

MOTIVATION AND EMOTION: 250

Mr. John E. Kelsey
Office: Pettengill 359

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

Fall, 2003
Office Hours: 9-10:30 T Th
and by appointment

REQUIRED TEXT: Mook, D. G. (1996). *Motivation: The organization of action* (2nd ed.). New York: W. W. Norton.

RESERVED READINGS: (on back)

- 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)
- b. Food intake
- 24 1.) Biological bases (M: Ch. 3, pp. 72-110 & Ch. 5, pp. 172-180; Marx, 2003; Gura, 2003)
- 26 *Discussion: Obesity, anorexia, and Siever (1994)* **Assignment 2**
- 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; Vandenberg, 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)

- 7 *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)
- 14 *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)
- 21 *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)

Assignment 4

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	<u>32%</u>
	100%

REFERENCES (on reserve)

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- Dweck, C. S., & Sorich, L. A. (1999). Mastery-oriented thinking. In C. R. Snyder (Ed.). *Coping: The psychology of what works* (pp. 232-251). New York: Oxford.
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- Lakin, J. L., & Chartrand, T. L. (2003). Using nonconscious behavioral mimicry to create affiliation and rapport. *Psychological Science, 14*, 334-339.
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