

CHAPTER 10

MOTIVATION

Instinct theory
 William McDougall
 Sigmund Freud (eros/thanatos)
 Drive reduction theory
 homeostasis
 incentive theory
 primary/secondary motivations
 intrinsic vs extrinsic Mot.
 Non-homeostatic motives
 Maslow's hierarchy
 sensory/social motives

HUNGER

Local/central theory
 role of taste
 physiology of hunger
 role of glucose/insulin
 set-point theories
 "wisdom of the body"
 long-term regulation
 leptin
 hypothalamus and hunger
 obesity
 emotional disturbance
 genetics
 Pima Indians
 anorexia nervosa
 bulimia

EMOTION

sympathetic/parasympathetic
 nervous system and emotion
 David Lykken - polygraph
 the face and emotion
 Paul Ekman - FACS
 Duchenne smile
 facial feedback hypothesis
 emotion across cultures
 Theories of emotion
 Darwin
 James-Lange
 Cannon-Bard
 Schachter - two-factor
 Zajonc
 Lazarus
 Evolutionary theory
 Pert - psychoneuroimmunology

Chapter 11

Cannon - "fight or flight"
 Hans Selye - stress
 GAS
 Alarm
 Resistance
 Exhaustion
 eustress and distress
 Lazarus - stress appraisal
 Taylor - "tend and befriend"
 Frustration
 (internal/external)
 Conflict
 approach-approach
 avoidance-avoidance
 approach-avoidance
 multiple app.-av.
 life stresses
 acculturative stress
 SRRS - LCUs
 frustration aggression hyp.
 learned helplessness
 Defense mechanisms
 Repression
 Denial
 displacement
 Regression
 Reaction formation
 Rationalization
 Intellectualization
 Projection
 PTSD
 psychosomatic disorders
 heart disease
 type A/B personality
 cancer
 coping with stress
 optimism vs. pessimism
 explanatory style
 problem-focused coping
 emotion-focused coping
 stress management
 exercise
 anger management
 social support
 disclosure
 biofeedback
 meditation
 guided imagery
 relaxation training
 culture and stress