Motivation, Conflict, Emotion

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Motivation

- **Motivation** is the psychological feature that arouses an organism to action toward a desired goal and elicits, controls, and sustains certain goal directed behaviors.
- **Motivation** may be rooted in a basic need to minimize physical pain and maximize pleasure, or it may include specific needs such as eating and resting, or for a desired object.
- There are many approaches to motivation: physiological, behavioural, cognitive, and social.
Motivation can be divided into two types:

- **Internal** (intrinsic motivation)
- **External** (extrinsic motivation)
Motivation

Intrinsic motivation:

- Refers to motivation that is driven by an interest or enjoyment in the task itself, and exists within the individual rather than relying on any external pressure.
- Involves engaging in a behavior because it is personally rewarding; essentially, performing an activity for its own sake rather than the desire for some external reward.

Examples:

✓ Participating in a sport because you find the activity enjoyable
✓ Solving a word puzzle because you find the challenge fun and interesting
✓ Playing a game because you find it exciting
Motivation

Extrinsic motivation

- Refers to the performance of an activity in order to attain an outcome.

- Extrinsic motivation comes from outside of the individual.

  - Examples:
    - Studying because you want to get a good grade
    - Participating in a sport in order to win awards
    - Competing in a contest in order to win a scholarship
Drives

A drive can be described as a deficiency or need that activates behavior that is aimed at a goal or an incentive.

- Drives are thought to originate within the individual and may not require external stimuli to encourage the behavior.
- Basic drives could be sparked by deficiencies such as hunger, which motivates a person to seek food;
- More subtle drives might be the desire for praise and approval, which motivates a person to behave in a manner pleasing to others.
Motivational theories

Incentive theory

• Suggests that people are motivated to do things because of external rewards. For example, you might be motivated to go to work each day for the monetary reward of being paid.

• Concepts such as association and reinforcement play an important role in this theory of motivation.

• If the person receives the reward immediately, the effect is greater.

• Repetitive action-reward combination can cause the action to become habit.
Motivational theories

Instinct Theory of Motivation

• According to instinct theories, people are motivated to behave in certain ways because they are evolutionarily programmed to do so.

• An example of this in the animal world is seasonal migration. These animals do not learn to do this, it is instead an inborn pattern of behavior.
Motivational theories

• **Drive Theory of Motivation**
  
  People are motivated to take certain actions in order to reduce the internal tension that is caused by unmet needs.

  • Example, you might be motivated to drink a glass of water in order to reduce the internal state of thirst.
  
  • This theory is useful in explaining behaviors that have a strong biological component, such as hunger or thirst.

  • *Upon satisfying a drive the drive's strength is reduced.*
Motivational theories

Cognitive dissonance theory

- proposes that people have a motivational drive to reduce dissonance.

- Cognitive dissonance occurs when an individual experiences some degree of discomfort resulting from an inconsistency between two cognitions: their views on the world around them, and their own personal feelings and actions. The difference between feelings and beliefs causes dissonance, so the individual seeks to reassure himself.
Motivational theories

• Need theories

Motivation is the process of satisfying **needs**.

*(Need hierarchy theory by Abraham H. Maslow)*

• The hierarchy of needs consists of five hierarchic classes.

• The needs, listed from basic (lowest-earliest) to most complex (highest-latest) are as follows:
  - Physiological (hunger, thirst, sleep, etc.)
  - Safety/Security/Shelter/Health
  - Belongingness/ Love/Friendship
  - Self-esteem/Recognition/Achievement
  - Self-actualizations
Motivational theories

Unconscious motivation

• Some psychologists believe that a significant portion of human behavior is energized and directed by unconscious motives.
Psychological Conflicts

Conflict, in psychology, the arousal of two or more strong motives that cannot be solved together.

Conflicts are often unconscious, in the sense that the person cannot clearly identify the source of his distress.

• Three types of conflict are experienced by individuals:
  ➢ Approach-avoidance conflict
  ➢ Approach-Approach conflict
  ➢ Avoidance-avoidance conflict
Approach-avoidance conflict

• An individual, for example, may want to go to play foot-ball to feel that he belongs to a group and does what his friends do. But he may be a clumsy player and sensitive to the real or imagined ridicule of his fellows. Therefore, he also has a motive to avoid the game to escape humiliation. He is in a dilemma; whether he goes or stays he will experience distress.
Approach-approach conflict

• A conflict between two desired gratifications as when a youth has to choose between two attractive and practicable careers, may lead to some vacillation but rarely to great distress.
Avoidance-avoidance conflict

• A man may dislike his job intensely but fear the threat of unemployment if he quits.
Psychological consequences of conflicts

• A conflict between a need and a fear may also be intense.
• A child may be dependent on his mother but fear her because she is rejecting and punitive.
• The conflicts that involve intense threat or fear are not solved readily but make the person feel helpless and anxious.
• Subsequent adjustments may then be directed more to the relief of anxiety than to the solution of real problems.
Conscious versus Unconscious conflicts

• Many strong impulses—such as **fear** and **hostility**—are so much disapproved by the culture that a child soon learns not to acknowledge them, even to himself.

• When such impulses are involved in a conflict, the person is anxious but does not know why.

• He is then less able to bring rational thinking to bear on the problem.
Emotions

• Emotion is a term describes subjective and conscious experience that is characterized primarily by:
  - psychophysiological expressions,
  - biological reactions, and
  - mental states.

• Emotion is often associated with: mood, temperament, personality, disposition, and motivation.

• Emotions are influenced by:
  - hormones (cortisol, oxytocin) and
  - neurotransmitters (DA, NA, Serotonin)
Emotion

- Emotion is often the driving force behind motivation, positive or negative.
- It has 3 components:
  1. **Physiological**: emotion is closely linked to arousal of the nervous system.
  2. **Cognitive**: cognition is an important aspect of emotion, particularly the interpretation of events. For example, the experience of fear usually occurs in response to a threat.
  3. **Behavioural**: emotion is also linked to behavioral tendency.
Basic Emotions

Paul Akman
Classification of emotions

• Two fundamental viewpoints:
  1\textsuperscript{st} emotions are \textit{discrete} and fundamentally different constructs.
  2\textsuperscript{nd} emotions are \textit{dimensional} in groupings.

• A distinction is made between:
  ➢ emotional episodes and
  ➢ emotional dispositions.

• Emotional dispositions are also comparable to character traits.
Theories of Emotions

James–Lange theory

*Emotions are secondary to physiological phenomena*

“*The perception of bodily changes, as they occur, is the emotion.*"
Theories of Emotions

**Cannon–Bard theory:**

- **Emotional expression** results from the function of hypothalamic structures, and **emotional feeling** results from stimulations of the dorsal thalamus.

- The **physiological** changes and **subjective** feeling of an emotion in response to a stimulus are separate and independent. Arousal does not have to occur before the emotion.

- According to this theory the **thalamic region** has a major role in this theory of emotion, and **emotional stimuli** trigger both physiological and experimental aspects of emotion simultaneously.
Theories of Emotions

Two-factor theory

Emotions are a result of two stage process:

- First, physiological arousal in a response to an evoking stimulus, and
- Second, cognitive elaboration of the context in which the stimulus occurred.
Theories of Emotions

Cognitive theories

Lazarus' theory; emotion is a disturbance that occurs in the following order:

A. Cognitive appraisal—The individual assesses the event cognitively, which cues the emotion.

B. Physiological changes—The cognitive reaction starts biological changes such as increased heart rate or pituitary adrenal response.

C. Action—The individual feels the emotion and chooses how to react.
Theories of Emotions

Perceptual theory

- Combines the physiological and cognitive theories of emotion.

- This theory is arguing that bodily responses are central to emotions, yet it emphasizes the meaningfulness of emotions or the idea that emotions are about something, as is recognized by cognitive theories.
Neurocircuirty of Emotions

- Emotion is organized in the limbic system of the brain.
- Limbic structures involved include: the hypothalamus, cingulate cortex, hippocampi, and other structures.
- The emotion of love is proposed to be the expression of the cingulate gyrus.
- The left prefrontal cortex is activated by stimuli that cause positive approach.
Thank you