

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...



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.

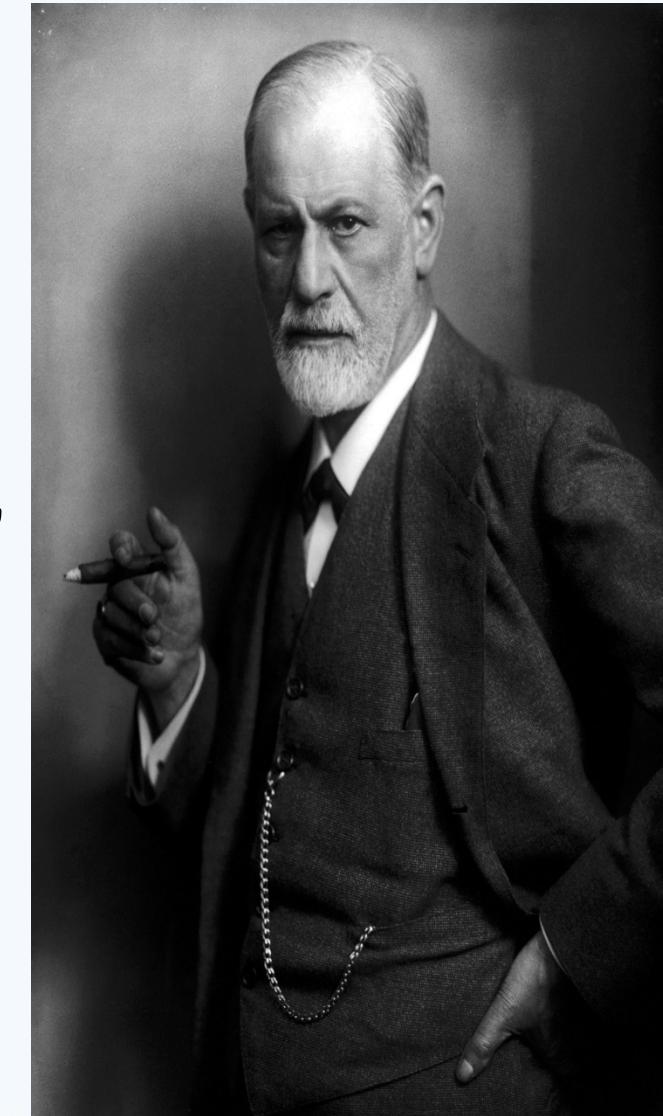
Kimcaid

Now back to Motivation...

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

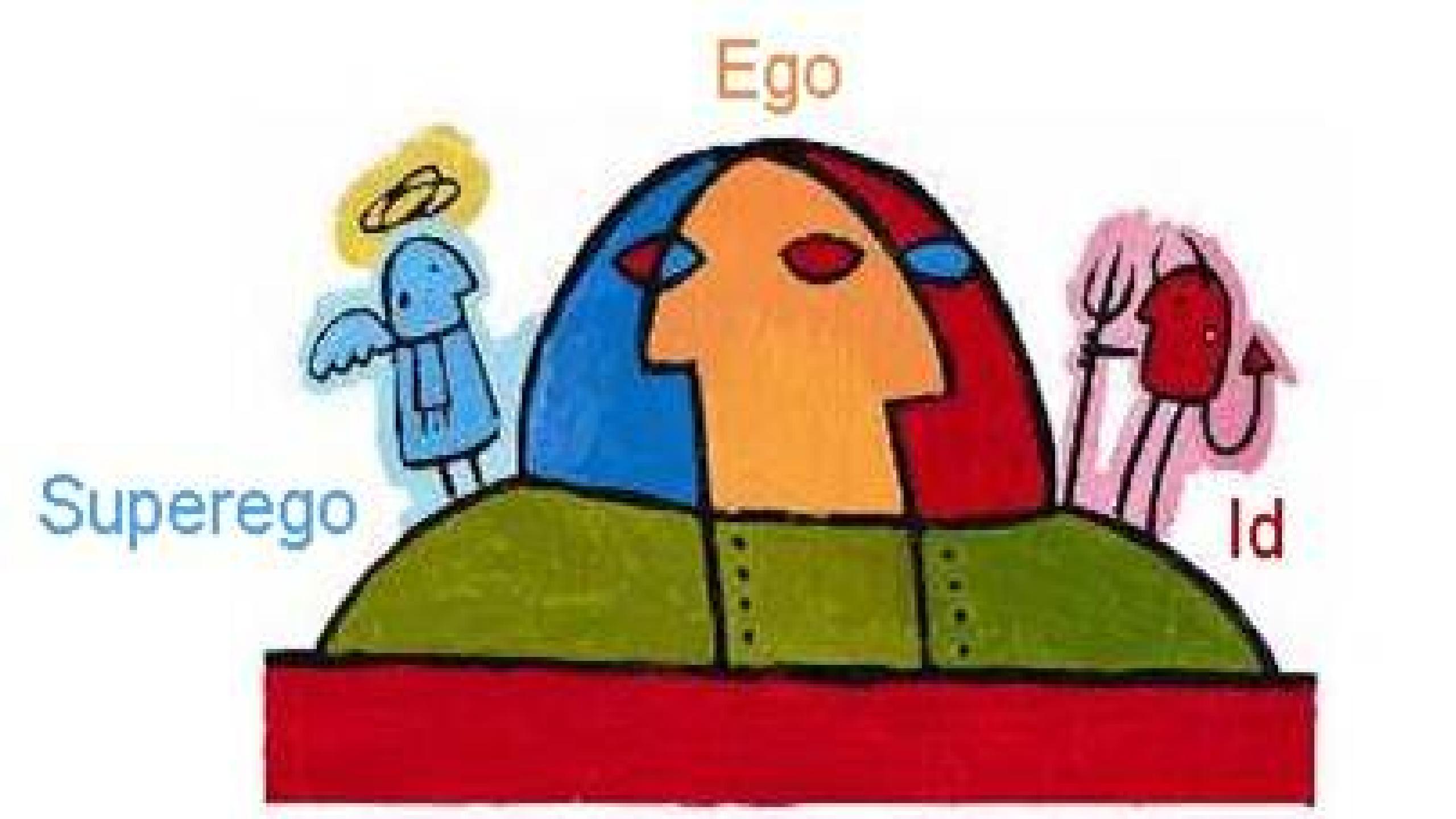
Freud vs. Maslow

- 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

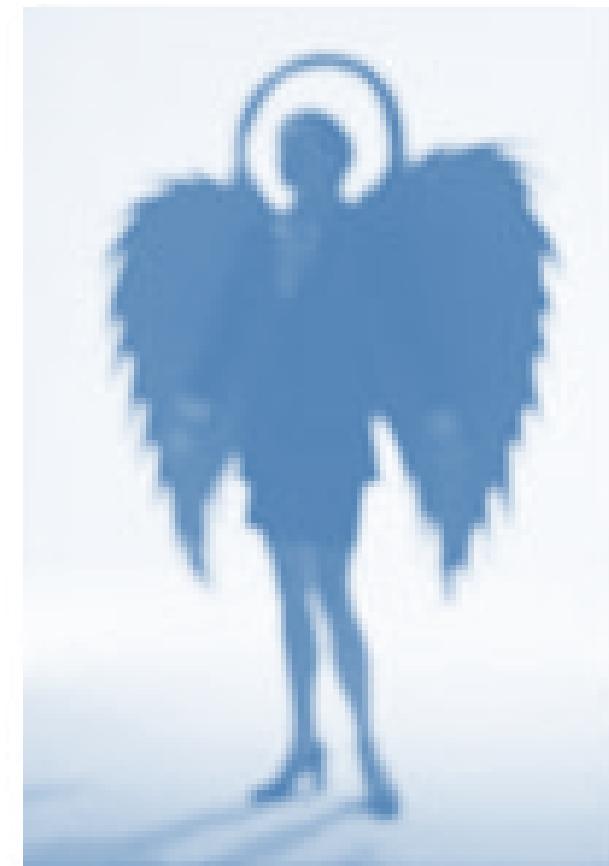




Id:
Instincts



Ego:
Reality



Superego:
Morality

But People have “needs”....

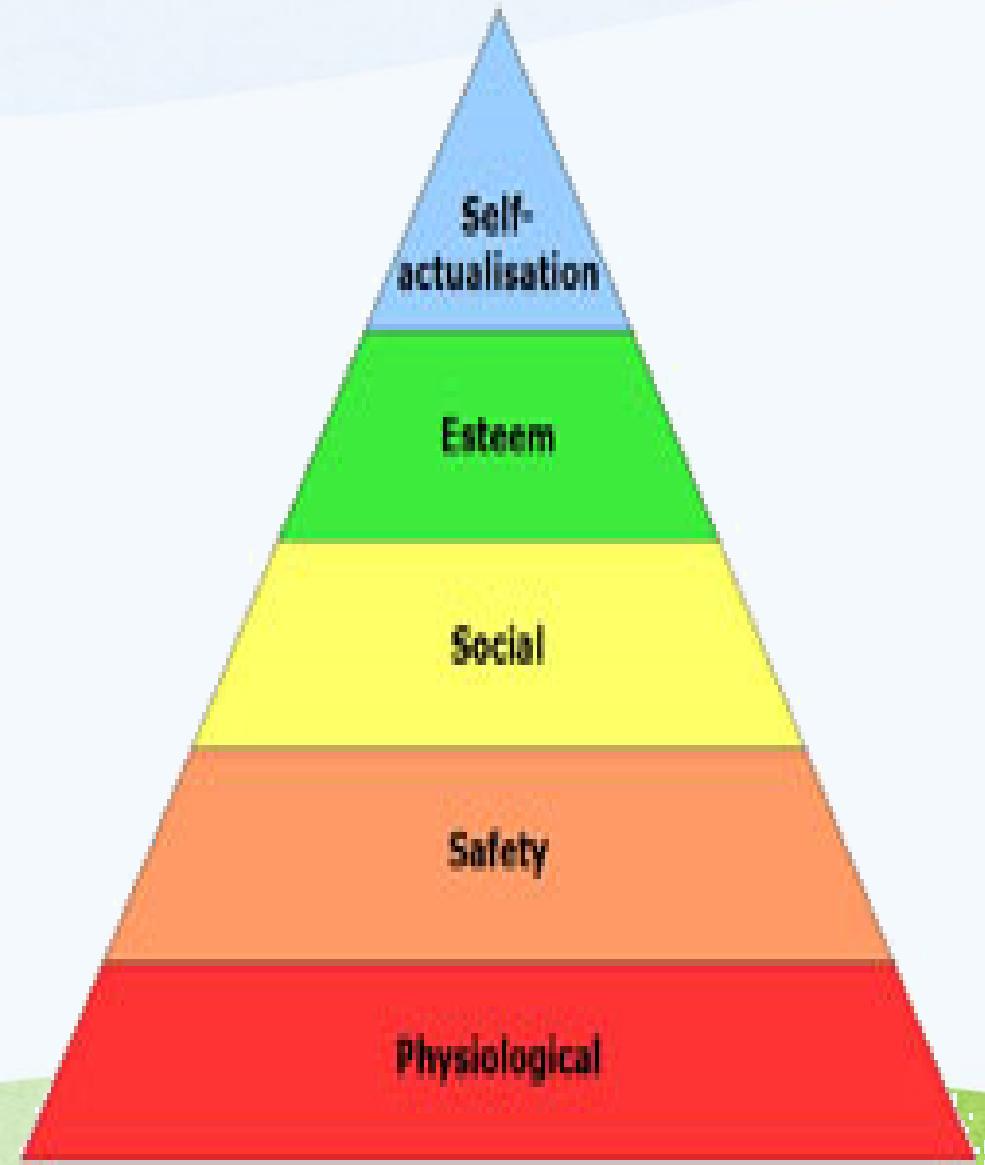
- *While Freud's Personality Theory is widely accepted and used...*
- *There is another competing and very important explanation of personality and motivation developed by...*

But People have “needs”....



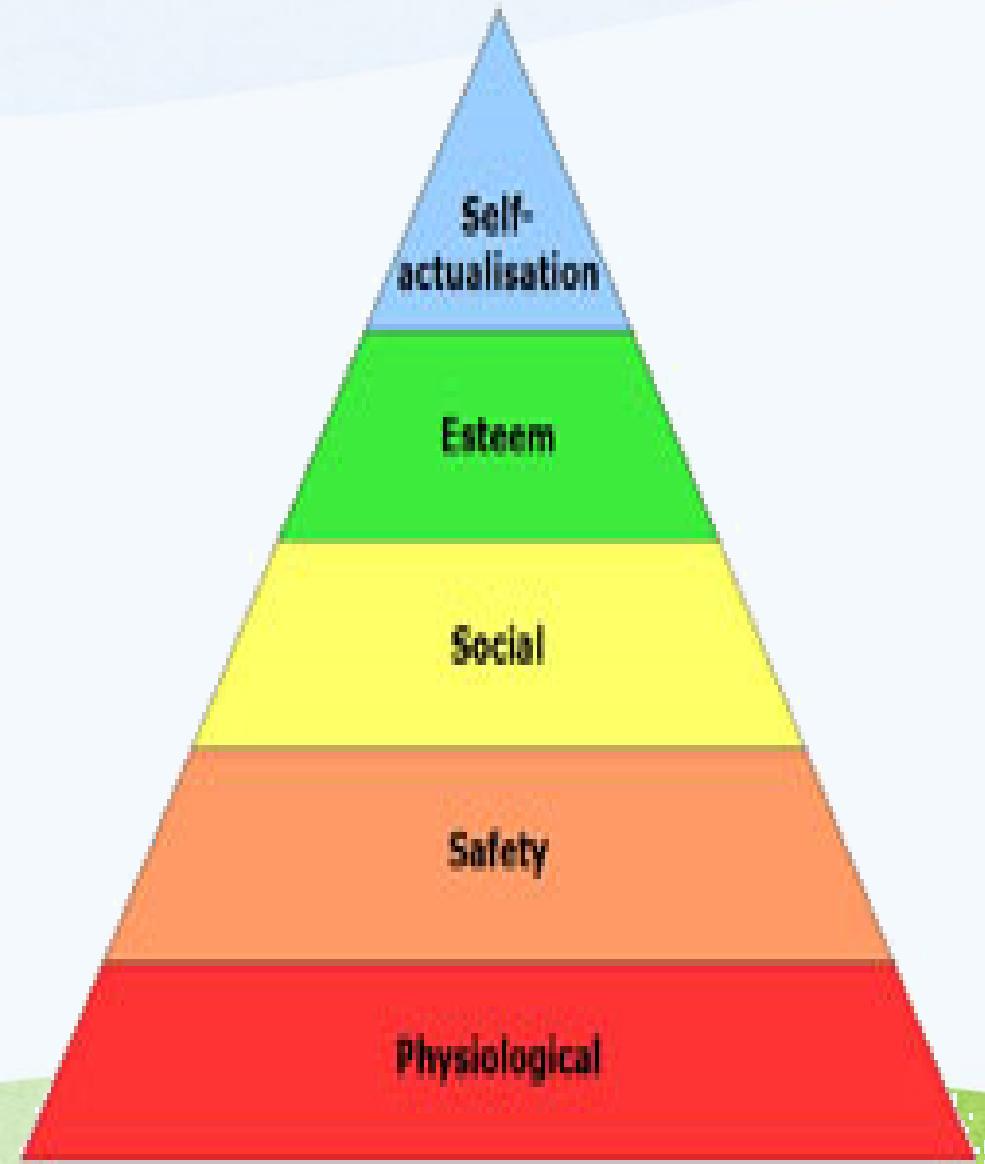
- Abraham Maslow
- **Says** We fulfill our “needs” in a specific order
- Maslow’s Hierarchy of Needs
- “Self-Actualization”

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



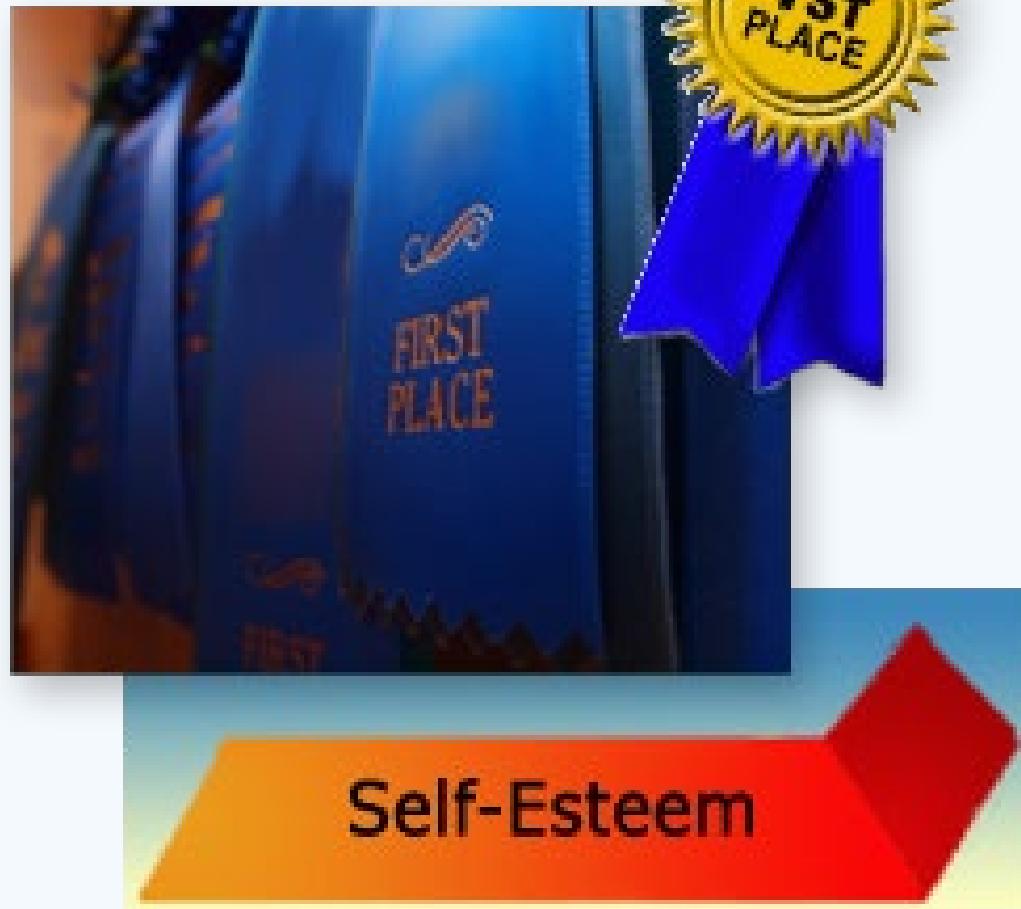
- Safety
- Shelter
- Security
- Freedom from Fear

Maslow's Hierarchy of Needs

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



Maslow's Hierarchy of Needs

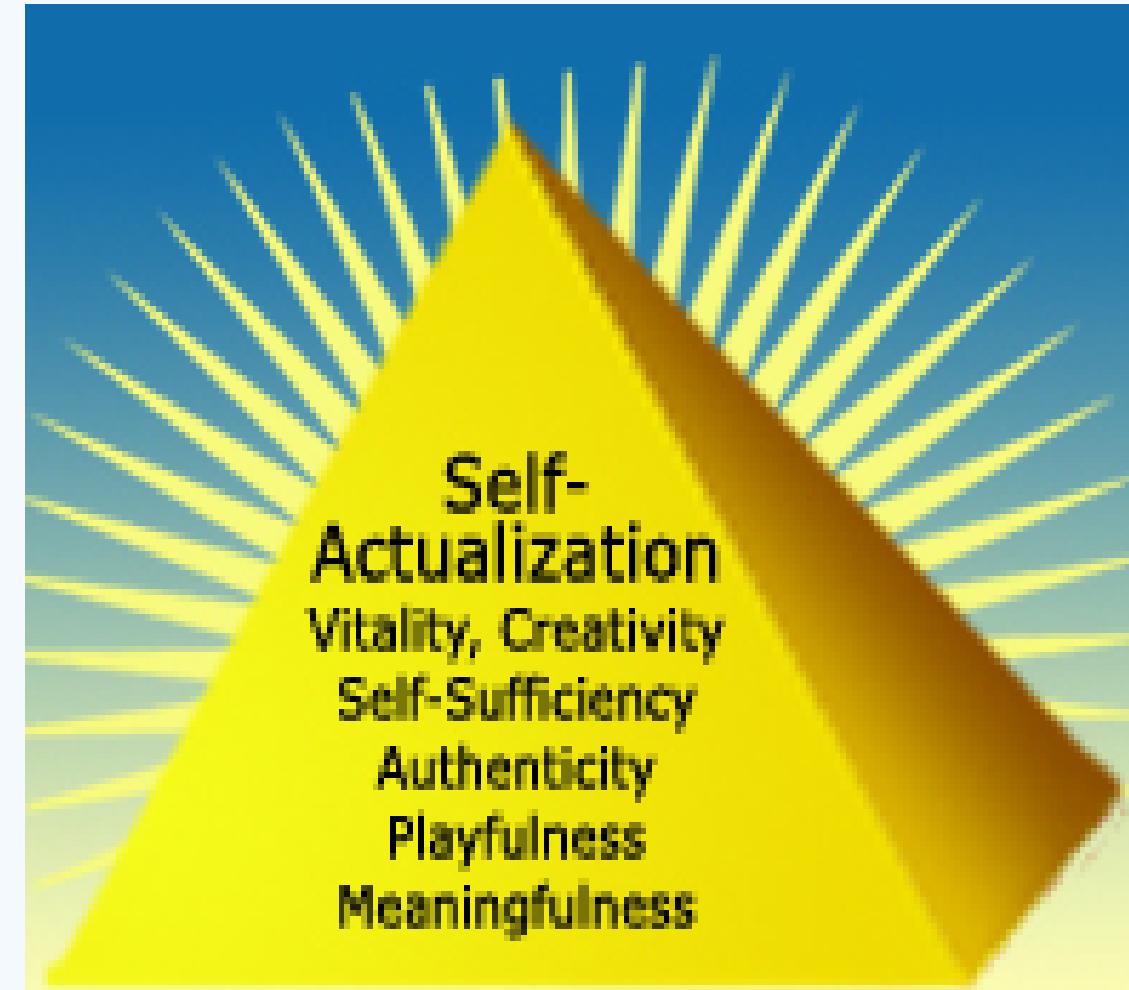


Self-Esteem

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

Maslow's Hierarchy of Needs

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



Sjálfsbirting

Virðing sjálfss og annarra

Kærleikur

Öryggi

Líkamlegar

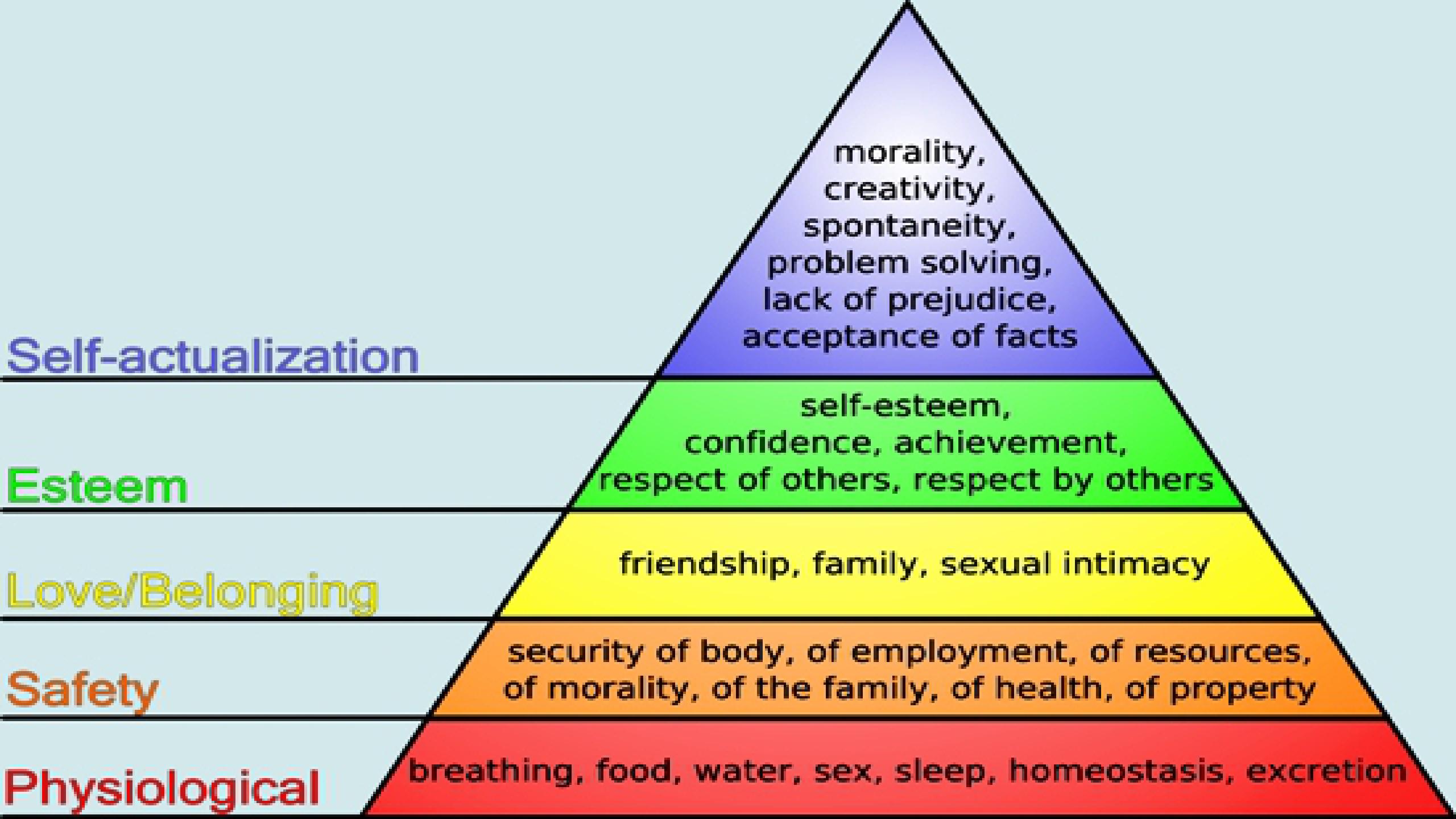
siðfræði,
sköpun,
hugkvæmni,
lausnaleit,
laus við fordóma,
sætta sig við staðreyndir

sjálfsvirðing,
sjálfssöryggi, árangur,
virða aðra, njóta v írðingar

vinátta, fjölskylda, ást og kynlíf

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

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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