

Maria Revilla

Dr. Stephen Maret

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Chapter 10 - Short Answers

6. The Cannon-Bard theory of emotion states that when we are aroused by a stimulus, we experience both an emotion and a physiological response simultaneously, although both are independent of each other. This is also called the thalamic theory of emotion because, in the presence of a stimulus, the thalamus sends a message to the amygdala that processes emotions, in particular fear and anger, eliciting an emotional response; at the same time, the amygdala also sends a signal to the autonomic nervous system prompting a physical response. For example, the sight of a cockroach will trigger an emotion of fear and disgust in me, as well as a physiological response in the form of a momentary increase in heart rate and possibly blood pressure, as a result of a release of adrenaline that will make me sigh and run in the opposite direction. Cannon-Bard theory can be applied not only to negative emotions but also to positive ones. One positive example I can think of is when I am about to go on stage to perform a song or concert. This is something I love, however, backstage, I experience a mix of emotions such as excitement, fear, and exhilaration, as well as a rush of adrenaline that makes my heart beat faster and makes me want to move and let go of my anxiety by jumping and shaking my arms, as well as taking deep breaths to calm myself and get me ready to take on the stage,

7. Abraham Maslow (1943) came up with a pyramid hierarchy of needs from the most basic human needs to more complex and higher motivations. At the bottom of the pyramid are

the most basic and primary physiological human needs, such as food, water, shelter, and warmth. The next level is security, comprising safety, employment, and assets, to which most human beings will aspire once their basic needs are covered. Next level up is the human element of socialization which includes family, friendship, intimacy, and belonging to a group. Next is the development of self-esteem, which includes a sense of self-worth, accomplishment, and confidence. Self-actualization will derive from inner fulfillment after having achieved all the other needs. Finally, the last level that Maslow added later in life is one of self-transcendence, meaning that human beings will feel motivated to transcend beyond themselves by sharing their accomplishments and an impact on the world.

An example of all levels of motivation reflected in Maslow's pyramid could be illustrated by the life of so many immigrants that came to America with nothing much but a dream and a strong drive or motivation to prosper. I am sure they started from the bottom of the pyramid, securing their basic needs by undertaking odd jobs to survive, and progressing towards getting a more secure source of income. Some might have decided to widen their education or take further training to improve their skills, and progressively they were able to acquire assets such as their homes and other properties. Some built up their own companies. Their social needs might have been fulfilled by getting married and having a family of their own, and/or by making meaningful friendships or being affiliated with their local church and their communities. It is easy to imagine that through their effort and achievements, their sense of self-esteem increased and that they eventually achieved self-fulfillment. Finally, many of them transcended generations through the legacy they left to their families and their communities by giving back and setting funds for charitable, philanthropic, and educational enterprises. Cesar Millan, the dog whisperer, is a good example of a Mexican immigrant that arrived in this country with literally nothing and was

elevated to celebrity status using his unique skill with animals. Elon Musk is another example of a great visionary, innovator, and entrepreneur that built his own empire.

8. Kiana's homelessness is preventing her from achieving her self-actualization because she is not able to have a home base, which is the foundation from which she can start building her life. Having shelter, food, water, and warmth are among the most basic human needs. Without these, a human being normally wouldn't have the means to progress onto the next level of security, having a job or assets. Without a home address, she won't be able to get a job; without a job, she won't be able to get a steady income; without an income, she won't be able to get an education or the training she might need to achieve her goals and aspirations in order to prosper. Furthermore being homeless, she won't be able to cook and take care of her health, and won't be able to present herself in a tidy and professional manner, which may affect her sense of self-worth and hinder her ability to make friends and establish meaningful relationships as well as secure meaningful employment. Furthermore, being homeless will put her in danger of being assaulted, further hindering her chances in life. Kiana is not likely to achieve the stage of self-actualization or inner fulfillment until she is able to secure her basic needs. On the other hand, if Kianna has made it her choice to become homeless so that she can travel the world and seek spiritual self-fulfillment following a Buddhist path, then she might very well be on her way to achieving self-actualization. This illustrates that Maslow's hierarchy of needs doesn't always apply to everyone in the real world, but generally, I think it is a very valid set of motivational stepping stones for most of us.

18. An individual's sense of self-efficacy plays an important role in motivating future behavior. This sense of self-efficacy might have come from a previous similar experience in which a goal was achieved and brought a positive outcome. Achieving success contributes to

building the individual's self-confidence and affirming their capabilities which is very likely to motivate the individual to continue working and striving to achieve even greater successes which proportionately will lead to greater rewards in life.

24. Yerkes & Dodson proposed that performance tends to suffer when arousal is very high or very low and that moderate arousal is generally best. In the case of giving a speech, high arousal would cause excessive anxiety and nervousness that might make the speaker stammer, forget or mix up his material, fidget and appear uncomfortable and uneasy in front of the audience. On the other hand, if the arousal is low, this could cause the speaker's tone to be dull, monotonous, and boring. He might appear unmotivated and lacking charisma, which could make the audience lose interest and drift off. Moderate arousal would be the best option and could be helped by rehearsing the speech thoroughly, getting the material organized in a logical order, introducing humor if possible, choosing comfortable and professional attire, finding a creative and lighthearted manner to speak about the topic in a way that makes both the speaker and the audience comfortable and keeps the audience interested. In summary, preparing and rehearsing the speech beforehand, and perhaps taking a nice calming tea before the speech would contribute to a moderate level of arousal that would probably soothe the speaker's nerves, and make for a nice, interesting, and successful speech that would be rewarding to both the speaker and the audience.