**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** InstinctDriveDrive Reduction Theory HomeostasisArousal Theory Yerkes-Dodson LawHierarchy of NeedsSelf-actualizationIncentivesExtrinsic MotivationIntrinsic MotivationOver justification EffectSelf-EfficacyCognitive Dissonance**7.2 Specific Topics in Motivation- Eating**Glucose/InsulinLeptinLateral HypothalamusVentromedial HypothalamusSatiety**Sex**AndrogensEstrogenSexual Response Cycle**7.3 Theories of Emotion**EmotionJames-Lange Theory Facial Feedback HypothesisSchachter’s Two Factor TheoryCanon-Bard TheoryJoseph LeDoux’s TheoryPrimary EmotionsDisplay RulesMicroexpressions | **7.4 Stress and Coping**Stress vs. Stressors**Conflicts**Approach-Approach ConflictApproach-Avoidance ConflictAvoidance-Avoidance ConflictGeneral Adaptation SyndromeRichard Lazarus’s appraisal theory Awfulization and Globalization**7.6 Psychoanalytic Theories of Personality**UnconsciousEgoIdSuper EgoDefense MechanismsPsychosexual Development Fixated Oral Stage Anal Stage Phallic Stage Oedipus Complex-Castration Anxty Electra Complex-Penis EnvyGenital StageLatency Stage*Neo-Freudians*Carl Jung Collective Unconscious  ArchetypesAlfred Adler Compensation Inferiority ComplexKaren Horney Anxiety  Neurotic Trends | **7.8 Humanistic Theories of Personality**Carl Rogers Ideal Self vs Perceived Self Unconditional Positive RegardMaslow’s Self Actualization**7.7 Behaviorism and Social Cognitive Theories of Personality** Social Cognitive TheorySelf-EfficacyExternal Locus of ControlInternal Locus of ControlCollectivist vs Individualistic cultures**7.9 Trait Theories of Personality-** 16 Personality FactorsFactor AnalysisBig 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** |