

Unit 4: Motivation, Emotion, and Personality



Day 2

Motivation

*Because adding pretty text to a
sunrise makes it inspirational as
@#%**

Objectives

- Compare the two prevalent Theories of Motivation / Their Creators
- Understand the 3 Parts to Freudian Theory of Personality
- Identify the 5 Parts to Maslow's Hierarchy of Needs
- *Terms:*
 - Motivation
 - Unconscious
 - Conscious
 - Sigmund Freud
 - Id
 - Ego
 - Superego
 - Hierarchy of Needs

Remind Me...

- What parts of Psychology CAN'T be explained by Biology?
- What IS Personality anyway?
- What are the TYPES and TRAITS?
- HOW do we separate them / What "defines" us?

Motive, motive, motive...

- *When we describe what “drives” us, we really mean...*
- **Motivation**
 - Feelings or ideas that cause us to act towards a goal
 - *i.e. WHY you want to do certain things*
 - *And, just like personality, there are many theories...*

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MOTIVATION

IF A PRETTY POSTER AND A CUTE SAYING ARE ALL IT TAKES TO MOTIVATE YOU,
YOU PROBABLY HAVE A VERY EASY JOB. THE KIND ROBOTS WILL BE DOING SOON.


Conscious...ness

- *Despite different theories, all Psychologists agree that motivation happens in two “parts” of the mind...*

- **Unconscious** and **Conscious**

- Desires we are unaware of
- “Automatic” skills
 - Don't have to “think” about

- Desires we are aware of
- What we are “thinking” about
- Have to “focus” on



I WOULD BE MORE
HEALTH CONSCIOUS
IF ONLY I COULD
ALSO BE UNCONSCIOUS.

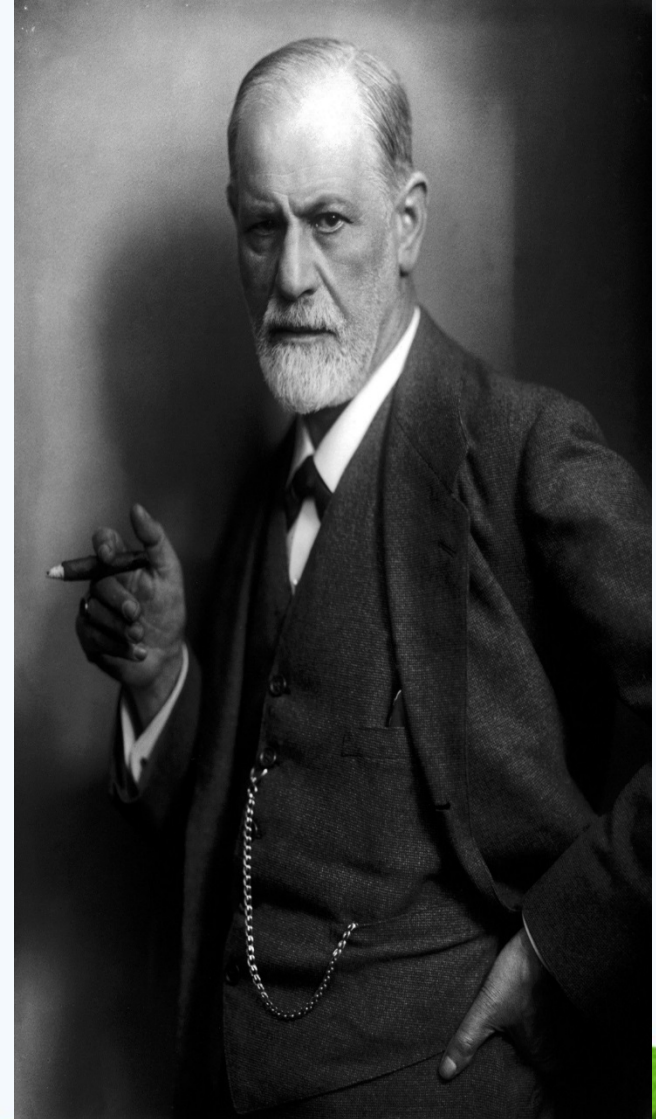
Kimcoid

Now back to Motivation...

- Two Psychologists, more than any others, have influenced all of Psychology with their theories of Personality and Motivation...

Freud vs. Maslow

- Sigmund Freud
 - Arguably the greatest Psychologist of all time
 - Terms like neurotic, libido, denial, repression, anal retentive, etc.
 - And yet, we will reduce him to the following...



Freud vs. Maslow

- Sigmund Freud
 - *Most motivation comes down to sexual desires (conscious and unconscious)*
 - Freudian Personality Theory
 - Personality has 3 parts –
Id, Ego, and Superego

Ego

Superego

Id

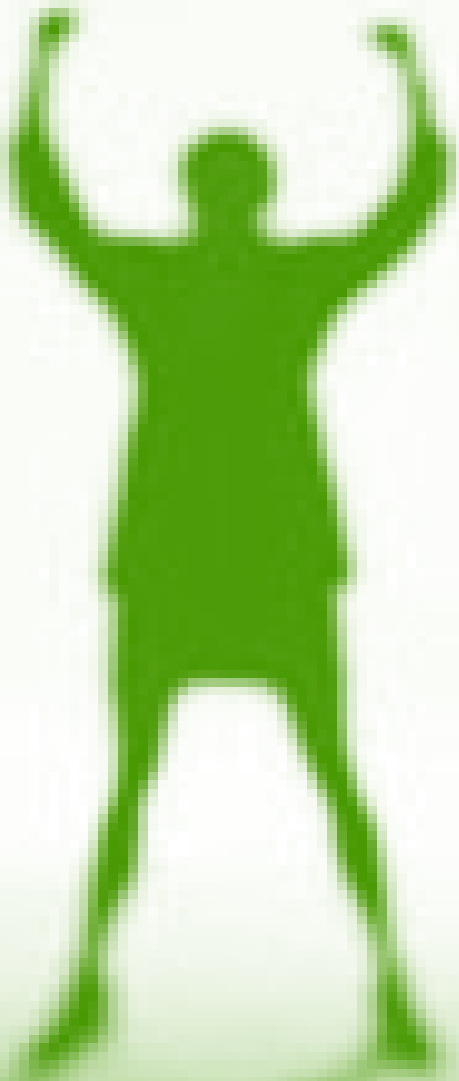


Freudian Personality – The Id

- *Unconscious*
- *Present from birth*
- Instinct
 - Life and Death
 - *Eros and Thanatos*
 - We want to stay alive, and safe
- Pleasure
 - *Libido*



Freudian Personality – The Ego



- *Part Conscious part Unconscious*
- Develops from birth
- Reality
- The Mediator
 - Satisfy the id safely
- Develops Defense Mechanisms
 - *More on those later*

Freudian Personality – The Superego

- *Also part Conscious, part Unconscious*
- **Morality**
- **Behave “good”**
 - *Socially acceptable, as well as our beliefs or religion*





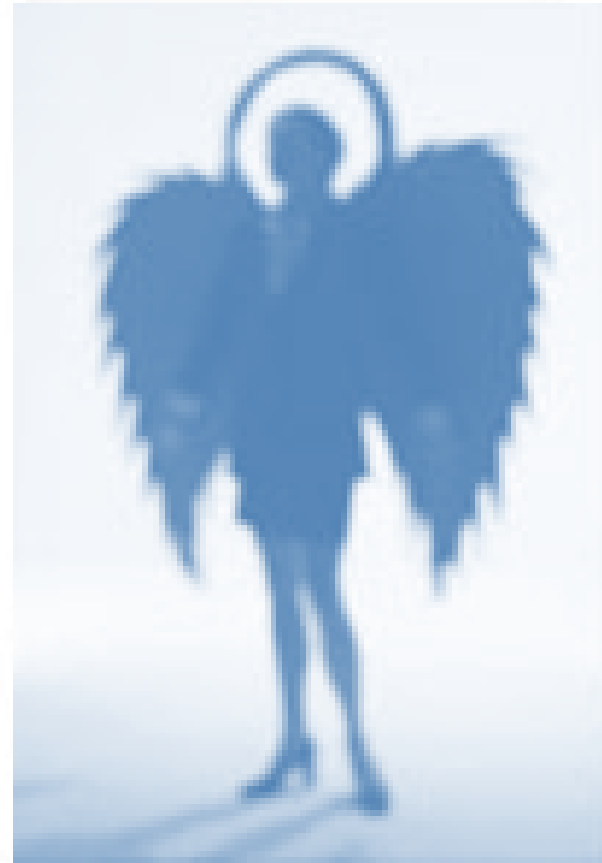
Id:

Instincts



Ego:

Reality



Superego:

Morality

But People have “needs”

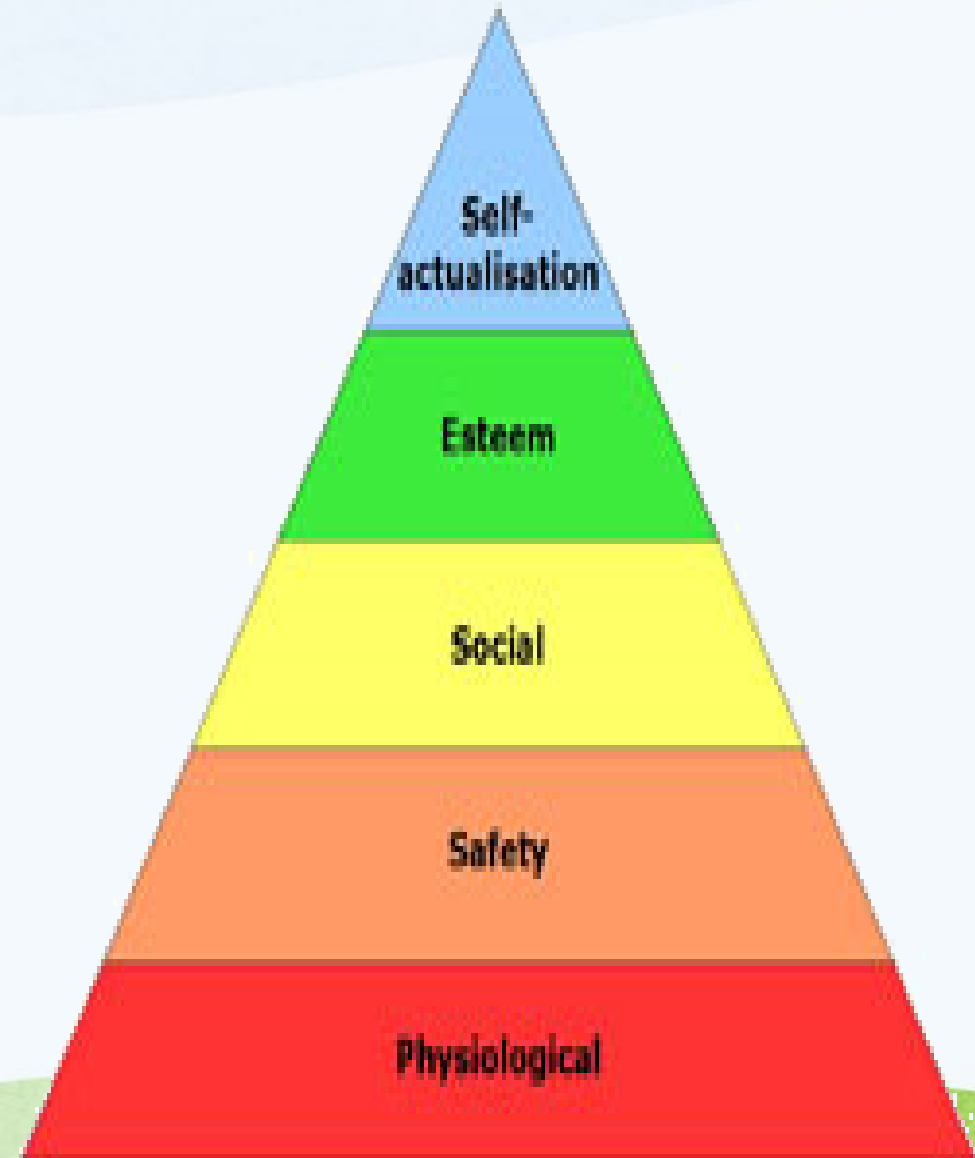
- *While Freud's Personality Theory is widely accepted and used...*
- *There is another competing and very important explanation of personality and motivation developed by...*

But People have “needs”



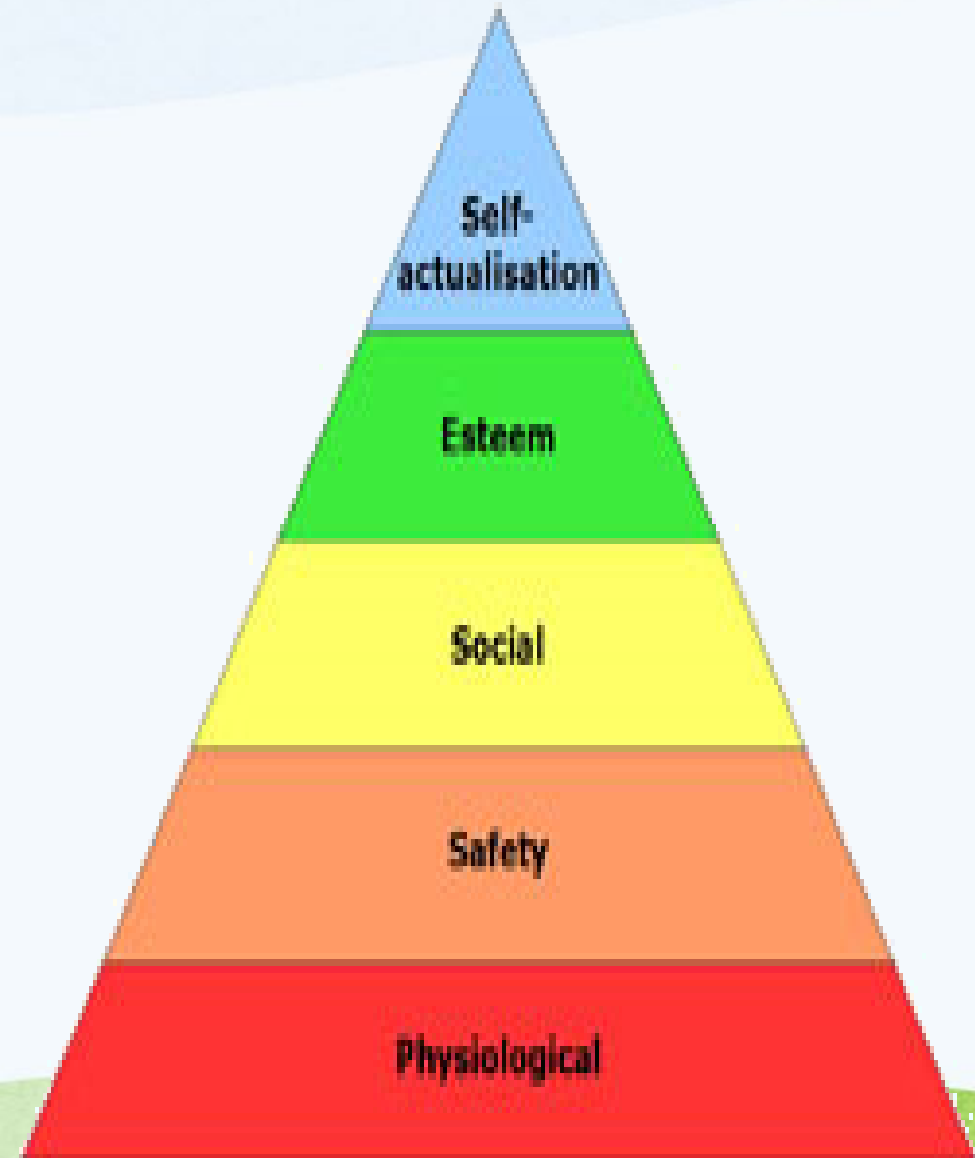
- Abraham Maslow
- *Says* We fulfill our “needs” in a specific order
- Maslow’s Hierarchy of Needs
- “Self-Actualization”

Maslow's Hierarchy of Needs



- Provides the “goals” we are motivated towards
- Lower-Level Needs must be fulfilled in order to move up

Maslow's Hierarchy of Needs



- Physiological
- Safety
- Social
- Esteem
- Self-Actualization

Maslow's Hierarchy of Needs

- **Physiological**
 - The Basic Needs
 - Food, Water, Sleep



Maslow's Hierarchy of Needs

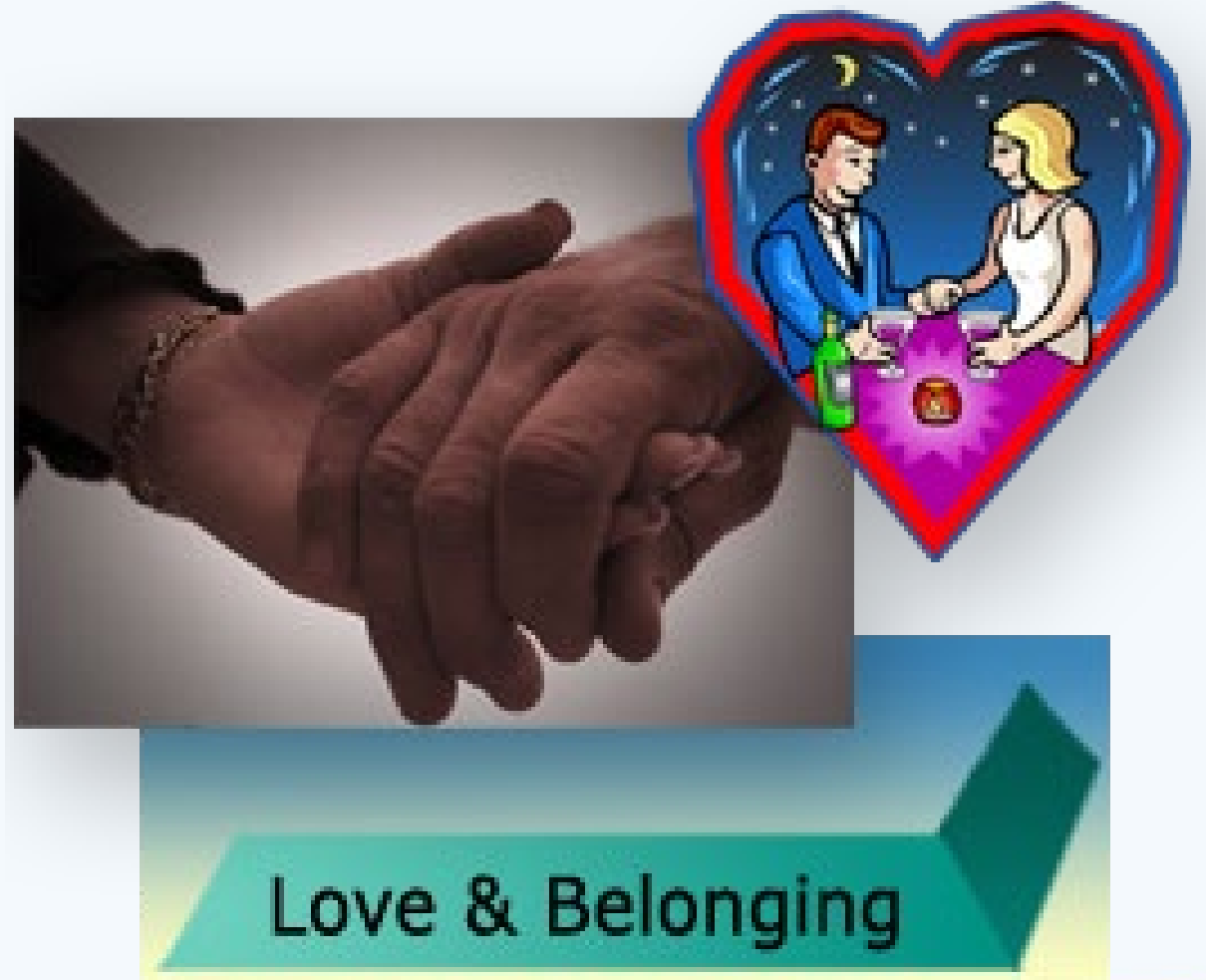


- **Safety**
- **Shelter**
- **Security**
- **Freedom from Fear**

Maslow's Hierarchy of Needs

- **Social**

- Often Called Love / Belonging
- Friendship
- Relationships
- Affection



Maslow's Hierarchy of Needs



- Esteem
- Achievement
- Fame / Recognition
- Respect from others

Maslow's Hierarchy of Needs

- Self-Actualization
- Self-fulfillment
- Achieving Goals
- “Success”



Sjálfsbirting

siðfræði,
sköpun,
hugkvæmni,
lausnaleit,
laus við fordóma,
sætta sig við staðreyndir

Virðing sjálfs og annarra

sjálfsvirðing,
sjálföryggi, árangur,
virða aðra, njóta virðingar

Kærleikur

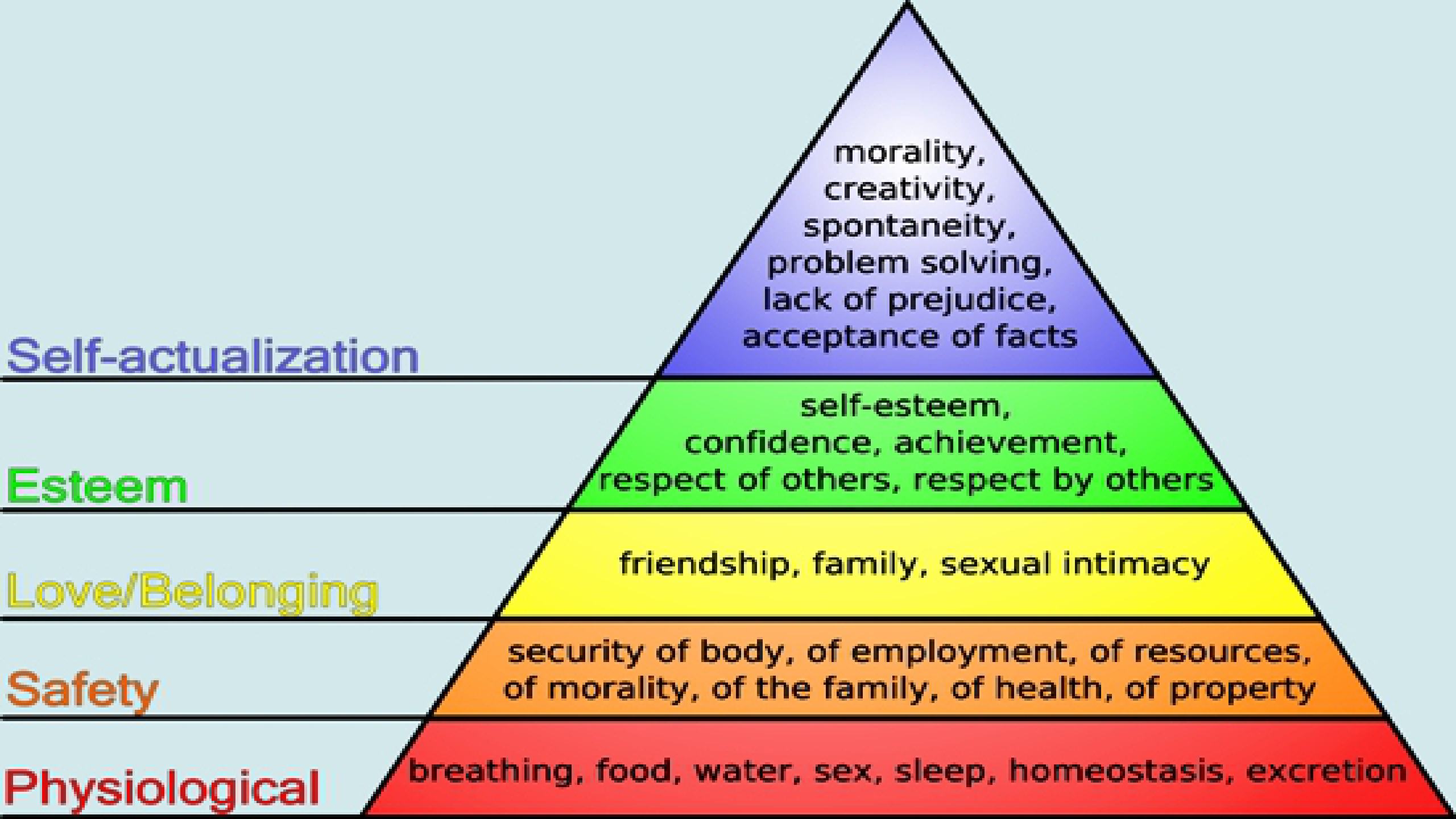
vinátta, fjölskylda, ást og kynlíf

Öryggi

öryggi um líkama, um vinnu, um möguleika,
siðferði, um fjölskyldu, um heilsu, um eignir

Líkamlegar

öndun, fæða, vatn, kynlíf, svefn, samvægi, útskilnaður



And so...

- *Whether Freudian Psyche, or Maslow's Hierarchy of Needs, our personalities are definitely motivated somehow*
- *Figuring out, or deciding which one we agree with most, may, after all, be part of that very thing...*



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