differences* (Halpern, 2004; Harris, 2004) **Assign 3**
- Learning: Incentives and Reinforcement**
- 23 a. Incentives and classical conditioning (P&G: Ch. 6, 157-178; Ch. 7, 192-207; Ch. 8, 238-242; Moriceau & Sullivan, 2006; Olsson et al., 2005)
 - 27 *Discussion: autoshaping and opponent process theory* (Solomon, 1980)
 - 30 b. Reinforcement (Deckers, 2005, 254-284; P&G: Ch. 8, 218-224; Wise, 2004, 159-168)
- Nov. 1 c. Biological bases of incentives and reinforcement (Koob, 2003; Siegel & MacRae, 1984; Heinz, 2006)
- 6 **SECOND EXAM**
- Human Motivation and Emotion**
- 8 a. Cognitions: Decision, choice, and allocation (P&G: Ch. 9, 247-259; Schwartz, 2004; Sigmund et al., 2002)
 - 10 *Discussion: Rationality vs. unconscious* (Dijksterhuis et al., 2006; Lakin & Chartrand, 2003)
 - 13 b. Cognitive consistency and attribution theory (P&G: Ch. 10, 304-314)
 - 15 c. Attribution theory and emotions (P&G: Ch. 11, 316-336)
 - 18 *Discussion: Applications of cognitive dissonance* (Hobden & Olson, 1994; Stice et al., 2006)
 - 27 c. Emotions, stress, helplessness, and control (P&G: Ch. 13; Ch. 4, 88-101; Ch. 8, 178-181; Ch. 11, 338-341; Gillham et al., 2001)
- Dec. 1 *Discussion: Positive emotions and emotional intelligence* (Myers & Diener, 1995; Seligman et al., 2005) **Optional Assign 4**
- 4 d. Achievement motivation (P&G: Ch. 9, 259-271; Ch. 11, 323-327 & 336-338; Ch. 14; Dweck & Sorich, 1999)
- 12 **FINAL EXAM AT 3:45 PM**

***I will be out of town on October 16.**

GRADING PROCEDURE: The following approximate percentages will be assigned in computing your final grade.

First Exam	25%
Second Exam	30%
Assignments/homework	10%
Final Exam	35%
	100%

REFERENCES (on reserve)

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