
UNIT 2 DEFINITION OF MOTIVATION AND EMOTION

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2.0 INTRODUCTION

Motivation is defined as an inner state of need or desire. That state of desire creates a movement or activity towards satisfying that desire. It depends to some degree upon whether we look at the internal forces, or the resultant external behaviours. Motivation is present in every life function. Simple acts such as eating are motivated by hunger. Education is motivated by desire for knowledge.

Emotion is associated with mood, temperament, personality and disposition, and motivation. An affective state of consciousness in which joy, sorrow, fear, hate, or the like, is experienced, as distinguished from cognitive and volitional states of consciousness.

This unit will define motivation and emotion. We would discuss the meaning of motivation and emotion in an individual's life. We will present the categories of motives, theories of motivation and types of motivation. There will be a discussion on intrinsic and extrinsic motivations. This is followed by a section on emotions. We

define and describe emotions and its characteristic features. We then differentiate between emotions and feelings.

2.1 OBJECTIVES

After going through this unit, you will be able to:

- Define motivation;
- Describe the characteristics of motivation;
- Elucidate the theories of motivation;
- Explain the types of motivation;
- Define and conceptualise emotions;
- Describe the characteristics of emotions; and
- Differentiate between emotions and feelings.

2.2 DEFINITION AND MEANING OF MOTIVATION

Motivation refers to complex reactions consisting of:

- 1) physiological responses such as changes in blood pressure and heart rate;
- 2) the subjective feelings we describe as happiness, anger, sorrow, disgust and so on; and
- 3) expressive reactions that reflect these internal states, such as changes in facial expression or posture.

Motivation is simply the reason for an action and that which gives purpose and direction to behaviour. Motivation is “WHAT drives you” to behave in a certain way or to take a particular action. It is your WHY.

Do you know the definition of motivation? More importantly, do you know why you need to know?

The definition of motivation is to give reason, incentive, enthusiasm, or interest that causes a specific action or certain behaviour. Motivation is present in every life function.

Simple acts such as eating are motivated by hunger.

Education is motivated by desire for knowledge.

Motivators can be anything from reward to coercion.

Motivation is defined as communicating to an internal force that actuates a behavioural pattern, thought process, action or reaction. Negative forces or positive forces can act as actuators.

In general it could include but is not limited to the use of words, circumstances, situations, and external and internal forces.

2.2.1 Characteristics of Motivation

There are many theories and labels that serve as sub titles to the definition of motivation. For example: “I will give you a candy bar if you clean your room.” This is an example of reward motivation.

Motivation is an important element of self understanding, it is helpful to know your reasons for those life paths which you choose to follow. Many people know motivation as the driving force behind an action.

Motivation is the way you interact with the world, in fact your whole reason for doing anything is determined by what motivates you. It is why you do something.

The state of motivation is in fact a time of being motivated. The definition of this simply means having an incentive to do something, maybe to go somewhere, maybe even to improve ourselves as a person. Incentives create motivation. There are a number of ways you can describe the definition of motivation. For example, motivation is something that encourages.

Therefore the definition of motivation can include things such as encouragement, stimulation and inspiration. These things are all definitions of motivation. Another known definition of motivation is: something that creates a given response. Or a further definition of motivation is a basis used for an action or decision to be made.

Motivation deals with the question as to why we do what we do. The answer to this is that we do what we do because of our instincts, drives, arousal or excitement, incentives of goals, achievement, for power, affiliation or friendship and for self fulfillment. Psychologists define motivation as the internal and external factors that cause and direct behaviour. As a psychological concept, "motive" is proposed as a unifying link between stimuli and behaviour.

2.2.2 Categories of Motives

Motives can be divided into four categories, viz., biological, emotional, cognitive and social.

- i) **Biological motives:** Biological motives include hunger, thirst, the pursuit of pleasure, and the avoidance of pain. An early attempt to specify how these motives affect animal behaviour was the ambitious theory of Clark Hull. Hull tried to explain all human and animal motivation using mathematical formulas. Hull borrowed from the concept of homeostasis or biological regulation. His assumption that biological motives followed the pattern of homeostasis is reflected in modern concepts such as the *set-point* for fat regulation.
- ii) **Emotional motives:** Things like having the desire to know that you can always have someone to talk to and share things with. To be able to open up to others and communicate. Emotional motives imply the selection of goals according to personal or subjective criteria
- iii) **Cognitive motives:** Influence of implicit motivation on both basic and complex cognitive processes in the stages of attention and encoding as well as rehearsal, organisation, and retrieval. Data from narrative essays as well as experimentally controlled studies demonstrate that individual differences in implicit motives have an influence on each step of learning and memory processes. Implicit motives influence the cognitive processing of motive-related information to facilitate desired affective end states.
- iv) **Social motives:** Social motives are when people do or give things because they feel they have a sense of responsibility to their community. People with social motives may have endured racial discrimination, poverty or may want to live in a selfless way. The five social motives are:

- 1) **Belonging:** People are motivated to affiliate and bond with each other.
- 2) **Understanding:** to belong, people are motivated to create an accurate-enough shared social understanding.
- 3) **Controlling:** People are motivated to feel competitive and effective in their dealings with the animate and inanimate environment.
- 4) **Enhancing Self:** Hoping that other will see you as socially worthy fits the core social motive of enhancing self.
- 5) **Trusting:** Viewing the world as benevolent enables people to participate in many group activities without undue suspicion or vigilance.

Self Assessment Questions

1) Define motivation and bring out the mean ing of motivation.

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2) What are the characteristics of motivation?

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3) What are the various categories of motives?

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2.3 THEORIES OF MOTIVATION

2.3.1 Biological Explanations: Instinct Theory

Some of the first theories of motivation attributed behaviour to instincts, in born patterns of behaviour.

One scheme from the 1920's listed the following instincts in humans:

acquisitiveness	escape	mating	rivalry	submission
cleanliness	fear	modesty	secretiveness	sympathy
combativeness	food-seeking	parental love	self-assertion	
constructiveness	hunting	play	shyness	
curiosity	jealousy	repulsion	sociability	

The complexity and variety of behaviour along with the undeniable role of learning and other environmental factors were taken as arguments against instinct theory.

A more useful definition emerged in the 1950's: An instinct is an adaptive pattern of behaviour formed by an interaction of genetics and ordinary developmental processes. An instinct is not invariant, but is widespread and similar among members of a species.

Culture and learning are often cited as alternatives to instinct, but they are not. If we do not define instinct as behaviour which excludes learning or memory, we may just as easily possess instincts that allow humans to learn and form culture. Primary reinforcers can be thought of as instinctively reinforcing.

2.3.2 Drive Reduction Theory

We act so as to reduce the push exerted by drives, internal stimuli that represent biological needs. This is reasonable to the extent that our behaviour helps us to maintain homeostasis, or a steady biological state. When some internal system is out of balance, a drive builds up to force behaviour that restores balance. For example, if you are cold, you put on a sweater or turn up the heat. This explanation suits basic behaviours related to basic needs, such as food and water.

Still, our behaviour is not always consistent with our drives. You may be hungry right now, but you're not eating. Perhaps the biggest hole in this theory is that some behaviours do not decrease internal tensions, they increase them. Thus the next theory:

2.3.3 Arousal Theory

Arousal is a term used for a general state of physiological activation. You could think of it as the extent to which your body and mind are "revved up." Arousal theory holds that we act so as to bring about an optimal level of arousal. When we are too aroused (e.g., hungry) we act to reduce arousal (e.g., eat).

When we are not aroused enough (e.g., bored), we act to increase arousal (e.g., read a book).

The idea that there is an optimal level of arousal has some support from the observations underlying the Yerkes-Dodson law. The graph of performance vs arousal is an inverted U: Performance improves with increased arousal up to a point, then it drops off. Optimum performance on an easy task occurs at a higher level of arousal than on a difficult task.

Hence, your ability to do a menial job may actually be improved by having music on, and so forth. In contrast, a difficult task will require less distraction.

2.3.4 Incentive Theory

Arousal theory focuses on internal stimuli. Incentive theory holds that certain external stimuli act as incentives, pulling us toward some behaviour. Incentives are pleasing external stimuli that can serve as goals toward which our behaviour is directed. Cognitive factors are thought to be important relative to incentives.

2.3.5 Rotter's Expectancy Value Theory

This theory proposes that a particular stimulus exerts a pull based on its value to us and our expectation of achieving it through some course of action.

We evaluate behaviour based on: (1) What we expect the outcome to be and (2) the value we place on that outcome. This theory places cognitive variables between stimulus and response. Our behaviour is not influenced entirely by the history of reinforcement (as Skinner proposed). Rather, our expectation of reinforcement guides us.

2.3.6 Psychological Explanations of Motivation

- a) **Sensation seeking:** Thrill seeking may be a trait (stable, measurable personal attribute). Thrill seekers actually are motivated by a desire for new experiences. They do not necessarily like danger per se, but rather are simply not deterred by danger. Thrill seekers tend to be independent free thinkers. Thrill seekers resist authority but are not more antisocial (e.g, criminal).
- b) **Competence and achievement:** People motivated by a need to demonstrate competence have a desire to be capable and exercise control. Individuals can be motivated by achievement. Achieving a goal may be an incentive. Achievement-motivated individuals seek competition or at least comparison interested in knowing the score. High achievement motivation is correlated with typical success: money, prestige, good job, etc.
- c) **Self-efficacy:** This is defined by Albert Bandura as the degree to which an individual perceives himself or herself able to meet the demands of a given situation. Those with high self-efficacy often have a high motivation to succeed and are able to pick suitable challenges.

2.3.7 Maslow's Hierarchy of Needs

Humanist psychologist Abraham Maslow synthesized a number of different theories into a hierarchy of needs. If and only if our needs at a lower level are met, we can be motivated by higher level needs. Once we are fed, safe, loved, and accomplished, we strive to be all that we can be. This theory is intuitively appealing, but is difficult to validate experimentally. Maslow himself admitted that self actualisation is difficult to achieve, even difficult to define.

Employee motivation and satisfaction: Freedom and control lead to both improved morale and higher productivity. Employees do best when they:

- have input into decisions that affect them
- are challenged by their work
- are cross trained
- are made responsible and held accountable for their work (though one without the other can be a problem)
- are applauded for their efforts
- Clearly defined goals that are important and meaningful to employees are most helpful in improving performance and motivation.

“WHY” is the strong reason for a person to desire something? It is not what the person desire, but the strong reason that the person desires it. For example, if a person wants to stop working and go into business for himself here are some possible explanations:

- The person desires to have his own business
- His reason to be independent,

- To have more time for your family
- To have more time to pursue his dreams.

So you see that your WHY often goes beyond the physical objectives themselves. The person's why often satisfies a psychological need. That is important. If his reason for doing something is just material (e.g. to own a Mercedes or have a huge house), it is unlikely to see him through the difficult times to achieving his dreams.

His WHY has to look beyond the physical? It has to be from deep within. That way when the going gets tough, his WHY will see him through it because it is a strong, burning reason? It is a reason that will stand strong in the face of opposition.

If the person's reason for wanting something is strong enough, then it would motivate him to do something about it. It would not necessarily require him to know how to achieve it, pursue it. It has often been said that when a person desires something strongly enough the whole universe conspires to bring about the circumstances, people and resources he will need to achieve that purpose.

Negative and positive motivational forces could include coercion, desire, fear, influence and need. Depending on how coercion, fear and influence are framed, they could be either negative or positive forces that act as actuators. For instance a fear (negative force) of bodily injury could be a motivation to implement the use of safety equipment (positive force).

Self Assessment Questions

1) Elucidate the theories of motivation.

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2) Give the biological theory of motivation and elucidate the instinct theory.

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3) What are drive reduction theory of motivation? Explain.

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4) Describe arousal theory of motivation.

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5) Present the psychological explanation of motivation.

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2.4 TYPES OF MOTIVATION

2.4.1 Intrinsic and Extrinsic Motivation

These forces can be either intrinsic or extrinsic. Intrinsic is when the force comes from within oneself. Extrinsic is when the external forces, positive or negative, produce a behavioural change.

Definition of Motivation of the Extrinsic Kind

Extrinsic motivation would include circumstances, situations, rewards or punishment, both tangible and intangible that participation in results in an external benefit.

Tangible benefits could include monetary reward or a prize. Intangible could include things like adoration, recognition, and praise.

Definition of Motivation of the Intrinsic Kind

Intrinsic motivation would include involvement in behavioural pattern, thought process, action, activity or reaction for its own sake and without an obvious external incentive for doing so. A hobby is an example.

If a person is desirous of mastering public speaking for the sake of mastery and not any reward, then it may be said that the person has experienced intrinsic motivation.

In addition to forces that produce an actuation, there is a need to have the ability to fulfill the motivation.

For example, a paraplegic may have the desire to get out of a wheelchair and walk, but lacks the ability.

Definition of Motivation of the Neural Kind

Neuro-linguistic Programming is another way of accessing the mental actuator which helps the person change the way they think resulting in changed behaviour.

Essentially, Neuro-linguistic Programming actuates a behaviour through a change in the mental process. It could be considered a biological change as it involves creating a new thought process complete with new neural synaptic connections. It yields the same result as other motivations only by a different means.

It is an intrinsic form of change. Unlike other motivations, it could be likened to running a new program rather than putting a patch or removing a virus on an existing mental program our brains run on.

Self Assessment Questions

1) “Motivation is your WHY”. Discuss with examples.

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2) What is the definition of motivation of the neural kind?

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3) Differentiate between Intrinsic and Extrinsic Motivation?

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2.5 DEFINITION AND MEANING OF EMOTION

Can you imagine a life without emotions- without joy, anger, sorrow, or fear? What would such an existence be like? A would life be without any feelings?

Emotion is a reaction consisting of subjective cognitive states, physiological reactions and expressive behaviours. They involve three major components:

(1) physiological changes within our bodies-shifts in heart rate, blood pressure and so on; (2) subjective cognitive states, that is, the personal experience we label as emotions; and (3) expressive behaviours that is outward signs of these internal reactions.

Emotion is associated with mood, temperament, personality and disposition, and motivation. Emotions can be considered as thoughts that you can not identify. For instance when you feel something, it must be that you are thinking about something unconsciously. We feel them in our bodies as tingles, hot spots and muscular tension. There are cognitive aspects, but the physical sensation is what makes them really different.

Emotions are partly derived from feelings. A model of consciousness can be used to explain this derivation. Consciousness has three modes or parts, viz., will, mind and feeling.

Consciousness is the totality of the person, whilst mind is only one feature of it. However, this model has an innovative feature: the three modes are separate, but they interlock by the production of desires and emotions.

Like so many psychological phenomena, emotion is easily recognised but hard to define. Most theories hold that emotion is a syndrome, a complex entity with many components

2.5.1 Elements of Emotion

Emotions have these elements:

- physiological responses (autonomic nervous system)
- cognitive events
- sensory input
- behavioural correlates, e.g., expressions of emotion

2.5.2 Characteristics of Emotion

Emotions have certain characteristics:

- temporary or transitory
- valence or quality: we feel good or bad
- to some degree passive: we don't directly choose how we feel
- experience: we know what emotions feel like
- learning

Psychological theories suggest that emotions:

- prepare us for action (e.g., fear preps us to run)
- shape behaviour (perhaps emotion can be reinforcing)
- regulate social interaction and facilitate communication (as we shall see below, emotions are probably inseparable from the communication of emotion)

2.5.3 Theories of Emotion

- i) **James-Lange theory:** A visceral experience (gut reaction) is labeled as an emotional state. We have some autonomic reaction to stimuli. We observe these physical sensations and label them as feelings. This theory is a start but has many problems:
 - The visceral response may not occur quickly enough to account for sudden emotions.
 - Some visceral responses are not interpreted as emotions.
- ii) **Cannon-Bard theory:** When presented with a stimulus, the thalamus activates both a physiological reaction and an emotional response. (Remember that the thalamus is a crossroads for sensory pathways). The thalamus simultaneously signals the autonomic nervous system and the cerebral cortex. But: The rest of the limbic system, particularly the hypothalamus and amygdala are now known to play a role in emotional responses. Physiological response and emotional reaction may not be simultaneous.
- iii) **Schachter-Singer theory (the “two factor theory” or cognitive-arousal theory):** This is the theoretical basis of canned laughter. A stimulus causes

physiological arousal. This is considered in light of environmental and social cues. The arousal is then interpreted as an emotional state based on the cues.

In other words, the environment, particularly the behaviour of other people, is used to explain the physiological state. Events significant to one's own well-being are particularly important in determining emotional response. Emotions can occur without physiological arousal. Physiological factors alone (e.g, drug states) can cause emotions.

- iv) **Lazarus' cognitive mediational theory:** This theory is an extension of Schacter-Singer theory. Cognitive appraisal of a situation is of primary importance in emotional states. The emotional state strongly influences the cognitive appraisal.

More recently, cognitive scientists have proposed that there may be different components to our response to stimuli, but it is not productive to segregate them into cognitive vs. emotional categories.

2.5.4 Non-Verbal Expression of Emotion

Humans have many means of expressing their emotional state, without using words.

- 1) facial expressions
- 2) eye movements and eye contact
- 3) posture
- 4) non-verbal vocalisations
- 5) tone of voice
- 6) non-word sounds

Facial expressions appear to be innate. People everywhere show six basic emotions in their faces: happiness, sadness, surprise, fear, anger, and disgust.

The facial feedback hypothesis holds that facial expressions may be crucial to the experience of an emotional state, and may even cause emotional reactions.

Mind has two aspects, intelligence and intellect. Intelligence links to will and to feeling, and intellect is the source of abstraction. The former expresses the activity of the mind, whilst the latter is an indication of the degree of maturity of the mind. Mind is the key to consciousness. Mind is the 'cement' that keeps all aspects of consciousness together.

Will, or will power, is a pure striving, an undirected effort. When will is united with mind, it generates desire. Desire is the activity of will directed into a mental concept. The concept governs the use of will. The concept directs the will.

For example, will plus the concept '*social status*' gives rise to the desire to achieve social status. (*Will + 'Social Status' = desire to achieve social status*).

Will plus the concept '*fame*' gives rise to the desire for fame. (*Will + 'Fame' = desire for fame*).

Without the presence of desire it is very difficult to sustain the use of will; if a person tries to renounce desire then he / she is quite likely to become lethargic.

When feeling is united with mind, it generates emotion. Emotion is the activity of feeling directed into a mental concept. The feeling energises a conceptual response to a stimulus.

Feelings are primarily either pleasant or unpleasant; rarely are they neutral. Hence there are two possible conceptual responses to any stimulus, which in turn leads to two possible emotional responses.

For example, feeling plus the concept '*domination*' gives rise to the emotions of anger and fear (*feeling + domination=anger and fear*) :

Anger arises because the pleasant feeling makes domination of other people acceptable to me, whereas the unpleasant feeling makes fear arise when I become subject to domination by other people.

Another example: feeling plus the concept '*identity*' gives rise to the emotions of love and hate (*feeling+ identity=love and hate*).

Here the pleasant feeling makes a social identity acceptable to me, since I am the same as everyone else: identity produces love. The unpleasant feeling makes me reject a social identity and I prefer to be different and have an individual identity. When there is a difference it produces hate.

Self Assessment Questions

1) Define emotions and bring out the importance of emotions.

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2) What elements constitute emotions? Explain in detail.

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3) What are the characteristics of emotions?

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4) What is non-verbal expression of emotions?

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5) Put forward the various theories of emotions.

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2.6 EMOTION AND FEELING

Emotion is more similar to conscious thought than feelings are to conscious thought.

Although emotion and feeling can be described as unconscious thought, one of them is going to be more similar to conscious thought. Feelings are more like sensations, when you touch something you get a feeling.

Therefore feelings are faster than emotions and thought, because when you touch something there is a slight delay before you can think of something about it (thought), or feel something deeply about it (emotion).

Emotion is therefore just unconscious thought. Actually it would better be described as unconscious feeling (so a feeling is like a conscious emotion because you can “feel” it better and easier but emotion is a deeper, more unconscious experience similar to unconscious thought, but emotions are also more similar to conscious thought because thought is a deep experience while feelings are intense or shallow, but not deep).

Emotion can be “any strong feeling”. From that description many conclusions can be drawn. Basic (or primary) emotions can be made up of secondary emotions like love can contain feelings or emotions of lust, love and longing.

Feelings can be described in more detail than emotions because you can have a specific feeling for anything, each feeling is unique and might not have a name. For instance, if you are upset by one person that might have its own feeling because that person upsets you in a certain way. That feeling does not have a defined name because it is your personal feeling.

The feeling may also be an emotion, say anger. “Upset” is probably too weak to be an emotion, but that doesn’t mean that it is not strong like emotions. Cold is also just a feeling. There is a large overlap between how feelings feel and how emotions feel, they are similar in nature. So there are only a few defined emotions, but there are an infinite number ways of feeling things.

You can have a “small” emotion of hate and you could say that you have the feeling hate then, if it is large you could say you are being emotional about hate, or are experiencing the emotion hate. You can have the same emotion of hate in different situations, but each time the feeling is going to be at least slightly different.

You can recognise any feeling that is what makes it a feeling. If you are sad that is a feeling, but if you are depressed that is not a feeling it is more like an emotion. You can not identify why you are depressed but you can usually identify why you are sad.

Feelings are more immediate, if something happens or is happening, it is going to result in a feeling. However, if something happened a long time ago, you are going to think about it unconsciously and that is going to bring up unconscious feelings. So emotions are unconscious feelings that are the result of mostly unconscious thoughts. Feeling is defined as something you can identify. Also, you can not identify the unconscious thought that caused the unconscious feeling, but you can identify the unconscious feeling itself, that is emotion.

Another aspect of unconscious thought, emotion, or unconscious feeling (all three are the same) is that it tends to be mixed into the rest of your system because it is unconscious. If it was conscious then it remains as an individual feeling, but in its

unconscious form you confuse it with the other emotions and feelings and it affects your entire system. Therefore most of what people are feeling is just a mix of feelings that their mind cannot separate out individually. That is the difference between sadness and depression. While depression lowers the person's mood and affects all his feelings and emotions, sadness is just what the individual feeling. So the reason that the depression affects all other feelings is because the person can no longer recognise the individual sad emotions that caused it. The feelings become mixed. If someone can identify the reason they are sad then they become no longer depressed, just sad.

That is why an initial event might make someone sad, and then that sadness would later lead into a depression, is because you forget why you originally got sad. You might not consciously forget, but unconsciously you do.

That is, it feels like you forget, the desire to get revenge on whatever caused the sadness fades away. When that happens it is like you "forgetting" what caused it. You may also consciously forget but what matters is how much you care about that sadness. It might be that consciously understanding why you are depressed or sad changes how much you care about your sadness, however. That would therefore change the emotion/feeling of sadness.

The more you care about the sadness/depression, the more like a feeling it becomes and less like an emotion. That is because the difference between feelings and emotions is that feelings are easier to identify (because you can "feel" them easier).

Anger as an emotion takes more energy to maintain, so if someone is punched or something, they are only likely to be mad for a brief period of time, but the sadness that it incurred might last for a much longer time.

That sadness is only going to be recognisable to the person punched for a brief period of time as attributable to the person who did the punching, after that the sadness would sink into their system like a miniature depression. Affecting the other parts of their system like a depression.

In review, both feelings and emotions are composed of unconscious thoughts, but feelings are easier to identify than emotions. Feelings are faster than emotions in terms of response (the response time of the feeling, how fast it responds to real world stimulation) and it takes someone less time to recognise feelings because they are faster.

Feelings are closer to sensory stimulation, if you touch something, you feel it and that is a fast reaction. You care about the feeling so you can separate it out in your head from the other feelings. "You care" in that sentence could be translated into, the feeling is intense, so you feel it and can identify it easily. That is different from consciously understanding why you are depressed or sad. You can consciously understand why you are depressed or sad, but that might or might not affect the intensity of that sadness.

If the intensity of the sadness is brought up enough, then you can feel that sadness and it is not like a depression anymore. It is more like an individual feeling than something that affects your mood and brings your system down.

Also, if you clearly enough understand what the sadness is then it is going to remain a sadness and not affect the rest of your system. That is because the feeling would get mixed in with the other feelings and start affecting them.

The difference between emotion and feeling is that feelings are easier to identify because they are faster, a feeling is something you are feeling right then. An emotion might be a deeper experience because it might affect more of you, but that is only because it is mixed into the rest of your system. That is, a depression affects more of you than just an isolated feeling of sadness. In other words, people can only have a few feelings at a time, but they can have many emotions at the same time. Emotions are mixed in, but to feel something you have to be able to identify what it is, or it is going to be so intense that you would be able to identify what it is. Emotions just feel deeper because it is all your feelings being affected at once.

Emotions are greater than feelings and therefore they must have more parts in order to cause that greater feeling. Feelings are easy to understand because they are simple, but emotions are harder to understand because they are more complicated. A moody person would be described as emotional because emotion is a component of mood. Emotion is something that affects your entire system like a depression does. A feeling such as sadness is only an individual feeling and can be identified as such.

If something is intense, then it is a feeling, emotions are not intense they are deep. They are not as intense as feelings but you could call them intense. Feelings are more intense because that is how we define feelings, if you can feel something then it is a feeling because, well, you “feel” it. Emotion is just something that affects you, your mood, how you are, etc. That is why feelings are easier to identify, because they are more intense. Emotions are deeper, however, when someone becomes emotional you can’t just snap out of it instantly, it hangs around in your system. That is why they are probably made up of more parts than feelings are.

Why then do some simple things cause us to become more emotional if emotion is a deeper experience? That is because the feeling must trigger emotions, the simple thing is actually a feeling itself, but it triggers emotions. Like how colour can be more emotional than black and white. It is actually that colour causes more feeling, and we become emotional then about that feeling. But while you are looking at the colour it is a feeling which you are feeling, not an emotion. The feeling made you feel good, however, and that good feeling infects the rest of your feelings and emotions, and then you become emotional.

In fact, all feelings make someone more emotional. The only difference between feeling and emotion is that feeling is the immediate feeling you get from something. It is the thing which you are experiencing currently. Feeling is another word for current stimulation. You can only feel something that you are either thinking about or experiencing. Otherwise you aren’t really feeling it, and it is an emotion. That is why the word feeling is the word feeling, because you can feel it intimately, closely.

Emotion is such a strong feeling that it must be the combination of thoughts and feelings. By a combination of feeling and thought it means a combination of what it feels like to have a thought, with the feeling of what it feels like to have a feeling – It don’t mean the combination of actual verbal thoughts with feelings, but non-verbal thoughts which are like verbal thoughts in that they are about something, you just can’t identify what it is all the time because it is non-verbal.

Since thoughts are conscious and unconscious, emotion could be redefined as the combination of feeling and thought – that you only have emotion when you are thinking about something, and feeling something at the same time, and the combination of the two results in individual emotions. There is evidence for this from the facts that you can only experience one strong emotion at a time, and you can also only think about one strong emotion at a time.

That shows how emotions are pulled up by thoughts, or controlled and generated by them. It might be that this only applies to strong emotions, but it depends on each individual's definition of emotion (it might vary), but I don't think anyone can experience two strong emotions simultaneously. You can feel it for yourself, try and feel any combination of the following emotions (strongly) at the same time – anger, fear, sadness, disgust, surprise, curiosity, acceptance, or joy. You just can't do it. A slight feeling of curiosity is exactly that, a feeling and not an emotion. Emotions are stronger than feelings, and stronger than thoughts, but what are they made of? The only logical conclusion is that they are made up of thoughts and feelings.

2.7 LET US SUM UP

Motivation is the activation or energisation of goal-oriented behaviour. Motivation is said to be intrinsic or extrinsic. Motivation is to give reason, incentive, enthusiasm, or interest that causes a specific action or certain behaviour. Motivation is present in every life function. Simple acts such as eating are motivated by hunger. Education is motivated by desire for knowledge. Motivators can be anything from reward to coercion.

Emotions are our feelings. We feel them in our bodies as tingles, hot spots and muscular tension. There are cognitive aspects, but the physical sensation is what makes them really different. Emotions often lead to coping activities. When we feel something, we consequently respond to that feeling. This can be both in the immediate (and often subconscious) response to the feeling and also in the more thoughtful handling of the aftermath. Where this has been a negative feeling, the response may range from vigorous justification of our actions to conciliatory apologies and other 'making up'.

2.8 UNIT END QUESTIONS

- 1) Define and bring out the meaning of motivation.
- 2) Discuss the theories of motivation?
- 3) Elucidate the drive reduction theory and arousal theory of motivation.
- 4) What is the theory of motivation of Rotter's? Explain.
- 5) What are the psychological explanations of motivation?
- 6) Discuss Maslow's theory of hierarchy of needs and relate it to motivation.
- 7) What are the various types of motivation? Differentiate between the intrinsic and extrinsic motivation.
- 8) Define emotions and bring out the characteristic features of emotions.
- 9) Elucidate the theories of emotion.
- 10) Discuss the importance and relationship of feelings and emotions.

2.9 SUGGESTED READINGS

Edwards, David C. (1998). *Motivation and Emotion: Evolutionary, Physiological, Cognitive, and Social Influences*. Sage Publications, NY.

Reeve, Johnmarshall (2005). *Understanding Motivation and emotion*. Wiley, John Wiley and Sons, Inc. NJ