

Saint Leo University
PSY 432
Psychology of Motivation and Emotion

Course Description:

The purpose of this course is to familiarize the student of psychology with the major physiological, cognitive, behavioral, environmental, and humanistic factors which motivate behavior. Major emphasis will be placed on how humans differ in motive characteristics, the effects of environmental demands and stimulation, and the motivational processes underlying complex behavior.

Prerequisite:

PSY 205

Textbooks:

Deckers, L. (2018). *Motivation: Biological, psychological, and environmental. (5th ed.)*. Taylor & Francis
ISBN-13: 978-1-138-03632-1

Learning Outcomes:

Upon completion of the course, students should be able to:

1. Identify the factors involved in the arousal, direction and persistence of human behavior.
2. Explain the historical antecedents of contemporary motivation theory.
3. Explain and compare the three major contemporary views of motivation: drive theory, cognitive theory, and biological theory.
4. Identify the factors that encourage us to behave consistently.
5. Identify the processes which motivate people to adhere to social norms of acceptable behavior.
6. Explain the motivational basis of affiliative and prosocial behaviors (e.g., cooperation and helping).
7. Describe the processes which motivate achievement behavior.
8. Explain a potential motivation basis for depression.
9. Identify the motivational determinants of aggressive and antisocial actions.
10. Explain the role of emotion in the process of motivation.

Core Value:

Excellence: Saint Leo University is an educational enterprise. All of us, individually and collectively, work hard to ensure that our students develop the character, learn the skills and assimilate the knowledge essential to become morally responsible leaders. The success of our University depends upon a conscientious commitment to our mission, vision and goals.

Personal Development: Saint Leo University stresses the development of every person's mind, spirit and body for a balanced life. All members of the Saint Leo University community must demonstrate their commitment to personal development to help strengthen the character of our community.

Evaluation:

Your grade in this course will be determined by a number of factors. Grading will be evaluated in the following manner:

Assignment	Points
Quizzes (4 @ 80 points each)	320
Homework (4 @ 40 points each)	160
Discussions (8 @ 7 points each)	56
Term Paper: Literature Review	150
Literature Review PowerPoint	56

Personal Development Statement	15
Total	757

Grade	Score (%)
A	94-100
A-	90-93
B+	87-89
B	84-86
B-	80-83
C+	77-79
C	74-76
C-	70-73
D+	67-69
D	60-66
F	0-59

To compute your grade at any point during the course, divide the number of points you have received by the number of total points available up to that point.

Threaded Discussions/Assignments

Students will be required to interact within 1 threaded discussion each week. Four discussion posts will be graded within each discussion area using the following rubric. Posts completed after the week has expired will not be accepted for credit. Each discussion is worth 7 points:

1. Initial Answer to question (3)
 2. Second post (2)
 3. Third post (2)
- Total = (7)

The following guidelines will be used to determine grades for the initial post:

3 points – Post was completed on time (relates to initial post) and provided a well thought out response which added content to the discussion (information from other sources, questions to other students, etc.)

1-2 points – Post was completed late (relates to initial post) or it only minimally added to the content of the discussion

0 points – no post was completed, or an “I agree” response was posted

The following guidelines will be used to determine grades for the second and third posts:

2 points – Post was completed on time (relates to initial post) and provided a well thought out response which added content to the discussion (information from other sources, questions to other students, etc.)

1 point – Post was completed late (relates to initial post) or it only minimally added to the content of the discussion

0 points – no post was completed, or an “I agree” response was posted

In summary, three responses will be graded within each discussion; each student **MUST** post (1) an answer to the question and (2) a response to at least two other students in order to earn 7 points for that discussion. Three posts per discussion is only a minimum, I really like to see many more! I really like to see students asking each other questions within the discussions too (hint, hint!) There may be a few assignments that take the place of some of the discussions throughout the term, but discussions are always preferred. Due dates for the initial answers and responses to others will be strictly enforced. No credit will be given to any responses posted after the next module opens. Initial answers will be due no later than Thursday 11:59 PM EST/EDT, and most responses to others will be due no later than Sunday 11:59 PM EST/EDT (see the “calendar” for all due dates).

Quizzes:

The course will include four non-cumulative Quizzes featuring short answer questions. All quizzes will equally cover lecture material, class demonstrations and activities, and reading assignments. Each quiz is worth 100 points.

Homework

There will be four homework assignments each worth 40 points. Assignments will be graded on how well students demonstrate understanding of the key concepts as well as on depth in responding to these questions.

Term Paper: Literature Review (150 points): You will complete an original theoretical paper addressing one area of motivation or emotion. The term paper is to be 6 pages in length (minimum, **NOT** including title page, abstract, or references, with all text double-spaced and in 12-point Times New Roman font maximum with 1" margins). You may use up to **three articles** from the *Current Directions* textbook but these articles should be closely related. You must have a minimum of **5 references** for this paper and references must be scholarly references (use library website to find these articles). This paper is to be written in American Psychological Association 6th Edition Format, and is to include:

- a) A title page with name, affiliation and running head;
- b) An abstract in which you summarize the entire paper in one to two paragraphs;
- c) An introductory paragraph in which you will introduce the topic of interest at the macro-level;
- d) Seven to ten well-developed paragraphs in which you present the body of your paper;
- e) One to three summary paragraphs where you summarize the findings of your paper;
- f) One to three "practical implications" paragraphs in which you describe the importance of this research for the field of psychology as well as for the improvement of humans in general;
- g) One or more "directions for future research" paragraphs, and
- h) A reference page in APA format in which you include ALL of the articles that you've used in your paper.

Literature Review PowerPoint (56 points):

Upon completion of the Term Paper, you will develop a PowerPoint presentation summarizing your literature review. The presentation should include slides that address key findings from your paper and any conclusions you made from the review. The presentations will be posted in a special class discussion thread so that all students may view the presentations and provide feedback.

Course Schedule

Module 1 Introduction to Motivation and Emotion

Objectives:

When you complete this module, you should be able to:

- Apply the Saint Leo University core values to the study of motivation and emotion.
- Explain the correlation between intelligence and motivation in relation to achieving success.
- Analyze how emotions are manifested through facial expressions, tone of voice or behavior.
- Evaluate whether Freud's theory of dreams is correct.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post introduction to the class	11:59 PM Thursday EST/EDT
Post initial response to the discussion question	11:59 PM Thursday EST/EDT
Post responses to at least two classmates	11:59 PM Sunday EST/EDT
Submit Assignment 1	11:59PM Sunday EST/EDT

Module 2 Evolution and Motivation Addictive Behaviors

Objectives:

When you complete this module, you should be able to:

- Analyze and interpret personal attractiveness based on your mate value calculation.
- Differentiate between various psychoactive drugs and the corresponding drug type.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Complete Quiz 1	Sunday 11:59PM EST/EDT
Submit Term Paper Topic	Sunday 11:59PM EST/EDT

Module 3 **Homeostasis**
Arousal and Affect

- Objectives:** When you complete this module, you should be able to:
- Discuss the factors that determine the desire to consume certain foods.
 - Define arousal and describe categories of arousal.
 - Calculate personal levers of energetic and tense arousal.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Submit Assignment 2	Sunday 11:59PM EST/EDT

Module 4 **Stress and Coping**
Internal Sources of Motivation

- Objectives:** When you complete this module, you should be able to:
- Differentiate between positive and negative stressors and their impact on stress.
 - Interpret Maslow’s hierarchy of needs in relation to current personal situations.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Complete Quiz 2	Sunday 11:59PM EST/EDT

**Module 5 Personality and Motivation
Extrinsic and Intrinsic Motivation**

- Objectives:** When you complete this module, you should be able to:
- Distinguish between psychological needs and personality traits and their effects on motivation.
 - Distinguish between intrinsic or extrinsic motivating factors.
 - Interpret personal intrinsic and extrinsic motivational orientation.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Submit Assignment 3	Sunday 11:59PM EST/EDT

Module 6 Goal Motivation and the Economics of Motivation

- Objectives:** When you complete this module, you should be able to:
- Describe goal characteristics that are important for goal achievement motivation.
 - Describe the behavioral costs for satisfying a need or achieving a goal.
 - Analyze a romantic relationship in terms of rewards, costs, investments, and alternatives.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Complete Quiz 3	Sunday 11:59PM EST/EDT
Submit Term Paper	Sunday 11:59 PM EST/EDT

Module 7 Emotions and Moods

Objectives:

When you complete this module, you should be able to:

- Identify the basic emotions and justify those identifications.
- Differentiate between moods and emotions.
- Describe how moods change over spans of time.
- Define each of the theories of physiological arousal of emotions.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Post Literature review PowerPoint	Sunday 11:59PM EST/EDT
Submit Assignment 4	Sunday 11:59PM EST/EDT

Module 8 Emotions as Motives

Objectives:

When you complete this module, you should be able to:

- Describe the following sequence: emotion—stimulus to stimulus—appraisal to emotion.
- Explain two possible functions of facial expressions of emotions.
- Identify their personal level of happiness.

Assignments

Items to be Completed:	Due No Later Than:
Read the assigned materials	
Post initial response to the discussion question	Thursday 11:59 PM EST/EDT
Post responses to at least two classmates	Sunday 11:59 PM EST/EDT
Complete Quiz 4	Sunday 11:59PM EST/EDT
Submit Personal Development Statement	Sunday 11:59PM EST/EDT