Unit 7: Motivation, Emotion, and Personality

Content Area: **Social Studies**
Course(s): **AP Psychology**
Time Period: **March**
Length: **10 blocks**
Status: **Published**

How Humans are Motivated to Behave

Students will study personality through the lens of behavior and mental processes and how they interact to produce an individual's personality.

Enduring Understandings

- Motivation initiates, guides, and maintains behavior.
- Emotion is a state characterized by a heightened state of arousal, personal feelings, and expression of what is being experienced.
- Psychologists identify and apply basic motivational concepts to understand the behavior of humans and other animals.
- There are multiple motivational theories, each with respective strengths and weaknesses
- Classic research findings in specific motivations and biological underpinnings affect motivation.
- Cultural influences shape emotional expression, including variations in body language.
- Theories of stress and the effects of stress on psychological and physical well-being can be applied to multiple psychological concepts.
- Psychoanalytic, behaviorist, social cognitive, humanistic, and trait theories of personality are often used to assess and evaluate human behavior.

Essential Questions

1. What are the motivational concepts of behavior of humans and other animals?
2. Where does the interaction of internal cues and environmental cues in determining motivation derive from?
3. What are the theories of motivation? (e.g. expectancy value, cognitive dissonance, arousal, Maslow's hierarchy of needs, and drive reduction)
4. How do situational cues give rise to anger and fear?
5. How are motivational and emotional factors related to hunger, thirst, sex, and pain?
6. What are an individual's unique way of thinking, feeling, and acting?
7. What are the tests used in personality assessment?
8. What is the relationship between stress and illness?
9. Are emotions genetic, evolutionary, or environmental?
10. What effects do culture, gender, and/or environment have on motivation?

Content

Topics will include:

- Theories of motivation behind human and animal behavior
- Major theories of emotion
- The effects of stress
- Conceptions of personality, including behaviorist, social cognitive, humanistic, and trait theories
- Research and assessments to measure personality

Vocabulary

Emotion, Drive-Reduction Theory, hierarchy of needs, set point, eating disorder, sexual response cycle, estrogen, testosterone, achievement motivation, intrinsic motivation, extrinsic motivation, incentive, personality, free association, psychoanalysis, unconscious, id, ego, superego, psychosexual stages, Oedipus complex, Elektra complex, identification, fixation, defense mechanism, repression, regression, reaction formation, projection, rationalization, displacement, denial, collective unconscious, projective test, Thematic Apperception Test, Rorschach inkblot test, self-actualization, unconditional positive regard, self-concept, trait, personality inventory, Minnesota Multiphasic Personality Inventory (MMPI)

Important People

Sigmund Freud, Carl Jung, Alfred Adley, Karen Horney, Abraham Maslow, Carl Rogers, Hermann Rorschach, William Masters, Virginia Johnson, Walter Cannon, Philip Bard, Stanley Schacter, Jerome E. Singer, William James, Carl Lange

Student Expectations

I. Motivation and Emotion

AP students in psychology will be able to:

- Define motivation and identify motivational theories.
- Describe the physiological determinants of hunger
- Discuss psychological and cultural influences on hunger.
- Define achievement motivation, including intrinsic and extrinsic motivation.
- Identify the three theories of emotion (James- Lange, Cannon-Bard, Schachter-Singer)

- Describe the physiological changes that occur during emotional arousal.
- Discuss the catharsis hypothesis.
- Describe the biological response to stress.

II. Personality

AP students in psychology will be able to:

- Describe personality structure in terms of the interactions of the id, ego, and superego.
- Explain how defense mechanisms protect the individual from anxiety.
- Describe the contributions of the neo-Freudians.
- Explain how personality inventories and factor analysis are used to assess traits.
- Describe the humanistic perspective on personality in terms of Maslow's focus on self-actualization and Rogers' emphasis on people's potential for growth.
- Describe the impact of individualism and collectivism on self-identity
- Describe the social-cognitive perspective on personality.
- Discuss the consequences of personal control, learned helplessness, and optimism.

Standards

LA.RI.9-10.2	Determine a central idea of a text and analyze how it is developed and refined by specific details; provide an objective summary of the text.
LA.RI.9-10.8	Describe and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and reasoning.
LA.W.9-10.9	Draw evidence from literary or nonfiction informational texts to support analysis, reflection, and research.

LA.W.9-10.9.B	Apply grades 9–10 Reading standards to nonfiction informational (e.g., “Delineate and evaluate the argument and specific claims in a text, assessing whether the reasoning is valid and the evidence is relevant and sufficient; identify false statements and fallacious reasoning”).
SCI.9-12.IV	Individual Variations
SCI.9-12.IV.1	Motivation
SCI.9-12.IV.1.1	Perspectives on motivation
SCI.9-12.IV.1.1.1	Explain biologically based theories of motivation
SCI.9-12.IV.1.1.2	Explain cognitively based theories of motivation
SCI.9-12.IV.1.1.3	Explain humanistic theories of motivation
SCI.9-12.IV.1.1.4	Explain the role of culture in human motivation
SCI.9-12.IV.1.2	Domains of motivated behavior in humans and non-human animals
SCI.9-12.IV.1.2.1	Discuss eating behavior
SCI.9-12.IV.1.2.2	Discuss sexual behavior and orientation
SCI.9-12.IV.1.2.3	Discuss achievement motivation
SCI.9-12.IV.1.2.4	Discuss other ways in which humans and non-human animals are motivated
SCI.9-12.IV.2	Emotion
SCI.9-12.IV.2.1	Perspectives on emotion
SCI.9-12.IV.2.1.1	Explain the biological and cognitive components of emotion
SCI.9-12.IV.2.1.2	Discuss psychological research on basic human emotions
SCI.9-12.IV.2.1.3	Differentiate among theories of emotional experience
SCI.9-12.IV.2.2	Emotional interpretation and expression
SCI.9-12.IV.2.2.1	Explain how biological factors influence emotional interpretation and expression
SCI.9-12.IV.2.2.2	Explain how culture and gender influence emotional interpretation and expression
SCI.9-12.IV.2.2.3	Explain how other environmental factors influence emotional interpretation and expression
SCI.9-12.IV.2.3	Domains of emotional behavior
SCI.9-12.IV.2.3.1	Identify biological and environmental influences on the expression and experience of negative emotions, such as fear
SCI.9-12.IV.2.3.2	Identify biological and environmental influences on the expression and experience of positive emotions, such as happiness
SCI.9-12.IV.3	Personality
SCI.9-12.IV.3.1	Perspectives on personality
SCI.9-12.IV.3.1.1	Evaluate psychodynamic theories
SCI.9-12.IV.3.1.2	Evaluate trait theories
SCI.9-12.IV.3.1.3	Evaluate humanistic theories
SCI.9-12.IV.3.1.4	Evaluate social–cognitive theories
SCI.9-12.IV.3.2	Assessment of personality
SCI.9-12.IV.3.2.1	Differentiate personality assessment techniques
SCI.9-12.IV.3.2.2	Discuss the reliability and validity of personality assessment techniques
SCI.9-12.IV.3.3	Issues in personality

SCI.9-12.IV.3.3.1	Discuss biological and situational influences
SCI.9-12.IV.3.3.2	Discuss stability and change
SCI.9-12.IV.3.3.3	Discuss connections to health and work
SCI.9-12.IV.3.3.4	Discuss self-concept
SCI.9-12.IV.3.3.5	Analyze how individualistic and collectivistic cultural perspectives relate to personality
SCI.9-12.APS.2	Health
SCI.9-12.APS.2.1	Stress and coping
SCI.9-12.APS.2.1.1	Define stress as a psychophysiological reaction
SCI.9-12.APS.2.1.2	Identify and explain potential sources of stress
SCI.9-12.APS.2.1.3	Explain physiological and psychological consequences for health
SCI.9-12.APS.2.1.4	Identify and explain physiological, cognitive, and behavioral strategies to deal with stress
SCI.9-12.APS.2.2	Behaviors and attitudes that promote health
SCI.9-12.APS.2.2.1	Identify ways to promote mental health and physical fitness
SCI.9-12.APS.2.2.2	Describe the characteristics of and factors that promote resilience and optimism
SCI.9-12.APS.2.2.3	Distinguish between effective and ineffective means of dealing with stressors and other health issues