

LESSON 8

MOTIVATION AND EMOTION

SUMMARY

Our daily life is influenced by our needs such as hunger, thirst, achievement, affiliation etc. Not only that, we also feel happy, sad, angry or violent. The former aspects refer to **motivation** and the latter refer to different types of **emotions**. Both concepts are important because they help us understand the reasons for the various activities we indulge in and help determine the unique personality of each person.

Nature of Motivation

Motivation helps in answering the question: why do people seek to do certain things? This helps us understand why people differ in terms of their behaviour.

Each activity of ours has some motive or reason behind it. Motives, wants, needs, interests and desires help explain movement towards the chosen goals. A need or motive directs us to act or behave in a particular way towards a certain goal.

A. The Concept of Motivation

Motivation plays an important role in directing human behaviour. Certain characteristics of motivation are given in the next figure.

Optimal Level of Arousal - Too little arousal will make us feel dull and relaxed, whereas, too much arousal may make us withdraw from our goal. Hence we must be motivated to maintain a balanced.

Pushes us to reach our goals

Influenced by level of arousal

Influenced by pleasing and pleasant properties of external stimuli

Result of the person's thoughts and expectations

Motivation is divided into two types:

Intrinsic motivation	Extrinsic motivation
<ul style="list-style-type: none">• It comes from within the person, based on personal enjoyment of any task	<ul style="list-style-type: none">• It is based on external rewards such as money, pay and grades

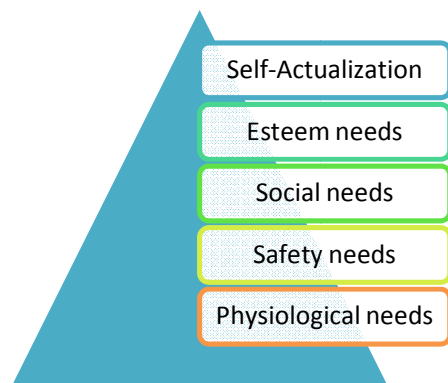
Sometimes we work hard and produce high quality work when motivation is rather intrinsic than extrinsic. In life, both types of motivation are important.

B. The Hierarchy of Needs

Motivational needs are ordered such that basic needs such as hunger and thirst are satisfied first and then other higher-needs.

Abraham Maslow proposed that there are several levels of needs that each person strives to meet before achieving the highest level of personal fulfilment. He proposed the hierarchy of needs. The categories of needs are as follows;

1. **Primary/biological/Physiological needs** – Hunger, thirst, sex
2. **Safety needs** – security, protection
3. **Social needs** – sense of belonging, love and affection
4. **Esteem needs** – self-esteem, confidence, self-worth
5. **Cognitive needs** – knowledge and understanding, order and beauty
6. **Self actualization** – achievement of full potential. Certain characteristics of self-actualized people - fully self-aware and responsible, open to all challenges.



- As life goes on people gain wisdom and knowledge, thus they move up in the hierarchy. A person may move up and down the hierarchy depending

upon the situation he or she finds himself in.

- This hierarchy may not hold true for different cultures.

C. Primary needs

- 'Need' refers to a lack of something that is necessary for us.
- Motives or needs are characterized in terms of **primary** and **secondary**.
- Important primary needs (biological needs) - hunger, thirst, oxygen, rest, sleep, temperature regulation, warmth, shelter, excretion, and sex.
- Certain needs are cyclical in nature. E.g. - hunger, sleep.
- **Homeostasis** - The starting point of many biological needs is an imbalance in the physiological conditions of our body. Our body tries to maintain a state of balance called homeostasis. Without maintaining this balance we would not be able to function properly in our daily life.
- Factors involved in the hunger – Stomach contractions or 'hunger pangs' due to low levels of glucose and protein in the blood, the smell-taste or appearance of food
- We feel thirsty because we lose water content due to perspiration, breathing and urination.

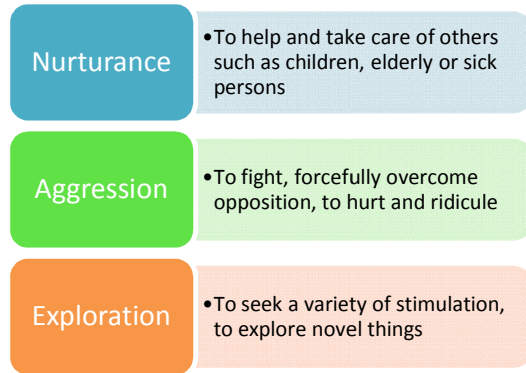
Influence of Culture and Environment on Primary needs

- Learned liking and habits
- Stress
- External cues
- Dietary restraints

D. Secondary Needs

- Secondary needs lead to psychological or social motives.
- They are called social motives because they are learned in social groups, particularly the family.
- As children grow up and interact with others they acquire certain needs which can be fulfilled in a group setting.

The type and strength of social motives differ from person to person. Some common social motives are:



Needs are also classified into three basic types:

Existence needs include all primary needs that are essential for survival

Relatedness needs include safety, belongingness, esteem and other social relationships needs

Growth needs include those aspects that help people to develop their full potential.

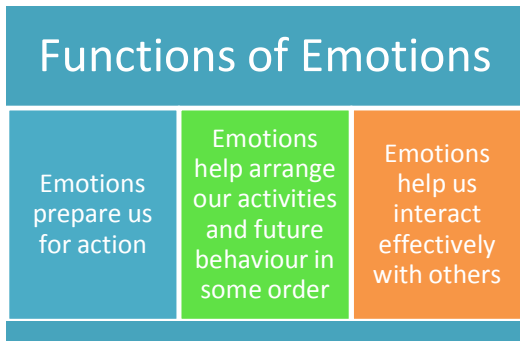
Biological and psychological needs do not work in isolation. They influence each other and determine human behaviour.

Nature of Emotions

Emotions influence our everyday behaviour. They play an important role in everything we do, affecting our relationships with others and health.

Each one of us has experienced strong feelings that are associated with pleasant or negative experiences.

A. Functions of Emotions



B. Components of Emotions

Emotion has three basic components:

- 1) **Physiological changes:** when a person feels an emotion certain changes take place in our body such as increase in heart rate, blood pressure etc.
 - 2) **Behavioural changes and emotional expression:** refers to the outward and noticeable signs of what a person is feeling. These include facial expressions, bodily postures, and gestures etc.
 - 3) **Emotional Feelings:** Emotion also includes the personal/individual feeling. We can label the emotion felt as: happy, sad, angry, disgusted and so on based on past experiences and the culture one belongs to.
- Cognition or understanding of the situation is the most important part of emotional experiences.
 - Human emotions involve so many things, past experience, culture, individual differences

therefore at times we may first act and then think about it, whereas in other situations we can first think before reacting.

- Most of the times we feel a mixture of emotions.
- We are also familiar with each other's feelings and know what it means to other person.
- Your experience of emotions of joy and fear is different from others.

C. Emotions and Culture

Research indicates that the six basic emotions are expressed universally. Each primary emotion is associated with a unique set of facial and muscular movements.

Behaviour of people from various countries is different from your behaviour.

As we grow up we come into contact with family members and others. The social experiences lead to the development of display rules which are approved way of showing of emotions. These rules are learnt during childhood and this learning becomes noticeable in the expression of emotions.

Role of Emotion and Motivation in Human behaviour

- Absence of not being motivated to do something and absence of feelings is likely to make us act in a robotic fashion.

- Motivation and emotion are closely related.
- Any situation that brings about a strong emotion is likely to motivate you to either repeat it or to avoid it. Thus both motivation and emotion are forces that push us towards action.
- It can be said that –
 - a. Both motivation and emotion activate and help control and plan human behaviour.
 - b. The feeling part of emotion has a motivational component. It helps us to get what we want and to avoid what we do not want in life.
 - c. Emotions can serve as motives.

Do you know?

Biological needs, such as hunger, are influenced by environmental factors.

It is interesting that you can go hungry for long periods but not without water.

Evaluate yourself

1. Differentiate between 'Want' and 'Need'.
2. Discuss the Maslow's need hierarchy.
3. What are the different components of emotions?
4. Justify the given statement "Motivation and emotion are closely related".