
UNIT 3 STUDY GUIDE

Lecture 8: Due *before* class on 8th

MOTIVATION

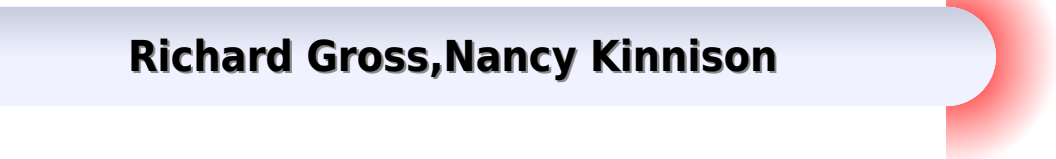
- **Motivation** - A process that guides behavior toward a goal, and dissipates once the goal is reached
- Motivation and emotion give impetus to behavior
- Motivation Maintains_____, or internal equilibrium. E.g. temperature nutrient content, etc.
- _____ - individuals are motivated to maintain a certain set point to maintain equilibrium.
- Clark Hull felt that an internal state called **drive** motivates organisms to seek or avoid important things
- When the important stimulus is obtained individuals experience_____.
- Other psychologists feel external incentives can pull organism toward performing a behavior
- _____ **rewards** - rewards that are inherent in activity, e.g. pride in a job well done, fun of a sport.
- _____ **rewards** - rewards that are external to a task, e.g. money, praise.
- Extrinsic rewards can sometimes undermine intrinsic rewards
- In a study, children that already enjoyed playing with parkers played with them less if they were told they would get a certificate

HUNGER

- How much and when do we choose to eat?

Psychology 1010 Unit 3 Study Guide

Richard Gross, Nancy Kinnison



Psychology 1010 Unit 3 Study Guide:

Towards a neuroscience of social interaction Ulrich Pfeiffer, Bert Timmermans, Kai Vogeley, Chris Frith, Leonhard Schilbach, The burgeoning field of social neuroscience has begun to illuminate the complex biological bases of human social cognitive abilities However in spite of being based on the premise of investigating the neural bases of interacting minds the majority of studies have focused on studying brains in isolation using paradigms that investigate offline social cognition i e social cognition from a detached observer s point of view asking study participants to read out the mental states of others without being engaged in interaction with them Consequently the neural correlates of real time social interaction have remained elusive and may paradoxically represent the dark matter of social neuroscience More recently a growing number of researchers have begun to study online social cognition i e social cognition from a participant s point of view based on the assumption that there is something fundamentally different when we are actively engaged with others in real time social interaction as compared to when we merely observe them Whereas for offline social cognition interaction and feedback are merely a way of gathering data about the other person that feeds into processing algorithms inside the agent it has been proposed that in online social cognition the knowledge of the other at least in part resides in the interaction dynamics between the agents Furthermore being a participant in an ongoing interaction may entail a commitment toward being responsive created by important differences in the motivational foundations of online and offline social cognition In order to promote the development of the neuroscientific investigation of online social cognition this Frontiers Research Topic aims at bringing together contributions from researchers in social neuroscience and related fields whose work involves the study of at least two individuals and sometimes two brains rather than single individuals and brains responding to a social context Specifically this Research Topic will adopt an interdisciplinary perspective on what it is that separates online from offline social cognition and the putative differences in the recruitment of underlying processes and mechanisms Here an important focal point will be to address the various roles of social interaction in contributing to and at times constituting our awareness of other minds For this Research Topic we therefore solicit reviews original research articles opinion and method papers which address the investigation of social interaction and go beyond traditional concepts and ways of experimentation in doing so While focusing on work in the neurosciences this Research Topic also welcomes contributions in the form of behavioral studies psychophysiological investigations methodological innovations computational approaches developmental and patient studies By focusing on cutting edge research in social neuroscience and related fields this Frontiers Research Topic will create new insights concerning the neurobiology of social interaction and holds the promise of helping social neuroscience to really go social

Pain - E-Book Hubert van Griensven, Jenny Strong, 2022-12-10 *Pain* A textbook for health professionals provides a comprehensive guide to pain and pain management with a focus on interprofessional practice Written by internationally acclaimed authors and fully updated to reflect latest evidence and understanding this book bridges

the gap between theoretical underpinning and practice for assessment and management of patients with persistent pain all in clear and accessible language Now in its third edition the text emphasises personal aspects of pain and the therapeutic alliance as well as social and cultural aspects of pain pain education for patients and multidisciplinary and interdisciplinary working It will provide both students and clinicians with a new lens through which to understand a person's pain experience as well as tools for effective management Comprehensive information about all aspects of pain and pain management Relevant to a wide audience suitable for physiotherapists occupational therapists social workers nurses and GPs as well as undergraduate students Factual and informative for clinicians in everyday practice Includes information on acute as well as chronic pain New chapters on communication the language of pain pain education for patients multidisciplinary and interdisciplinary working and inequities in pain including pain in low and middle income countries and amongst indigenous peoples Updated chapters with new information about the psychology of pain Now with full colour artworks and page design

Psychology for Nurses and Allied Health Professionals: Applying Theory to Practice Richard Gross, Nancy Kinnison, 2014-04-04 Psychology for Nurses and Allied Health Professionals is a brand new textbook written for all those studying and working in nursing and in the allied health professions including midwifery and health visiting It provides comprehensive coverage of the core subject areas of psychology social processes such as conformity obedience social behaviour development across the lifespan including early experiences cognitive adolescence adulthood and old age as well as health psychology stress and personality Written by the bestselling Psychology author Richard Gross and Nancy Kinnison a highly experienced nurse and nursing lecturer Psychology for Nurses and Allied Health Professionals is a refreshingly new approach to applying the theoretical aspects of psychology to the practical aspects of nursing and health care This highly illustrated text is accessible practical and comprehensive

Rethinking Positive Thinking Gabriele Oettingen, 2014-10-16 The solution isn't to do away with dreaming and positive thinking Rather it's making the most of our fantasies by brushing them up against the very thing most of us are taught to ignore or diminish the obstacles that stand in our way So often in our day to day lives we're inundated with advice to think positively From pop music to political speeches to commercials the general message is the same look on the bright side be optimistic in the face of adversity and focus on your dreams And whether we're trying to motivate ourselves to lose weight snag a promotion at work or run a marathon we're told time and time again that focusing on fulfilling our wishes will make them come true Gabriele Oettingen draws on more than twenty years of research in the science of human motivation to reveal why the conventional wisdom falls short The obstacles that we think prevent us from realizing our deepest wishes can actually lead to their fulfillment Starry eyed dreaming isn't all it's cracked up to be and as it turns out dreamers are not often doers While optimism can help us alleviate immediate suffering and persevere in challenging times merely dreaming about the future actually makes people more frustrated and unhappy over the long term and less likely to achieve their goals In fact the pleasure we gain from positive fantasies allows us to fulfill

our wishes virtually sapping our energy to perform the hard work of meeting challenges and achieving goals in real life Based on her groundbreaking research and large scale scientific studies Oettingen introduces a new way to visualize the future called mental contrasting It combines focusing on our dreams with visualizing the obstacles that stand in our way By experiencing our dreams in our minds and facing reality we can address our fears make concrete plans and gain energy to take action In *Rethinking Positive Thinking* Oettingen applies mental contrasting to three key areas of personal change becoming healthier nurturing personal and professional relationships and performing better at work She introduces readers to the key phases of mental contrasting using a proven four step process called WOOP Wish Outcome Obstacle Plan and offers advice and exercises on how to best apply this method to daily life Through mental contrasting people in Oettingen's studies have become significantly more motivated to quit smoking lose weight get better grades sustain fulfilling relationships and negotiate more effectively in business situations Whether you are unhappy and struggling with serious problems or you just want to improve discover and explore new opportunities this book will deepen your ideas about human motivation and help you boldly chart a new path ahead

Critical Care Medicine E-Book Joseph E. Parrillo, R. Phillip Dellinger, 2013-10-16 Here is the most clinically oriented critical care text focusing on the adult patient In full color and superbly illustrated with clinical photographs imaging studies and management algorithms and with a broad multidisciplinary focus this text will help you enhance your skills at any level of training Stands alone as a clinically oriented comprehensive reference Completely updated and authorship expanded to reflect the evolution in critical care practice In color for the first time with new color schematics and treatment algorithms for greater ease of reference Utilizes key points lists at the end of chapter to help you make decisions rapidly and easily Delivers key references that list other useful resources for information Learn from the best ICU specialists worldwide with contributions from an increased number of international authorities Effectively manage common complications in the ICU with updated coverage of severe sepsis septic shock surgical infections neurogenic and anaphylactic shock severe heart failure acute coronary syndromes and Acute Respiratory Distress Syndrome Access the complete contents online at Expert Consult along with an image bank and instructional videos

The Oxford Handbook of Organizational Climate and Culture Karen M. Barbera, 2014-05-07 The Oxford Handbook of Organizational Climate and Culture presents the breadth of topics from Industrial and Organizational Psychology and Organizational Behavior through the lenses of organizational climate and culture The Handbook reveals in great detail how in both research and practice climate and culture reciprocally influence each other The details reveal the many practices that organizations use to acquire develop manage motivate lead and treat employees both at home and in the multinational settings that characterize contemporary organizations Chapter authors are both expert in their fields of research and also represent current climate and culture practice in five national and international companies 3M McDonald's the Mayo Clinic PepsiCo and Tata In addition new approaches to the collection and analysis of climate and

culture data are presented as well as new thinking about organizational change from an integrated climate and culture paradigm No other compendium integrates climate and culture thinking like this Handbook does and no other compendium presents both an up to date review of the theory and research on the many facets of climate and culture as well as contemporary practice The Handbook takes a climate and culture vantage point on micro approaches to human issues at work recruitment and hiring training and performance management motivation and fairness as well as organizational processes teams leadership careers communication and it also explicates the fact that these are lodged within firms that function in larger national and international contexts

Those Who Can Neil Bright, 2012-12-27 In any endeavor it is difficult to know what excellence is without knowing what excellence looks like Linking theory and practice Those Who Can Why Master Teachers Do What They Do illustrates what instructional excellence looks like by detailing what elite instructors do and as importantly why their pedagogical choices lead to uncommonly good student results Thoughtfully written clearly explained and thoroughly researched by a master educator with more than four decades of public school experience Those Who Can provides school administrators education students and teachers of all experience levels with a no nonsense practical blueprint indicating what instructional strategies promote learning what approaches undermine learner performance and the behavioral principles underlying both outcomes In demystifying the so called art of instruction the approaches outlined in Those Who Can will improve student achievement with little investment other than the time it takes to read the book the courage to implement its concepts and an open minded willingness to challenge the educational status quo of what is for the instructional promise of what could be

The Cambridge Handbook of Workplace Affect Liu-Qin Yang, Russell Cropanzano, Catherine S. Daus, Vicente Martínez-Tur, 2020-07-16 Are you struggling to improve a hostile or uncomfortable environment at work or interested in how such tension can arise Experts in organizational psychology management science social psychology and communication science show you how to implement interventions and programs to manage workplace emotion The connection between workplace affect and relevant challenges in our society such as diversity and technological changes is undeniable thus learning to harness that knowledge can revolutionize your performance in tackling workday issues Applying major theoretical perspectives and research methodologies this book outlines the concepts of display rules emotional labor work motivation well being and discrete emotions Understanding these ideas will show you how affect can promote team effectiveness leadership and conflict resolution If you require a foundation for understanding workplace affect or a springboard into deeper more interdisciplinary research this book presents an integrative approach that is indispensable

Methods for Researching Professional Learning and Development Michael Goller, Eva Kyndt, Susanna Paloniemi, Crina Damşa, 2022-08-30 This volume provides alternatives for tackling existing empirical methodological and analytical challenges It does so by providing a broad overview of less established as well as emerging methods which are of great relevance for current research on professional learning and development As such it offers a comprehensive collection

of state of the art methodologies and future directions within the workplace learning and professional development research. By describing these novel approaches and providing empirical illustrations the book promotes innovative methodologies for investigating professional learning and development. It also supports scholars to understand upcoming empirical research and methods and encourages novice as well as established researchers to adopt new empirical strategies beyond traditional ones that have the potential to enrich a better understanding of professional learning and development. **Strategic Management** Adrian Haberberg, Alison Rieple, 2008. This student focused text provides an emphasis on skills development. Packed with real life examples of what can go wrong with even the most well conceived strategies there is a focus on realism throughout. With a highly accessible writing style this text it is an invaluable learning tool for all students in this area.

Whispering the Strategies of Language: An Mental Journey through **Psychology 1010 Unit 3 Study Guide**

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