| 1. **motivation** | - the force that moves people to behave, think, and feel the way they do. - research on why people do what they do. |
| 2. **ethology** | study of animal behavior, which is also an evolutionary perspective. |
| 3. **instinct** | - an innate (unlearned) biological pattern of behavior that is assumed to be universal throughout a species. - examples: birds flying south, etc. |
| 4. **sign stimulus** | something in the environment that turns on a fixed pattern of behavior. |
| 5. **drive reduction theory** | - theory that states as a drive becomes stronger, we are motivated to reduce it. - flow: need --> drive --> motivation. - criticism: dieting (when hungry, not engaging in behavior to reduce drive). |
| 6. **drive** | an aroused state that occurs because of a physiological need (ie being thirsty). |
| 7. **need** | a deprivation that energizes the drive to eliminate/reduce the deprivation (ie for water, for food, for nourishment). |
| 8. **homeostasis** | goal of drive reduction theory; maintaining an equilibrium. |
| 9. **equilibrium** | a stable state. |
| 10. **optimum arousal theory** | theory stating that arousal generally refers to a person being alert or engaged; motivation influences arousal levels. excited = high arousal (anxious). bored = low arousal (lethargic). best = moderate arousal. |
| 11. **Yerkes-Dodson Law** | law stating that performance is best under conditions of moderate arousal rather than low or high arousal. |
| 12. **overlearning** | performing tasks so well and often that it becomes automatic. |
| 13. **gastric signals** | stomach tells the brain how full it is and how much nutrients; when it needs more, stomach contracts with these. |
| 14. **Walter Cannon** | conducted experiment in 1912 with Washburn associating hunger and stomach contractions. |
| 15. **A.L. Washburn** | conducted experiment in 1912 with Cannon associating hunger and stomach contractions. |
| 16. **cholecystokinin** (CCK) | hormone that starts digestion of food, travels to brain in the bloodstream, and signals us to stop eating. |
| 17. **satiety** | the feeling of being full. |
| 18. **glucose** | blood sugar; the brain depends on this for energy. |
| 19. **insulin** | controls/regulates glucose; through complex carbohydrates and simple sugars. |
| 20. **leptin** | released by fat cells; decreases food intake and increases energy expenditure and metabolism; ob mice lack this. |
| 21. **ob mice** | mice that lack leptin and as a result are extremely obese. |
| 22. **hypothalamus** | regulates important body functions needed for survival, such as hunger. |
| 23. **lateral hypothalamus** | - part of hypothalamus that stimulates eating. - if damaged: interest in food decreases / lose weight. |
| 24. **ventromedial hypothalamus** | - part of hypothalamus that reduces hunger and restricts eating. - if damaged: gain weight. |
| 25. **serotonin** | antagonists for this have been used to treat obesity. |
| 26. **obesity** | dangerously overweight; correlated with health problems, diabetes, and depression. |
| 27. **set point** | someone's weight when they are not attempting to lose (or gain) any weight. |
| 28. **adipose cells** | fat cells; when filled, hunger is reduced; when a person gains weight = fat cells increase = must eat more to feel full (average person 10-20 billion fat cells, obese person up to 100 billion). |
| 29. **learned associations of food** | time and place effect hunger because of this (eat at noon, eat in front of TV). |
| 30. **disordered eating** | eating that is characterized by extreme disturbances in eating behavior-eating very little or a great deal. |
| 31. **anorexia nervosa** | - an eating disorder that involves the relentless pursuit of thinness through starvation. - even when thin, desire to lose weight remains. |
| 32. **bulimia nervosa** | an eating disorder with which an individual (usually female) follows a binge-and-purge eating pattern; hard to detect because normally a normal weight. |
| 33. **binge eating disorder** | an eating disorder characterized by recurrent episodes of consuming large amounts of food during which the person feels a lack of control over eating; no purging afterwards; most are overweight or obese. |
| 34. **Abraham Maslow** | human theorist, created the hierarchy of needs. |
35. **hierarchy of needs**
   - this must be satisfied in the following sequence: physiological needs, safety, love and belongingness, esteem, and self-actualization

36. **self-actualization**
   - motivation to develop one's full potential as a human being- the highest and most elusive of Maslow's proposed needs

37. **esteem**
   - most stop after achieving this level in Maslow's hierarchy of needs; a feeling of accomplishment, such as through a good career

38. **love and belonging**
   - level in Maslow's hierarchy of needs that involves positive relations with others, such as friendships, family, and romantic relationships

39. **safety**
   - level in Maslow's hierarchy of needs that involves feeling secure, having a secure house and neighborhood, police station nearby, etc

40. **physiological needs**
   - level in Maslow's hierarchy of needs that involves the basic needs of food, drink, shelter, sex, sleep; the strongest of human needs

41. **self-determination theory**
   - all humans have three basic, innate organismic needs: competence, relatedness, and autonomy
   - study tip: you can determine your own life with CAR
     - C - competence
     - A - autonomy
     - R - relatedness

42. **organismic**
   - innate/unlearned qualities that exist in every person

43. **competence**
   - part of self determination theory; the feeling that we are able to bring about desired outcomes

44. **self-efficacy**
   - involved in competence; the belief that you can accomplish goals

45. **mastery**
   - involved in competence; the sense that you can gain skills and overcome obstacles

46. **relatedness**
   - part of self-determination theory; the need to engage in warm relations with others

47. **autonomy**
   - part of self-determination theory; the sense that we are in control of our own lives

48. **individualistic**
   - wester cultures that focus on the individual, independence, and self accomplishments

49. **collectivistic**
   - cultures that focus on the group, interdependence, and collaborative efforts

50. **intrinsinc motivation**
   - motivation based on internal factors such as organismic needs (competence, relatedness, autonomy), as well as curiosity, challenge, and fun; psychologists believe this is the key to achievement

51. **extrinsic motivation**
   - motivation that involves external incentives such as rewards and punishments
   - behavior is rewarded

52. **self-regulation**
   - the process by which an organism effortfully controls behavior in order to pursue important objectives
   - goals that are short-term, specific and challenging lead to greater achievement
   - delayed gratification succes --> focusing on other activities

53. **purpose**
   - the intention to accomplish a goal that is meaningful to oneself and to contribute to the world

54. **emotion**
   - the feeling or affect that can involve physiological arousal (fast heartbeat), conscious experience (thinking about being in love), and behavioral expression (smiling or grimacing)

55. **arousal**
   - level of alertness of the body; the Autonomic Nervous System regulates this

56. **autonomic nervous system (ANS)**
   - body system that takes messages to/from organs, and monitors breathing, heart rate, and digestion

57. **sympathetic nervous system (SNS)**
   - body system that is responsible for arousal; fight/flight response; increases hear rate, breathing, blood flow and blood pressure

58. **parasympathetic nervous system (PNS)**
   - body system that calms the body; heart rate and blood pressure drop, breathing slows, stomach activity and digestion increase
   - criticism: different emotions can cause the range of physiological changes

59. **skin conductance level (SCL)**
   - a rise in skin's electrical conductivity because of sweat glands

60. **polygraph**
   - a machine commonly called a lie detector that monitors changes in the body to determine when a person is lying; correct slightly more than 50% of the time

61. **functional magnetic brain imaging (fMRI)**
   - may be more accurate than a polygraph; records changes in the prefrontal cortex; correct around 71% of the time
62. **James-Lange Theory** - theory that emotion results from physiological states triggered by stimuli in environment (afraid because running away); also each emotion has particular set of physiological changes

63. **Cannon-Bard theory** - theory that emotion and physiological reactions occur simultaneously; also that different emotions cannot be classified by a particular set of physiological changes

64. **amygdala** - in the limbic system, houses circuits that activate when experiencing negative emotions

65. **direct pathway** - path used in life-or-death situations; thalamus \(\rightarrow\) sensory cortex \(\rightarrow\) amygdala; not great detail, but fast

66. **indirect pathway** - used in less intense situations; sensory organs \(\rightarrow\) thalamus \(\rightarrow\) sensory cortex \(\rightarrow\) amygdala; slower, more details

67. **Stanly Schachter** - created two-factor theory of emotion

68. **Jerome Singer** - helped create the two-factor theory of emotion

69. **two-factor theory of emotion** - theory that emotion is determined by two factors: physiological arousal and cognitive labeling

70. **primacy debate: cognition or emotion** - Lazarus believes that thinking comes first; probably right with cluster of events and with long-term emotional reactions such as depression (believed in the primacy of thinking)

71. **facial feedback hypothesis** - hypothesis that facial expressions can influence emotions as well as reflect them

72. **"The Expression of the Emotions in Man and Animals"** - Charles Darwin's study, concluded that facial expression are innate/unlearned

73. **display rules** - sociocultural standards that determine when, where, and how emotions should be expressed; varies by culture

74. **emoticons** - characters made through typing that show emotion over computer communication

75. **valence** - in reference to emotions, categorizes them as either positive (positive affect) or negative (negative affect)

76. **negative affect** - part of valence; unpleasant emotions such as anger, guilt, and sadness

77. **positive affect** - part of valence; pleasant emotions such as joy, happiness, and interest

78. **arousal level** - the degree to which the emotion is reflected in an individual's being active, engaged, or excited v. passive, disengaged, or calm

79. **circumplex model of mood** - uses both valence and arousal level to identify emotions

80. **broaden-and-build model** - Fredrickson’s model of positive emotion stating that the function of positive emotions lies in their effects on an individual’s attention and ability to build resources

81. **resilience** - the ability to thrive during difficult times

82. **happiness set point** - one's basic level of happiness when one is not intentionally trying to increase happiness

83. **hedonic treadmill** - belief that any aspect of one's life that enhances one's positive feelings is likely to do so only for a short time because eventually the body adjusts and returns to one's happiness set point

84. **goals and happiness (relationship)** - happiness comes from having meaningful/personal goals that reflect intrinsic needs of relatedness, competence, and autonomy

- goals should be moderately challenging and connected to one another
- goals change by life experience, so less susceptible to hedonic treadmill = more happy
- goals can make us feel happy or unhappy if not accomplished, which keeps life interesting and their effect on happiness does not wear off!