

**Unit 8 Reading Guide**  
**Motivation and Emotion**

- **Motivations:**

Theories of Motivation

- **Instinct:**

- What is the underlying assumption of evolutionary psychology's motivation theory?

- **Drive-Reduction Theory:**

- Need to maintain **homeostasis**:

- **Incentives:**

- **Optimal arousal theory:**

- Example:

- **Yerkes-Dodson Law:**

- **Hierarchy of Needs:**

- Creator of hierarchy:

- In the space below, draw Maslow's Hierarchy of Needs as a triangle. Label each space with the need and at least one example of that need. It might be helpful to do this in different colors.

- Is your stomach the only place where you the feelings of hunger come from?

- Are humans good or bad at recognizing emotions in other people?
  - Are men or women better at analyzing people's nonverbal expressions?
  - Do facial expressions have different meanings in different cultures?
  - According to Darwin, why would it have been important evolutionarily for facial muscles to be universal to every culture?
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- **Facial-feedback effect:**
    - So, when you're having a bad day, force yourself to smile and it will actually make you feel a little bit better!