

## **Unit 9**

# **MOTIVATION**

**After reading this chapter the student will be able to:**

Understand the concept of motivation

Understand various important motives and their characteristics

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## Introduction

In our day-to-day life we will find many examples that can help us in understanding the important role of motivation in human life, for example- Why do we eat food? Why does an individual want to become a member of any group? Why does a student work very hard to come first in class? Why does Sagar want to participate in state level cricket team for which he is taking intensive training from cricket academy? Why does one individual attack another? Etc. These examples indicate that behind every behavior there is some kind of a motive. Behind every behavior and motivation there is some goal or an objective. To achieve this goal/objective an individual will engage in doing one thing or the other persistently until it is achieved. This chapter will help you in understanding motivation and its related concepts and various types of motives.

In everyday life we perform numerous tasks and activities. Why do we perform these tasks? We perform them because there is some definite motive behind it. Thus motivation can be understood as some kind of internal force which arouses or initiates action on the part of the organism. For example, when you go to a restaurant to eat food, either the taste of the food or the nutritive value of the food will motivate you to eat.

### Meaning of Motivation:-

The concept of motivation throws light on the fact that what impels or pushes organisms into activity, giving them direction. The term motivation has been derived from a Latin word “movere” meaning “to move” and we can consider motive as a mover of behavior. Many of our day-to-day behaviors can be explained on the basis of different motives

like why do you go to college or university? There can be many reasons for it like, you may want to gain knowledge, you want to make friends, or to get a good job you need a degree or diploma, or else you want to make your parents happy and proud, etc. Motivation is one of the determinants of behavior. Basic instincts, internal needs, goals or objectives, drives are catalysts of motivation.

In psychology, the term motivation refers to an internal state, which when arises leads to a feeling of anxiety. The individual strive to overcome this anxiety. This is an internal state arise because of some need, deprivation, want or desire.

When an individual experiences a need or deprivation or wants to fulfill any desire then he/she performs a specific behavior. For example, a person feels thirsty when there is a change in his internal state. Because of this change in the internal state the individual feels anxious. To overcome anxiousness and maintain bodily homeostasis he needs water. To fulfill this need he looks for water and drinks it. He will not look for any other thing because only water can gratify/fulfill his thirst.

This example states that the behavior of an individual moves in a specific direction that is we can say that motivated behavior is specific and goal oriented. There is one more characteristic of motivated behavior that is the achievement of the goal leads to satisfaction or relief, ending the anxiousness for the time being.

### According to Morgan and King, (2000);

“Motivation refers to the driving and pulling forces which results in persistent behavior directed towards a particular goal.”

According to Baron (1995), “Motivation refers to the internal process that can’t we directly observe

but that activates, guide and maintain overt behavior.”

On the basis of analysis of definitions by various psychologists, the concept of motivation has following features:

1. Motivation is an internal state.
2. This internal state initiates action on part of the individual.
3. The activities which arise due to this internal state are in a specific direction and goal oriented.
4. Motivated behavior continues until the goal is not achieved.

We can understand this process with the help of following example- Suppose you are hungry, to gratify hunger you will visit a restaurant and eat food. In this situation hunger is an internal state. It is covert (not visible) in nature. This primary factor in the process of motivation is known as a “need”. The “need” initiates’ goal directed behavior on part of the individual like – going to the restaurant, enquiring about food, etc. (secondary factor). The feeling of tension & anxiety which leads to action or behavior is known as “drive”. All the actions and behaviors performed by an individual move in a specific direction and towards a specific goal (third factor). In the example stated above having food is the ultimate goal. Psychologists have termed it as “incentive”. The forcefulness of the self activity/behavior will persist until the person consumes food in this example.

### **Basic Motivational Concepts**

To understand the concept and process of motivation psychologists have propounded the “motivational cycle”. There are 3 main elements in this cycle- Need, Drive and Incentive or Goal.

**1. Need:** Lack of some necessity generates need. Need is experienced when there is deficit of something. Needs may arise due to either internal or external factors. For example-the need for food or water is experienced when the body is deprived of food and water. Similarly any behaviors like sleep, protecting oneself from threat, attaining knowledge etc. arise due to deficit of some kind. This is the first phase of the motivational cycle because need gives rise to or initiates motivation and motivated behavior.

**2. Drive:** A drive is a state of tension or arousal produced by a need. It energizes random activity. It evokes some behavior which is instrumental in arriving at the goal. Drive includes two elements- Strength and Behavior which impel the individual to move towards the goal. The result of drive is that it pushes an individual towards goal attainment and this is known as motivated behavior.

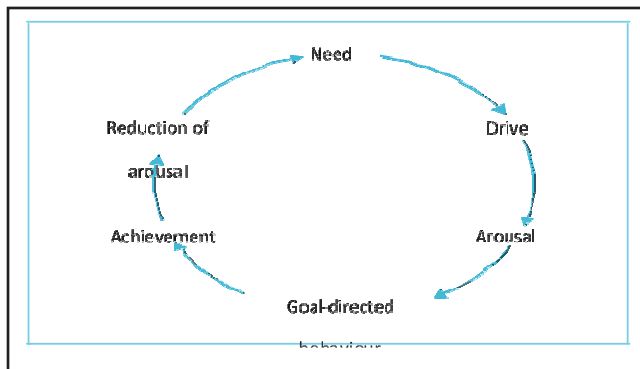
**3. Incentive or goal:** Incentive or goal is the third stage of motivational cycle. Incentives or goals attract the individual towards it and because of these the needs of an individual are fulfilled and drive reduction takes place. For example- for a thirsty person water is the goal, consumption of which the thirst will be satisfied and state of tension will reduce.

For any object to be called a goal or incentive, it is necessary that it is related to the specific need. Incentives are of two types- Positive & Negative. Positive incentives are those incentives which a person wants to achieve because achieving these would lead him towards fulfillment of his needs. Food, water, sex are examples of positive incentives. Negative incentives are those from which a person wants to move away. Moving

away from these will help the person in fulfilling his needs like, punishment, flash of light, high temperature, extreme cold etc.

### Motivational Cycle

Psychologists use the concept of need to explain motivated behavior. Lack or deficit of any important thing is known as need.



Need gives birth to arousal. Any need which leads to a state of tension is arousal. This in turn leads to goal directed behavior and ultimately attainment of desired goal. Therefore, the state of anxiety subsides and activity reduces and the person reaches a state of homeostasis.

### Kinds of motives

There are two basic kinds of motives- Biological motives and psychosocial motives. Biological motives are also known as needs that arise from bodily needs because they are regulation is dependent on body functions.

Unlike these, the psychosocial motives primarily are learnt by the individual through the external environment. Both these motives are interdependent. In some situations the biological factors give birth to some motive and in other situations it is the psychosocial factors which give rise to some motives. Therefore motives are neither biological nor psychosocial but it presents itself in a combination of both factors.

**1. Biological Motives:** These motives are present from the time of birth of a person and are important for existence. These motives are also known as bodily needs or motives. Some psychologists like Shariff have pointed out some minimum standards and/or characteristics on the basis of which any motive can be categorized as a biological motive. These are as follows:

- i. Biological motives are common among the members of a specific species.
- ii. These motives arise when any biological need is not fulfilled and homeostasis is disturbed.
- iii. When biological needs are not met.
- iv. Biological motives or disturbed bodily homeostasis lead to an aroused state and it leads to goal directed behavior.

There are five primary biological motives which are as follows: hunger, thirst, sleep, sex and excretion. All these motives maintain a state of balance in human body. This is known as homeostasis. If because of any reason a state of deficit or imbalance is created, then biological motives come into action.

**Hunger motive:** When a person feels hungry he needs food. This motive compels him to get food and motivates him to eat. Food is that stimulus which satisfies hunger drive. The stimuli for hunger include stomach contractions, which signify that the stomach is empty. As a result feels stomach ache and he feels hungry. This type of pain is known as hunger pain. Psychologists called it local stimulus of hunger theory.

There are two main principles of hunger motive:

- i. There are two areas of the hypothalamus

which regulate hunger motivation i.e. lateral hypothalamus and Ventromedial hypothalamus. Stimulation of Lateral hypothalamus excites eating behavior. Stimulation Ventromedial hypothalamus inhibits eating behavior in an organism.

- ii. A low concentration of glucose in the blood makes a person feels hungry. When a person fasts for a very long time it leads to decline in glucose level, a low level of protein and the amount of fat stored in the body. The liver also responds to lack of bodily fuels by sending nerve impulses to the brain. As a result the person feels hungry.

Anorexia nervosa and bulimia nervosa are two eating disorders. Anorexia nervosa is a condition in which a person fears putting on weight, as a result he/she stops eating food at all, which leads the person to become under weight. Bulimia nervosa is a condition in which a person has a very frequent desire to eat food due to which he over eats and becomes over weight.

2. **Thirst motive-** thirst is an innate motive when deprived of water for a very long time our mouth and throat dries up which makes us feel thirsty. The double depletion theory explains thirst motivation in the following ways-

loss of water in bodily cells (cellular dehydration) and loss of blood (hypovolemia). When there is excess loss of water from the body the cells get dehydrated. In such a situation hypothalamus sends message to special nerves known as osmo receptors which when gets active and sends to the brain that the body is deprived of water and the person feels thirsty. This state in which there is excess loss of water from cells is known as **cellular**

**dehydration.** Due to loss of water the blood pressure goes down. When blood pressure is low the vasoreceptors in the kidney get active. During this time a special chemical substance known as rennin is secreted from the kidney which when mixes with blood produces a chemical substance known as Angiotensin-II. This AngiotensinII makes a person feel thirsty.

3. **Sex motive-** sex motive is the third biological motive. This motive is partially biological and partially social in nature. These motives are dependent on somatic conditions and another individual is involved. This is also known as **biosocial motive.**

This motive is different from other primary motives in many ways. For instance, sexual activities are not necessary for an individual's survival as in the case of drinking and eating. Sex drive increases the tension or arousal. Homeostasis is not the goal of sexual activity. Sex drive develops with age it reflects the interplay of both biological and learned factors. Sex glands or gonads produce hormones (testosterone in males and estrogen in females) that play a role in activating sexual behavior. Both these hormones are found in both sexes, the only difference is the amount in which it is found. In females the female hormone is found more as compared to males and vice-versa.

Sex hormones interact with central nervous system. A part of central nervous system specially Hypothalamus activates anterior pituitary gland which release a hormone which affects both sex gland and adrenal gland which again secrete a sex hormone. After that sex hormones mix in blood and reach to hypothalamus. As the result, involved neural network in sex stimulation activates.

Special region of hypothalamus which play an important role in activate of this network, it is called **preoptic region**.

**4. Sleep Motive:** sleep is the fourth important innate motive of organisms. There are two kinds of sleep-

- i. rapid eye movement sleep or REM sleep
- ii. Non-rapid eye movement sleep or Non-REM sleep

During REM sleep the person does not go into deep sleep instead he dreams. In this sleep the person is partially awake and there is rapid eye movement. 20% of the normal sleep is REM sleep. This sleep is also known as dream sleep. There are two characteristics of REM sleep. With increasing age the percentage of REM sleep decreases. In children 50% of sleep is REM sleep but in adults it reduces to only 20%. The other feature of this is that it is found only in mammals.

In non REM sleep the person experiences deep sleep and sensory processes also decrease drastically. In this type of sleep the rate of respiration, heart rate and blood pressure lowers down unlike in REM sleep.

### **Psychosocial Motives**

Psychosocial motives are also known as acquired motives. These are not innate but individuals learn or acquire them socially to excel throughout his lifetime. Such needs are not necessary for an individual to survive biologically but are necessary for surviving socially. These motives are called as social motives because individuals learn and acquire in social context among family, neighborhood, school, college, friends etc.

Following are the major psychosocial motives:

**1. Affiliation Motive:** Group or collectivity

constitutes an important feature of human life. Affiliating or relating with others is a major part of our life. Nobody wants to live alone. Whenever people see some similarities they form small groups. Group formation is an important feature of human existence. Often people put deliberate efforts to relate to others, help others and become a member of some groups. It involves motivation for social contact. It is also considered as the tendency to receive gratification from harmonious relationships and from a sense of communion. Social relationships are required when people feel threatened, fearful, and helpless and also when they are happy. People with high affiliation motive seek the need to form and maintain relationships, friendships, to live with others, to cooperate.

**2. Power Motive:** Power motive is another social motive. Power may be described as individual's tendency to dominate, influence or command over others. Power motive includes traits like-influencing, control, leadership, attract others, and to have status and prestige among others. People with high power motive demonstrate behaviors such as participating in sports and games (competitive), showing aggressive behavior, attaining high position in an organization from where he can manipulate and manage the activities of other people or masses in general, collecting material possessions so that others perceive them as being powerful, they strive for high political gains and positions, etc.

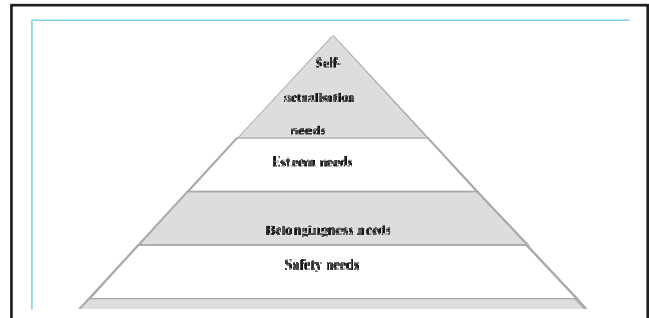
**3. Achievement Motive:** Achievement is often associated with various competitive endeavors in life. For example some students may set a high standard of performance or level of aspiration and reach this through his own efforts, overcoming obstacles to his/her success. Or they may compete

with others because getting good marks or excelling will motivate them to study further or get a good job. Achievement motivation refers to the desire of a person to meet standards of excellence. The need to achieve is also known as n-Ach, directs behavior and influences perception of situations. Achievement motivation is acquired by children during the formative stages of social development. They learn it from their parents, other role models and socio-cultural influences. People with high achievement motives give importance to tasks that are moderately difficult and challenging. These persons are future oriented and persist more on the task. Also they are upwardly mobile.

### **Maslow's Need Hierarchy**

The hierarchy of needs was given by Abraham Maslow. He classified needs in order of priority. His theory is also known as the self actualization theory. This theory is popular because of its applicability.

We can understand this model in the form of a pyramid or hierarchy. At the bottom of this hierarchy are the basic physiological needs such as hunger, thirst, sleep and sex. Only when these needs are met, the need to be free from threatened danger arises. This refers to safety needs (physical and psychological). Next is the need to love and be loved. If we succeed in satisfying this need then we move to feel esteemed by ourselves and by others. The cognitive needs are next. They include needs for knowledge, understanding, and novelty and actualization. Such people are humorous and are capable of making meaningful relations. Until the lower level needs are met an individual cannot move towards attaining the higher level needs.



**Key terms:** Need, Drive, Incentive or Goal, Biological needs (Hunger, thirst, sex sleep), Psycho-social needs, Hierarchy of needs (biological, safety, attachment, esteem and self-actualisation).

### **Summary**

- Motivation is a process that starts, directs and maintains behaviour. It can be inferred with the help of characteristics such as goal preference, strength of activities and persistence.
- There are two types of motives: biological and psycho-social. Biological motive such as hunger and thirst are essential for survival. Biological motives are also known as needs that arise from bodily needs because they are regulation is dependent on body functions.
- Biological motives are also known as innate motives. Biological motive depends on biological factors like hormones, nervous system, Brain structure etc. Hunger, Thirst, Sex and sleep are examples of Biological motive.
- Psychosocial motives are also known as acquired motives. These motives are called as social motives because individuals learn and acquire in social context among family, neighborhood, school, college, friends etc. Affiliation motive, Power motive and Achievement motive are examples of Psychological motive.

- Maslow proposed that all our needs are arranged in a hierarchy. Biological needs provide the foundation. When these needs are satisfied they give rise to safety needs, attachment, esteem, cognitive, esthetic and, self-actualisation and transcendence.

### Multiple Choice Questions

1. The motivation word of English language was formulate by which Latin word  
(a) Movere (b) Move  
(c) Motive (d) Movers
2. Which one is not basic concept of Motivation  
(a) Need (b) Drive  
(c) Achievement (d) Incentive/goal
2. What is the Biological motive?
3. What are the differences in Biological and psycho-social motive?
4. Explain the biological base of hunger motive?
5. What is biological base of thirst motive?
6. Which are the needs explained by maslow?
7. Explain the achievement motive with the help of an example?
9. What is the significance of motivation in human life?
10. Explain the affiliation motive with the help of examples?

### Very-short answer type questions-

1. Define Motivation?
2. What is possible any behaviour in the deficient of motivation?
3. What is need?
4. What is drive?
5. What are the Innate/Biological motives?
6. What are the Psycho-social/acquired motives?
7. Achievement motive as a psychogenic need first propounded by which psychologist?
8. What are the main sign of motivational cycle?
9. Hierarchical format of motivation propounded by which psychologist?
10. Write any two symptoms of motivational behaviour?

### Short answer-type question-

1. Explain the nature of motivation?

### Essay type questions-

1. Describe all basic concepts of motivation with the help of examples?
2. What do you understand by motivation? Write the characteristics of motivated behaviour?
3. Explain biological motives with meaning in detail?
4. Write an essay of psycho-social motive?
5. What are the views of need hierarchy of maslow? Describe with the help of examples?
6. How do effect affiliation motive, power motive and achievement motive to life of adolescence? Describe.

### Answers to Multiple Choice Questions

1. (a) 2. (c)

# Unit 10

## EMOTIONS

**After reading this chapter the student will be able to:**

To Understand Meaning & Nature Emotions

Different Bases of Emotions

To Understand classification of Emotions

To understand Positive & Negative Emotions

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## Introduction

There are three ancient fields of psychology- Cognition, Conation and Emotion. Out of these emotion is considered as a basic source of an action. 'Emotion is a self defining term. Happiness, Optimism, Anger, Fear are some of the main emotions which are present in our life. For example, after all her efforts Sita failed in the examination than she would feel sad and depressed and if Rahul gets success in his first attempt than he will become happy and optimistic. This chapter will help you to understand meaning and nature of emotions. Here physiological, cognitive and cultural aspects of emotion are explained. Along with this positive and negative emotions are also discussed.

### Meaning and nature of emotions:

Emotion is a term which we all understand. Anger, fear, happiness are the main emotions of life. Psychologists have tried to explain emotion but as it a complex state, therefore there is no full consent about the definition. 'Emotion' is derived from Latin word 'emovere', which means to excite. Keeping its verbal meaning in mind it can be said that emotion is the second name of an excited state of a person. According to Geldard, "Emotions are igniters to actions."

According to English and English, "Emotion is a complex feeling state accompanied by characteristic motor or glandular activities."

According to Baron, Byrne and Kantonivitz, "By emotion we mean a subjective feeling state involving physiological arousal, accompanied by characteristic behavior."

According to Santrock, "We will define emotion as a feeling or affect that can involve physiological arousal, conscious experience and behavioral

expressions."

On the basis of above definitions it can be concluded in context of emotions that:

1. Emotion is a complex state.
2. The second important aspect is the bodily reactions.
3. Emotion involves some expressive behavior.
4. Emotion necessarily involves some variety of subjective feelings.

### Physiological basis of emotion:

It means internal bodily state because of arousal of emotions, in the absence of these internal bodily changes the intensity of emotions can't be produced within a person. In fact what a person feels in form of emotions is a result of these internal bodily changes. Change in Heart rate, pulse rate, respiration rate, blood pressure, etc are some major bodily changes occurs with the change in emotions. According to Williams James, any incident in an environment produces bodily reactions than a person experience emotion. Therefore when a child saw a bear (incident) he started running (bodily reaction) and then he will feel fear (emotion). Another psychologist named Lang also gave such type of views therefore this theory is called as a James Lange theory. In contrary to this theory Canon- Bard said that in the presence of any particular stimulus the cortex produces together, the bodily reactions and emotion. Emergency reactions and feeling of emotion are experienced together rather occurring one by one.

Many researchers have cleared that there is a role of centrally located part of brain called Limbic System in emotions. It is found that higher order expression of emotions can be suppressed or

stopped. It is also found that left hemisphere is responsible for generation of positive emotions and right hemisphere is responsible for negative emotion. Whenever there is any type of damage in the left part of the brain it develops depression, anger, and disappointment, while the damage in the right hemisphere produces hedonism or stability. The chemical reactions that take place in the brain are associated with the experience of emotions.

Autonomic nervous system plays a role in emotions. Suppose you are walking on an isolated road all of a sudden a man comes out from a dark corner, in this terrorizing situation noticeable changes can be seen, which explain the activation of parasympathetic system. Contraction occurs in the nerves going towards stomach and intestines as a result of which digestion stops. Pancreas secretes a hormone named glycogen, which ignites the liver so that it releases the stored sugar in the nerves. Adrenal secretes a hormone epinephrine. Deep breath and speedy respiration can be there. As the heart beat increases it speeds up the blood circulation. Dilation in pupil occurs and the sweat glands activate muscles of neck and shoulders get high strain and muscles under skin contract. When the fear-producing situation finishes or vanishes then other physical changes related to sympathetic system take place.

#### **Physical measures of emotions:**

Emotions and other changes which take place in the body can be measured. One of such kind of an instrument is called as polygraph. With the help of this changes occurring in the nervous system of a subject can be measured,

#### **Polygraph and Lie detection:**

During lie detection test, many neutral questions

are framed in the beginning so that a base structure can be prepared. These are simple questions. Later on such questions being asked which contain information regarding crime, and only a criminal will know the answer. Unfortunately polygraph is not a reliable technique for lie detection. This test works on a hypothesis that lie can be detected. It has to keep in concern that other factor than lie like happiness, pain anxiety, fear etc can also bring change in physical excitation. Individual differences can be seen. Even a person can lie in this test. Rather than this fact this test can be used to detect lie.

#### **Cognitive basis of emotions:**

Cognitive basis means how a person perceives, interprets and understands any stimulus or a situation, because on the basis of these cognitive operations he will experience any emotion. For an example, if you are all alone at night suddenly any door or window strikes on the wall due to wind; then you might be scared of thinking that a thief is trying to enter in the house. Here the origin of emotion 'fear' is a special cognitive explanation.

#### **Cultural basis of emotion:**

Rather than physical and cognitive basis of emotions cultural basis are also important in emotions. Generally the basis emotions are innate and natural; one need not have to learn them. Mostly psychologists believe that facial expressions and emotion have a prominent biological relationship. For an example those children who were blind by birth and had never seen anybody smiling, smiled in a same manner as a normal vision child will do. On comparing different cultures it is clear that learning plays an important role in emotions. This is of two types. First, in some cultures eclectic

approach of emotion expression is promoted; while in some cultures modeling and reinforcement are used to teach how to express the emotions in a limited extent.

Second learning is more dependent on those stimuli which elicit emotional reactions. It is found that those persons who developed phobia of lift, cars etc, it can be learned by them through fear modeling or classical conditioning.

### **Positive Emotions:**

Happiness, empathy, optimism, gratitude: It is a mental and expressive state of a healthy person. According to Lazarus, happiness is “a result of right progress towards the direction of a right target.” Therefore if your target is to achieve highest marks than taking each step towards this target will develop a feeling of happiness. Are biological components associated with happiness? According to the results received from researches it is found that there is a neurotransmitter named norepinephrine is present in the brain. When the level of norepinephrine is high in the brain than happiness is felt and when the level is low depression is being felt.

Empathy is capability to understand other's feelings. The meaning of empathy is to visualize the objects or situation from other's point of view, so that we can understand about the feelings of the other person. It is easy to provide empathy to anybody if we have gone through the same situation before.

**Optimism:** It is an emotion along with this it is a descriptive style. According to Share and Carver, optimism is an expectation, in which one belief that whenever there is any problem in life it is for good rather than being bad. Therefore optimism

is used to project positive view among people. For an example, if we prepared so well for an exam and that exam gets postponed for few days than an optimistic person will think that now he will get some more time to prepare well. Is there is any biological basis of optimism? A neurotransmitter named endorphins is found in brain. It has two qualities- to prevent from feeling pain and to produce elation. According to Leonyl Tiger, we are biologically adapted to feel positive emotions rather we have to face failures. According to many personality theorists optimism is a personal quality, not an emotion. According to them it is a natural behavior. Therefore some people are optimistic by nature or depressive.

**Gratitude:** Gratitude is an emotion through which we appreciate everything we have. According to Robert Emmons there are two main components to pay gratitude: First, we accept that we have the best things of this world. Second, we support that the origin of goodness exists outside us. We accept that other people and spiritual powers provided us with many gifts and graces due to which goodness exists within us and in our lives. Because paying gratitude not only encourages us but also motivates to do something good for others. It helps in developing qualities like helpfulness and kindness.

**Anger:** Anger is a negative emotion. It distracts us or in other word in this situation person has no hold on his behavior. The main source of anger is frustration. Anger is not a reciprocal of anything, rather is a result of our thinking. It is not automated nor it is out of control and neither is it produced by others. It is generated by the options chosen by a person. As anger is produced by the thoughts

therefore it can be controlled by thoughts. The important points in anger management are:

Try to find out the strength of your thoughts.

Only you can control your anger

Avoid negative self conversation. Don't expel negative emotions too much.

Don't transpose charges of hidden motives and acts, behind others behavior.

Don't let the irrational beliefs to be developed about any situation or a person.

Try to find out creative methods to express your anger. Try to control the limit and timing of your anger.

**Fear:** Fear is a primary emotion. It is rarely felt by a person. It is considered as a negative emotion. It is generated with a feeling or sense of danger. In this situation person tries to move away from the danger. Much kind of behaviors can be expressed in fear. Example to run with fear, crying, screaming and sometime person faints in fear. Increase in heart rate, respiration and blood pressure can be seen. In this situation person wants to reach to a safe place.

There are different causes of feeling fear. There can be difference in causes of fear of a child, an adult or an old person. Generally it is seen that small children feel fear from unusual and unfriendly objects and loud noise (Friedman, 1969). On contrary to this an adult or an old person feels fear in danger situation. Feeling and origin of fear, depends upon the age, experience, gender, personality, cultural and social factors of a person. If fear settles down permanently in the behavior then it affects the adjustment and health of the person.

**Anxiety:** Anxiety is counted as a negative emotion. The source of its origin can be cognitive

or fantasy or sometimes both. The anxiety means the unexpected extremely large and generalized sadness or only suspect of it. The causes of anxiety are sometimes clear and sometimes unclear. The anxiety works as a motivator for a person, when the anxiety takes a huge form than it is called as free floating anxiety. Long term stress and conflict also produces anxiety, when the anxiety is originated from real causes than it is called as objective anxiety. On contrary to this unconscious conflicts produces neurotic anxiety. According to Hilgard et al, (1975), anxiety develops by physical problem, unconscious conflicts, frustration and suspect of loss of self esteem, and if it happens than a person tries to get rid from the anxiety or at least try to decrease this. Defense mechanism can be used to get rid from the tension originated due to anxiety.

**Main terms:** Emotions, Physical arousal, sympathetic system, contraction, polygraph, Modeling, Empathy, Neurotransmitter, Anxiety.

**Important points:**

Emotion is a complex state. In this a person performs some bodily reactions and expressive behavior and it contains some subjective feelings.

Central and A.N.S plays an important role in emotions.

Left hemisphere of the brain is responsible for generation of positive emotions and right hemisphere is responsible for negative emotions.

Emotions and bodily changes can be measured. List includes polygraph test which is used to detect lie.

Cognitive basis of emotions means how does

a person perceive any situation or a stimulus and interpret.

On comparing different cultures it is clear that learning plays an important role in emotions.

Emotions are of two types: positive – happiness, empathy, optimism, gratitude and negative emotions- anger, fear, anxiety.

### Multiple choice questions:

1. Emotion is made of which Latin word:
  - a. Emocation
  - b. Emovere
  - c. Emoverse
  - d. Emoveration
2. A person saw a bear or a lion and runs, that is why becomes afraid. This statement points out which of the following theory?
  - a. Canon – Bard theory
  - b. James Lange theory
  - c. Schachter- Singer theory.
  - d. Cognitive appraisal theory
3. Polygraph is used to:
  - a. detect intelligence.
  - b. detect aptitude
  - c. detect attitude
  - d. detect lie
4. Which part of brain is responsible for positive emotions?

- a. Right hemisphere
- b. Limbic system
- c. Left hemisphere
- d. Cerebellum

### Very short answers questions:

1. Define emotions.
2. Define word 'Emovere'.
3. Name the lie detection equipment.

### Short answers questions:

1. What do mean by physiological basis of emotions?
2. According to which theory both emotion behavior and emotion feeling takes place together?
3. What do you understand by empathy?

### Eassy type questions:

1. How the culture does affect the expression of emotions?
2. Define the emotion and discuss positive and negative emotions in detail.

### To do:

- ☐ Using polygraph technique students should try to detect lie.
- ☐ Visualize the expression of emotions in different culture.

### Answers to Multiple Choice Questions

1. (b)
2. (b)
3. (d)
4. (c)