

Emotion	Cannon-Brad Theory
Display Rules	Schacter's Two-Factor Theory
Lateralization of Emotion	Cognitive Appraisal Theory
James-Lange Theory	Opponent-Process Theory
Sensation Seekers	Inverted U Function

<p>The counter-proposal that an emotional feeling and an internal physiological response occur at the same time. One is not the cause of the other. Both were believed to be the result of cognitive appraisal of the situation.</p>	<p>A four part process that involves physiological arousal, subjective feelings, cognitive interpretation, and behavioral expression- all of which interact, rather than occurring in a linear sequence. Emotions help organisms deal with important events.</p>
<p>The proposal claiming that emotion results from the cognitive appraisal of both physical arousal (Factor 1) and an emotion-provoking stimulus.</p>	<p>The permissible ways of displaying emotions in a particular society.</p>
<p>Theory of emotion which theorizes that individuals decide on an appropriate emotion.</p>	<p>Different influences of the two brain hemispheres on various emotions. The left hemispheres apparently influences positive emotions (for example, happiness), and the right hemispheres influences negative emotions (anger, for example).</p>
<p>Theory of emotion which theorizes that emotions have pairs. When one is triggered, the other is suppressed (for example, when we feel happy, sad is the suppressed emotion).</p>	<p>The proposal that an emotion-provoking stimulus produces a physical response that, in turn, produces an emotion.</p>
<p>Describes the relationship between arousal and performance. Both low and high levels of arousal produce lower performance than does a moderate level of arousal.</p>	<p>In Zuckerman's theory, individuals who have a biological need for higher levels of stimulation than do other people.</p>

Emotional Intelligence	Motive
Polygraph	Instinct Motivation
Motivation	Extrinsic Motivation
Drive	Conscious Motivation
Instinct Theory	Unconscious Motivation

<p>An internal mechanism that selects and directs behavior. The term motive is often used in the narrow sense of a motivational process that is learned, rather than biologically based (as are drives).</p>	<p>The ability to understand and control emotional responses.</p>
<p>The desire to engage in an activity for its own sake, rather than for some external consequence, such as a reward.</p>	<p>A device that records or graphs many (“poly”) measures of physical arousal, such as heart rate, breathing, perspiration, and blood pressure. A polygraph is often called a “lie detector,” even though it is really an arousal detector.</p>
<p>The desire to engage in an activity to achieve an external consequence, such as a reward.</p>	<p>All the processes involved in starting, directing, and maintaining physical and psychological activities.</p>
<p>Having the desire to engage in an activity and being aware of the desire.</p>	<p>Biologically instigated motivation.</p>
<p>Having a desire to engage in an activity but being consciously unaware of the desire. Freud’s psychoanalytic theory emphasized unconscious motivation.</p>	<p>The now-outmoded view that certain behaviors are completely determined by innate factors. The instinct theory was flawed because it overlooked the effects of learning and because it employed explanations for behavior.</p>

Fixed-action Patterns	Hierarchy of Needs
Need	Overjustification
Homeostasis	Need for Achievement (n Ach)
Locus of Control	Individualism
Set Point	Collectivism

<p>In Maslow's theory, the notion that needs occur in priority order, with the biological needs as the most basic.</p>	<p>Genetically based behaviors, seen across a species, that can be set off by a specific stimulus. The concept of fixed-action patterns has replaced the older notion or instinct.</p>
<p>The process by which extrinsic (external) rewards can sometimes displace internal motivation, as when a child receives money for playing video games.</p>	<p>In drive theory, a need is a biological imbalance (such as dehydration) that threatens survival if the need is left unmet. Biological needs are believed to produce drives.</p>
<p>In Murray and McClelland's theory, a mental state that produces a psychological motive to excel or to reach some goal.</p>	<p>The body's tendency to maintain a biologically balanced condition, especially with regard to nutrients, water, and temperature.</p>
<p>The view, common in the Euro-American world, that places a high value on individual achievement and distinction.</p>	<p>An individual's sense of where his or her life influences originate- internally or externally.</p>
<p>The view, common in Asia, Africa, America, and the Middle East, that values group loyalty and pride over individual distinction.</p>	<p>Refers to the tendency of the body to maintain a certain level of body fat and body weight.</p>

Approach-Approach Conflict	Stress
Approach-Avoidance Conflict	Stressor
Avoidance-Avoidance Conflict	Traumatic Stressor
Multiple Approach-Avoidance Conflict	Posttraumatic Stress Disorder (PTSD)
Chronic Stress	Acute Stress

<p>A physical and mental response to a challenging or threatening situation.</p>	<p>A conflict in which one must choose between two equally attractive options.</p>
<p>A stressful stimulus, a condition demanding adaptation.</p>	<p>A conflict in which there are both appealing and negative aspects to the decision to be made.</p>
<p>A situation that threatens one's physical safety, arousing feelings of fear, horror, or helplessness.</p>	<p>A conflict in which one has to choose between two equally unattractive options.</p>
<p>Delayed stress reaction in which an individual involuntarily re-experiences emotional, cognitive, and behavioral aspects of past trauma.</p>	<p>A conflict in which one must choose between options that have both many attractive and many negative aspects.</p>
<p>A temporary pattern of stressor-activated arousal with a distinct onset and limited duration.</p>	<p>Continuous stressful arousal persisting over time.</p>

Fight-or-Flight Response	Stage of Exhaustion
General Adaptation Syndrome (GAS)	Tend-and-Befriend Model
Alarm Reaction	Immune System
Stage Resistance	Psychoneuroimmunology
Type A	Cytokines

<p>Third stage of the GAS, during which the body depletes its resources in responding to an ongoing stressor.</p>	<p>Sequence of internal processes preparing an organism for struggle or escape.</p>
<p>Stress response model proposing that females are biologically predisposed to respond to threat by nurturing and protecting offspring and seeking social support.</p>	<p>Pattern of general physical responses that take essentially the same form in responding to any serious chronic stressor.</p>
<p>Bodily organs and responses that protect the body from foreign substance and threats.</p>	<p>First stage of the GAS, during which the body mobilizes its resources to cope with a stressor.</p>
<p>Multidisciplinary field that studies the influence of mental states on the immune system.</p>	<p>Second stage of the GAS, during which the body adapts to and uses resources to cope with a stressor.</p>
<p>Hormone like chemicals facilitating communication between brain and immune system.</p>	<p>Behavior pattern characterized intense, angry, competitive, or perfectionist responses to challenging situations.</p>

Type B

Learned Helplessness

	<p>Behavior pattern characterized by relaxed, unstressed approach to life.</p>
	<p>Pattern of failure to respond to noxious stimuli after an organism learns its responses are ineffective.</p>



