

FIFTH EDITION

UNDERSTANDING MOTIVATION AND EMOTION

JOHN MARSHALL REEVE
University of Iowa



WILEY

John Wiley & Sons, Inc.

HOCHSCHULE
LIECHTENSTEIN
BUwtheK

DETAILED CONTENTS

	PREFACE	iii
CHAPTER 1	INTRODUCTION	1
	Motivational Science	3
	Two Perennial Questions	5
	<i>What Causes Behavior?</i>	5
	<i>Why Does Behavior Vary in Its Intensity?</i>	6
	Subject Matter	8
	<i>Internal Motives</i>	8
	<i>External Events</i>	10
	Expressions of Motivation	10
	<i>Behavior</i>	11
	<i>Engagement</i>	11
	<i>Brain Activations and Physiology</i>	12
	<i>Self-Report</i>	12
	Themes in The Study of Motivation	13
	<i>Motivation Benefits Adaptation</i>	14
	<i>Motives Direct Attention and Prepare Action</i>	14
	<i>Motives Vary Over Time and Influence the Ongoing Stream of Behavior</i>	15
	<i>Types of Motivations Exist</i>	16
	<i>Motivation Includes Both Approach and Avoidance Tendencies</i>	17
	<i>Motivation Study Reveals What People Want</i>	18
	<i>To Flourish, Motivation Needs Supportive Conditions.</i>	19
	<i>There Is Nothing So Practical as a Good Theory</i>	20
	Putting it All Together: A Framework to Understand The Study of Motivation	21
	Summary	22
CHAPTER 2	MOTIVATION IN HISTORICAL AND CONTEMPORARY PERSPECTIVES	24
	Philosophical Origins of Motivational Concepts	25
	Grand Theories	26
	<i>Will</i>	26
	<i>Instinct</i>	27
	<i>Drive</i>	29
	<i>Post-Drive Theory Years</i>	33
	Mini-Theories	35
	<i>~"</i>	
	<i>Active Nature of the Person</i>	36
	<i>, Cognitive Revolution</i>	36
	<i>Applied, Socially Relevant Research</i>	37

Contemporary Era 38
 The 1990s Reemergence of Motivation Study 40
 A New Paradigm 42
Conclusion 44
Summary 44
Readings For Further Study 45

CHAPTER 3

THE MOTIVATED AND EMOTIONAL BRAIN 47

The Motivated and Emotional Brain 49
 Three Principles 50
Looking Inside the Brain 51
Brain-Generated Approach Versus Avoidance 54
 Hypothalamus 54
 Medial Forebrain Bundle 55
 Orbitofrontal Cortex 56
 Amygdala 57
 Septo-Hippocampal Circuit 58
 Anterior Cingulate Cortex 59
 Reticular Formation 59
 Prefrontal Cortex and Affect 61
Neurotransmitters 62
 Dopamine 63
 Dopamine Release and Incentives 64
 Dopamine Release and Reward 64
 Dopamine and Motivated Action 66
 Addictions 66
 Liking and Wanting 67
Hormones in the Body 67
The World in Which the Brain Lives 69
 Motivation Cannot Be Separated from the Social Context in Which It Is Embedded 69
 We Are Not Always Consciously Aware of the Motivational Basis of Our Behavior 69
Conclusion 70
Summary 71
Readings For Further Study 72

PART I NEEDS 73

CHAPTER 4

PHYSIOLOGICAL NEEDS 75

'Need 77
 Need Structure 78

Fundamentals of Regulation	79
<i>Physiological Need</i>	80
<i>Psychological Drive</i>	80
<i>Homeostasis</i>	80
<i>Negative Feedback</i>	81
<i>Multiple Inputs/Multiple Outputs</i>	81
<i>Intraorganismic Mechanisms</i>	82
<i>Extraorganismic Mechanisms</i>	83
<i>The Homeostatic Mechanism: The Wisdom of the Body</i>	83
Thirst	83
<i>Physiological Regulation</i>	84
<i>Environmental Influences</i>	86
Hunger	88
<i>Short-Term Appetite</i>	88
<i>Long-Term Energy Balance</i>	90
<i>Comprehensive Model of Hunger Regulation</i>	90
<i>Environmental Influences</i>	91
<i>Set Point or Settling Points?</i>	94
Sex	96
<i>Physiological Regulation</i>	96
<i>Facial Metrics</i>	97
<i>Sexual Scripts</i>	101
<i>Sexual Orientation</i>	102
<i>Evolutionary Basis of Sexual Motivation</i>	103
Failures To Self-Regulate Physiological Needs	105
Summary	105
Readings For Further Study	106
CHAPTER 5	INTRINSIC AND EXTRINSIC MOTIVATIONS 108
Intrinsic and Extrinsic Motivations	111
<i>Intrinsic Motivation</i>	111
<i>What Is So Great about Intrinsic Motivation ?</i>	112
<i>Extrinsic Motivation</i>	113
External Regulation of Motivation: Incentives, Consequences, and Rewards	114
<i>Incentives</i>	114
<i>What Is a Reinforcer?</i>	115
<i>Managing Behavior by Offering Reinforcers</i>	116
<i>Consequences</i>	117
<i>Rewards</i>	120
<i>Do Rewards Work—Do They Facilitate Desirable Behavior?</i>	120
<i>Do Punishers Work—Do They Suppress Undesirable Behavior?</i>	121
Hidden Costs of Reward	121 "
<i>Expected and Tangible Rewards</i>	125
<i>Implications</i>	125
<i>Benefits of Incentives, Consequences, and Rewards</i>	126

Cognitive Evaluation Theory	128
<i>Two Examples of Controlling and Informational Events</i>	129
Types of Extrinsic Motivation	131
<i>External Regulation</i>	133
<i>Introjected Regulation</i>	134
<i>Identified Regulation</i>	134
<i>Integrated Regulation</i>	134
Motivating Others to do Uninteresting Activities	135
Building Interest	137
Summary	138
Readings For Further Study	139

CHAPTER 6 PSYCHOLOGICAL NEEDS 141

Psychological Needs	142
<i>Organismic Approach to Motivation</i>	143
<i>Person-Environment Dialectic</i>	144
<i>Organismic Psychological Needs</i>	145
Autonomy	145
<i>The Conundrum of Choice</i>	147
<i>Supporting Autonomy</i>	148
<i>Benefits from Autonomy Support</i>	152
<i>Two Illustrations</i>	153
Competence	154
<i>Involving Competence</i>	155
<i>Supporting Competence</i>	159
Relatedness	161
<i>Involving Relatedness: Interaction with Others</i>	162
<i>Supporting Relatedness: Perception of a Social Bond</i>	162
<i>Communal and Exchange Relationships</i>	163
<i>Internalization</i>	164
Putting it All Together: Social Contexts that Support Psychological Needs	165
<i>Engagement</i>	165
<i>What Makes for a Good Day?</i>	167
<i>Vitality</i>	168
Summary	168
Readings for Further Study	169

CHAPTER 7 SOCIAL NEEDS 170

Acquired Needs	172
<i>Quasi-Needs</i>	173
<i>Social Needs</i>	174
<i>How Social Needs Motivate Behavior</i>	175
i Achievement	175
<i>Origins of the Need for Achievement</i>	176
<i>Atkinson's Model</i>	178

	<i>Dynamics-of-Action Model</i>	180
	<i>Conditions That Involve and Satisfy the Need for Achievement</i>	182
	<i>Achievement Goals</i>	183
	<i>Integrating Classical and Contemporary Approaches to Achievement Motivation</i>	184
	<i>Avoidance Motivation and Weil-Being</i>	187
	<i>Implicit Theories</i>	189
	<i>Different Implicit Theories Mean Different Achievement Goals</i>	190
	<i>Meaning of Effort</i>	191
Affiliation and Intimacy		192
	<i>Conditions That Involve, the Affiliation and Intimacy Needs</i>	193
	<i>Conditions That Satisfy the Affiliation and Intimacy Needs</i>	195
Power		195
	<i>Conditions That Involve and Satisfy the Need for Power</i>	196
	<i>Power and Goal Pursuit</i>	198
	<i>Leadership Motive Pattern</i>	198
Summary		200
Readings for Further Study		201

PART II COGNITIONS 203

CHAPTER 8	GOAL SETTING AND GOAL STRIVING	205
	Cognitive Perspective on Motivation	206
	Plans	207
	<i>Corrective Motivation</i>	209
	<i>Discrepancy</i>	210
	<i>Two Types of Discrepancy</i>	211
	Goal Setting	211
	<i>Goal-Performance Discrepancy</i>	212
	<i>Difficult, Specific Goals Enhance Performance</i>	213
	<i>Feedback</i>	215
	<i>Goal Acceptance</i>	217
	<i>Criticisms</i>	218
	<i>Long-Term Goal Setting</i>	219
	Goal Striving	220
	<i>Mental Simulations: Focusing on Action</i>	221
	<i>Implementation Intentions</i>	222
	<i>Goal Pursuit: Getting Started</i>	224
	<i>Goal Pursuit: Persisting and Finishing</i>	224
	Putting it All Together: Creating an Effective Goal-Setting Program	225
	Summary	226
	Readings for Further Study	227

CHAPTER 9	PERSONAL CONTROL BELIEFS	229
	Motivation to Exercise Personal Control	231
	<i>Two Kinds of Expectancy</i>	231
	<i>Perceived Control: Self, Action, and Control</i>	232
	Self-Efficacy	233
	<i>Sources of Self-Efficacy</i>	235
	<i>Self-Efficacy Effects on Behavior</i>	237
	<i>Self-Efficacy or the Psychological Need for Competence?</i>	240
	<i>Empowerment</i>	241
	<i>Empowering People: Mastery Modeling Program</i>	241
	Mastery Beliefs	242
	<i>Ways, of Coping</i>	243
	<i>Mastery versus Helplessness</i>	243
	Learned Helplessness	244
	<i>Learning Helplessness</i>	245
	<i>Application to Humans</i>	248
	<i>Components</i>	249
	<i>Effects of Helplessness</i>	250
	<i>Helplessness and Depression</i>	252
	<i>Explanatory Style</i>	253
	<i>Criticisms and Alternative Explanations</i>	255
	Reactance Theory	256
	<i>Reactance and Helplessness</i>	256
	Putting it All Together: Hope	259
	Summary	260
	Readings for Further Study	261
CHAPTER 10	THE SELF AND ITS STRIVINGS	263
	The Self	264
	<i>The Problem with Self-Esteem</i>	266
	Self-Concept	268
	<i>Self-Schemas</i>	268
	<i>Motivational Properties of Self-Schemas</i>	269
	<i>Consistent Self</i>	270
	<i>Why People Self-Verify</i>	273
	<i>Possible Selves</i>	273
	<i>Cognitive Dissonance</i>	275
	Identity	279
	<i>Roles</i>	280
	<i>Identity-Confirming Behaviors</i>	280
	<i>Identity-Restoring Behaviors</i>	281
	i. Agency	281
	<i>Self as Action and Development from Within</i>	282
	<i>Self-Concordance</i>	284

Self-Regulation	289
<i>Self-Regulation: Forethought through Reflection</i>	289
<i>Developing More Competent Self-Regulation</i>	290
Summary	292
Readings for Further Study	293

PART III EMOTIONS 295

CHAPTER 11	NATURE OF EMOTION: FIVE PERENNIAL QUESTIONS	297
	Five Questions	299
	What is an Emotion?	299
	<i>Definition of Emotion</i>	301
	<i>Relationship between Emotion and Motivation</i>	301
	What Causes an Emotion?	303
	<i>Biology and Cognition</i>	304
	<i>Two-Systems View</i>	305
	<i>Chicken-and-Egg Problem</i>	307
	<i>Comprehensive Biology-Cognition Model</i>	307
	How Many Emotions Are There?	308
	<i>Biological Perspective</i>	308
	<i>Cognitive Perspective</i>	310
	<i>Reconciliation of the Numbers Issue</i>	312
	<i>Basic Emotions</i>	312
	What Good Are the Emotions?	317
	<i>Coping Functions</i>	318
	<i>Social Functions</i>	319
	<i>Why We Have Emotions</i>	320
	What is the Difference Between Emotion and Mood?	322
	<i>Everyday Mood</i>	322
	<i>Positive Affect</i>	324
	Summary	326
	Readings for Further Study	327
CHAPTER 12	ASPECTS OF EMOTION	329
	Biological Aspects of Emotion	330
	<i>James-Lange Theory</i>	331
	<i>Contemporary Perspective</i>	332
	<i>Differential Emotions Theory</i>	335
	<i>Facial Feedback Hypothesis</i>	336
	Cognitive Aspects of Emotion	344
	> <i>Appraisal</i>	344
	<i>Complex Appraisal</i>	346

<i>Appraisal Process</i>	348
<i>Emotion Knowledge</i>	352
<i>Attributions</i>	353
Social and Cultural Aspects of Emotion	357
<i>Social Interaction</i>	358
<i>Emotional Socialization</i>	359
<i>Managing Emotions</i>	361
Summary	362
Readings for Further Study	363

PART IV INDIVIDUAL DIFFERENCES 365

CHAPTER 13 PERSONALITY CHARACTERISTICS 367

Individual Differences in Happiness, Arousal, and Control	368
Happiness	369
<i>Extroversion and Happiness</i>	370
<i>Neuroticism and Suffering</i>	372
<i>Extraverts Are Generally Happy, Neurotics Are Generally Unhappy</i>	373
Arousal	374
<i>Performance and Emotion</i>	374
<i>Insufficient Stimulation and Underarousal</i>	375
<i>Excessive Stimulation and Overarousal</i>	377
<i>Credibility of the Inverted-U Hypothesis</i>	377
<i>Sensation Seeking</i>	379
<i>Affect Intensity</i>	381
Control	383
<i>Perceived Control</i>	384
<i>Desire for Control</i>	386
Summary	388
Readings for Further Study	389

CHAPTER 14 UNCONSCIOUS MOTIVATION 391

Psychodynamic Perspective	392
<i>Psychoanalytic Becomes Psychodynamic</i>	393
<i>Dual-Instinct Theory</i>	393
<i>Drive or Wish?</i>	394
<i>Contemporary Psychodynamic Theory</i>	395
The Unconscious	396
<i>Freudian Unconscious</i>	397
<i>Adaptive Unconscious</i>	398
<i>Implicit Motivation</i>	399
<i>Subliminal Motivation</i>	400

Psychodynamics	401
<i>Repression'</i>	402
<i>Suppression</i>	402
<i>Do the Id and Ego Actually Exist?</i>	404
Ego Psychology	405
<i>Ego Development</i>	405
<i>Ego Defense</i>	406
<i>Ego Effectance</i>	410
Object Relations Theory	411
Criticisms	414
Summary	415
Readings for Further Study	416
CHAPTER 15	GROWTH MOTIVATION AND POSITIVE PSYCHOLOGY 417
Holism and Positive Psychology	419
<i>Holism</i>	420
<i>Positive Psychology</i>	420
Self-Actualization	421
<i>Hierarchy of Human Needs</i>	421
<i>Encouraging Growth</i>	424
Actualizing Tendency	425
<i>Emergence of the Self</i>	427
<i>Conditions of Worth</i>	428
<i>Congruence</i>	431
<i>Fully Functioning Individual</i>	431
Causality Orientations	431
Growth-Seeking Versus Validation-Seeking	434
How Relationships Support the Actualizing Tendency	436
<i>Helping Others</i>	436
<i>Relatedness to Others</i>	437
<i>Freedom to Learn</i>	437
<i>Self-Definition and Social Definition</i>	438
The Problem of Evil	439
Positive Psychology and Growth	440
<i>Optimism</i>	441
<i>Meaning</i>	442
<i>Eudaimonic Weil-Being</i>	443
<i>Positive Psychology Therapy</i>	444
Criticisms	444
Summary	445
Readings for Further Study	446
CHAPTER 16	CONCLUSION 447
Understanding and Applying Motivation	448
<i>Explaining Motivation: Why We Do What We Do</i>	449

<i>Predicting Motivation: Identifying Antecedents</i>	449
<i>Applying Motivation: Solving Problems</i>	450
Motivating Self and Others	451
<i>Motivating Self</i>	451
<i>Motivating Others</i>	453
<i>Feedback on How the Effort to Motivate Self and Others Is Going</i>	455
Designing Motivational Interventions	455
<i>Four Case Studies</i>	456
<i>Four Success Stories</i>	457
Wisdom Gained From a Scientific Study of Motivation and Emotion	464
REFERENCES	465
AUTHOR INDEX	543
SUBJECT INDEX	559
PHOTO CREDITS	581