# Motivation and Emotion: 250

**Mr. John E. Kelsey**  
Office: Pettengill 359  
Lecture: 11:00 MWF  
Discussions: 11 & 12 F  
Office Hours: 9-10:30 T Th and by appointment  

**Fall, 2003**

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**RESERVED READINGS:** (on back)

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**Sept.**  
3  1. **Introduction**

2. **Development of Motivational Constructs**
   5  a. Definition of motivation: What kinds of behaviors are assumed to be motivated? What is the role of motivational constructs in the history of psychology? (M: Ch. 1 & 2; Beck: Ch. 1, pp. 17-29; Bargh & Chartrand, 1999)
   10  b. Hypothesis testing and operational definitions. (Beck: Ch. 1, pp. 2-17)
   12  Discussion: Operational definitions
   15  d. Methods: Correlational vs. experimental; hypothesis generation (Johnson et al., 2002)

17  3. **Genetic Bases of Behavior:** (M: Ch. 4, pp. 111-117; Plomin & DeFries, 1998; Dick & Rose, 2002)
   19  Discussion: New genetic technologies; nature/nurture (Caspi et al., 2003) **Assignment 1**

4. **Biological Motives: Homeostasis and Drives**
   22  a. Water intake (M: Ch. 3, pp. 57-72 & Ch. 5, pp. 158-171)
   24  b. Food intake
   26  1.) Biological bases (M: Ch. 3, pp. 72-110 & Ch. 5, pp. 172-180; Marx, 2003; Gura, 2003)
   29  2.) Incentives, obesity, and anorexia (Friedman, 2003; Walsh & Devlin, 1998)

**Oct.**  
3  **FIRST EXAM**

6  c. Sexual Behavior (M: Ch. 4, pp. 117-143; Vandenbergh, 2003; Berenbaum et al., 2000; Peplau, 2003)

10  Discussion: Debate on the development of sexual orientation

13  5. **Arousal** (M: Ch. 6, pp. 201-208 & 222-246; Barkley, 1998)

6. **Learning: Incentives and Reinforcement**
   20  a. Incentives and classical conditioning; acquired drives and reward (M: Ch. 7; Solomon, 1981)

24  Discussion: autoshaping and Solomon

27  b. Reinforcement (M: Ch. 8 & Ch. 5, pp. 180-191; Koob, 1999; Siegel & MacRae, 1984)

31  Discussion: Treatment of drug addiction and review (O’Brien, 1997)

**Nov.**  
3  **SECOND EXAM**

7. **Human Motivation**
   5  a. Decision, choice, and allocation (M: Ch. 10)
Discussion: Rationality vs. unconscious and emotional (Bargh & Chartrand, 1999; Lakin & Chartrand, 2003; Sanfey et al., 2003)

10* b. Cognitions, attribution theory, and cognitive consistency (M: Ch. 11)

Discussion: Application of cognitive dissonance (Hobden & Olson, 1994; Stice et al., 2000)

17 c. Emotions, stress, helplessness, and control (M: Ch. 12 & 14, pp. 557-566; Gillham et al., 2001; Kiecolt-Glaser & Glaser, 2001)

Discussion: Positive emotions: (Myers & Diener, 1995; Fredrickson, 2003)

Dec. 1 d. Achievement motivation (M: Ch. 14, pp. 540-556; Dweck & Sorich, 1999)

3 e. Flow (Csikszentmihalyi & Rathunde, 1993)

9 FINAL EXAM AT 3:45 PM

* I will be out of town November 10-12.

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

First Exam 22%

Second Exam 26%

Assignments/homework 20%

Final Exam 32%

100%

REFERENCES (on reserve)


