**Motivation, Emotion and Personality**

**11-15% AP Exam Weighting**

Psychologists use theory to categorize and explain different personalities. These explanations have been influenced by the various branches of psychology. Some psychologists study what motivates us and/or our emotional responses to experiences to understand our individual differences. Other psychologists seek to understand personality, including why different personalities exist, how they are developed, and if and how they change. Originating from the psychodynamic perspective, the study of personality involves consideration of behavior and mental processes and how they interact to produce an individual’s personality. A full explanation of personality also involves incorporating humanistic and social-cognitive perspectives from earlier units.

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| **Essential Questions:** |
| * What motivates us to think and act the way we do? * Why do some people respond to stress in a healthier way than others? * Why don’t psychologists agree? |

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| **Unit Outline and Learning Targets** |
| **7.1 Theories of Motivation-** *Skill: Analyze psychological research studies.*   1. Identify and apply basic motivational concepts to understand the behavior of humans and other animals. 2. Compare and contrast motivational theories, including the strengths and weaknesses of each. 3. Describe classic research findings in specific motivations. 4. Identify contributions of key researchers in the psychological field of motivation and emotion.   **7.2 Specific Topics in Motivation-** *Skill: Define and/or apply concepts.*   1. Discuss the biological underpinnings of motivation, including needs, drives, and homeostasis.   **7.3 Theories of Emotion-** *Skill: Apply theories and perspectives in authentic contexts.*   1. Compare and contrast major theories of emotion. 2. Describe how cultural influences shape emotional expression, including variations in body language.   **7.4 Stress and Coping-** *Skill: Define and.or apply concepts.*   1. Discuss theories of stress and the effects of stress on psychological and physical well-being.   **7.5 Introduction to Personality-** *Skill: Analyze psychological research studies.*   1. Describe and compare research methods that psychologists use to investigate personality. 2. Identify the contributions of major researchers in personality theory.   **7.6 Psychoanalytic Theories of Personality-** *Skill: Apply theories and perspectives in authentic contexts.*   1. Compare and contrast the psychoanalytic theories of personality with other theories of personality.   **7.8 Humanistic Theories of Personality-** *Skill: Apply theories and perspectives in authentic contexts.*   1. Compare and contrast humanistic theories of personality with other theories of personality. 2. Speculate how cultural context can facilitate or constrain personality development, especially as it relates to self-concept.   **7.7 Behaviorism and Social Cognitive Theories of Personality-** *Skill: Apply theories and perspectives in authentic contexts.*   1. Compare and contrast the behaviorist and social cognitive theories of personality with other theories of personality.   **7.9 Trait Theories of Personality-** *Skill: Apply theories and perspectives in authentic contexts.*   1. Compare and contrast trait theories of personality with other theories of personality   **7.10 Measuring Personality-** *Skill: Analyze psychological research studies.*   1. Identify frequently used assessment strategies, and evaluate relative test quality based on reliability and validity of the instruments |

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| **Vocabulary to Master:** (you should be able to define each of these terms by test day) | | |
| **7.1 Theories of Motivation**  Instinct  Drive  Drive Reduction Theory  Homeostasis  Arousal Theory  Yerkes-Dodson Law  Hierarchy of Needs  Self-actualization  Incentives  Extrinsic Motivation  Intrinsic Motivation  Over justification Effect  Self-Efficacy  Cognitive Dissonance  **7.2 Specific Topics in Motivation- Eating**  Glucose/Insulin  Leptin  Lateral Hypothalamus  Ventromedial Hypothalamus  Satiety  **Sex**  Androgens  Estrogen  Sexual Response Cycle  **7.3 Theories of Emotion**  Emotion  James-Lange Theory  Facial Feedback Hypothesis  Schachter’s Two Factor Theory  Canon-Bard Theory  Joseph LeDoux’s Theory  Primary Emotions  Display Rules  Microexpressions | **7.4 Stress and Coping**  Stress vs. Stressors  **Conflicts**  Approach-Approach Conflict  Approach-Avoidance Conflict  Avoidance-Avoidance Conflict  General Adaptation Syndrome  Richard Lazarus’s appraisal theory Awfulization and Globalization  **7.6 Psychoanalytic Theories of Personality**  Unconscious  Ego  Id  Super Ego  Defense Mechanisms  Psychosexual Development  Fixated  Oral Stage  Anal Stage  Phallic Stage  Oedipus Complex-Castration Anxty  Electra Complex-Penis Envy  Genital Stage  Latency Stage  *Neo-Freudians*  Carl Jung  Collective Unconscious  Archetypes  Alfred Adler  Compensation  Inferiority Complex  Karen Horney  Anxiety  Neurotic Trends | **7.8 Humanistic Theories of Personality**  Carl Rogers  Ideal Self vs Perceived Self  Unconditional Positive Regard  Maslow’s Self Actualization  **7.7 Behaviorism and Social Cognitive Theories of Personality** Social Cognitive Theory  Self-Efficacy  External Locus of Control  Internal Locus of Control  Collectivist vs Individualistic cultures  **7.9 Trait Theories of Personality-**  16 Personality Factors  Factor Analysis  Big 5 Traits  **7.10 Measuring Personality** Projective Tests  Rorschach Inkblot  Thematic Apperception Test (TAT)  Objective Tests  Minnesota Multiphasic Personality Inventory (MMPI) |

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| **Key People to Know:** (you should recognize these names and be able to list their contributions to psychology by test day) | |
| **William James**  **Alfred Kinsey**  **Abraham Maslow**  **Stanley Schacter**  **Hans Selye**  **Richard Lazarus**  **Joseph LeDoux**  **Paul Eckman**  **Kurt Lewin** | **Alfred Adler**  **Albert Bandura**  **Paul Costa**  **Robert McCrae**  **Sigmund Freud**  **Carl Jung**  **Abraham Maslow**  **Carl Rogers** |