

## SUGGESTED SKILL

 Scientific Investigation

3

Analyze psychological research studies.

## TOPIC 7.1

## Theories of Motivation

## LEARNING TARGET

## 7.A

Identify and apply basic motivational concepts to understand the behavior of humans and other animals.

## 7.B

Compare and contrast motivational theories, including the strengths and weaknesses of each.

## 7.C

Describe classic research findings in specific motivations.

## EXAMPLES

## 7.A.1

Instincts

## 7.A.2

Incentives

## 7.A.3

Intrinsic versus extrinsic motivation

## 7.A.4

Overjustification effect

## 7.A.5

Self-efficacy

## 7.A.6

Achievement motivation

## 7.B.1

Drive reduction theory

## 7.B.2

Arousal theory (including the Yerkes-Dodson law)

## 7.B.3

Evolutionary theory of motivation

## 7.B.4

Maslow's theory

## 7.B.5

Cognitive dissonance theory

## 7.C.1

Motivation system: eating

## 7.C.2

Motivation system: sex

## 7.C.3

Motivation system: social

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**LEARNING TARGET**

**7.D**

Identify contributions of key researchers in the psychological field of motivation and emotion.

**EXAMPLES**

**7.D.1**

Contributions of William James, key researcher in the psychology of motivation and emotion

**7.D.2**

Contributions of Alfred Kinsey, key researcher in the psychology of motivation and emotion

**7.D.3**

Contributions of Abraham Maslow, key researcher in the psychology of motivation and emotion

**7.D.4**

Contributions of Stanley Schachter, key researcher in the psychology of motivation and emotion

**7.D.5**

Contributions of Hans Selye, key researcher in the psychology of motivation and emotion



**Topic Planning Notes**

Use the space below to plan your approach to the topic.

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**SUGGESTED SKILL**

 *Concept Understanding*

**1.A**

Define and/or apply concepts.

**TOPIC 7.2**

# Specific Topics in Motivation

**LEARNING TARGET**

**7.E**

Discuss the biological underpinnings of motivation, including needs, drives, and homeostasis.



## Topic Planning Notes

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# TOPIC 7.3

## Theories of Emotion

**SUGGESTED SKILL**

 *Concept Understanding*

**1.C**

Apply theories and perspectives in authentic contexts.

**LEARNING TARGET**

**7.F**

Compare and contrast major theories of emotion.

**EXAMPLES**

**7.F.1**

James–Lange Theory

**7.F.2**

Cannon–Bard Theory

**7.F.3**

Schachter two-factor theory

**7.F.4**

Evolutionary theories (primary emotions)

**7.F.5**

Richard Lazarus’s appraisal theory

**7.F.6**

Joseph LeDoux’s theory

**7.F.7**

Paul Ekman’s research on cross-cultural displays of emotion

**7.F.8**

Facial feedback hypothesis

**7.G**

Describe how cultural influences shape emotional expression, including variations in body language.




### Topic Planning Notes

Use the space below to plan your approach to the topic.

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**SUGGESTED SKILL**

 *Concept Understanding*

**1.A**

Define and/or apply concepts.

# TOPIC 7.4

## Stress and Coping

### LEARNING TARGET

**7.H**

Discuss theories of stress and the effects of stress on psychological and physical well-being.

### EXAMPLES

**7.H.1**

General adaptation theory

**7.H.2**

Stress-related illnesses

**7.H.3**

Lewin's motivational conflicts theory

**7.H.4**

Unhealthy behaviors



### Topic Planning Notes

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# TOPIC 7.5

## Introduction to Personality

**SUGGESTED SKILL**

 *Scientific Investigation*

**3**

Analyze psychological research studies.

### LEARNING TARGET

**7.I**

Describe and compare research methods that psychologists use to investigate personality.

**7.J**

Identify the contributions of major researchers in personality theory.

### EXAMPLES

**7.I.1**

Research method to investigate personality: case studies

**7.I.2**

Research method to investigate personality: surveys

**7.I.3**

Research method to investigate personality: personalities inventories

**7.J.1**

Contributions of Alfred Adler, key researcher in personality theory

**7.J.2**

Contributions of Albert Bandura, key researcher in personality theory

**7.J.3**

Contributions of Paul Costa and Robert McCrae, key researchers in personality theory

**7.J.4**

Contributions of Sigmund Freud, key researcher in personality theory

**7.J.5**

Contributions of Carl Jung, key researcher in personality theory


**7.J.6**

Contributions of Abraham Maslow, key researcher in personality theory

**7.J.7**

Contributions of Carl Rogers, key researcher in personality theory

**SUGGESTED SKILL**

 *Concept Understanding*

**1.C**

Apply theories and perspectives in authentic contexts.

**TOPIC 7.6**

# Psychoanalytic Theories of Personality

**LEARNING TARGET**

**7.K**

Compare and contrast the psychoanalytic theories of personality with other theories of personality.



## Topic Planning Notes

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TOPIC 7.7

# Behaviorism and Social Cognitive Theories of Personality

SUGGESTED SKILL

 *Concept Understanding*

1.C

Apply theories and perspectives in authentic contexts.

LEARNING TARGET

7.L

Compare and contrast the behaviorist and social cognitive theories of personality with other theories of personality.



### Topic Planning Notes

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SUGGESTED SKILL

 *Concept Understanding*

1.C

Apply theories and perspectives in authentic contexts.

TOPIC 7.8

# Humanistic Theories of Personality

LEARNING TARGET

7.M

Compare and contrast humanistic theories of personality with other theories of personality.

7.N

Speculate how cultural context can facilitate or constrain personality development, especially as it relates to self-concept.

EXAMPLES

7.N.2

Collectivistic versus individualistic cultures



## Topic Planning Notes

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# TOPIC 7.9

## Trait Theories of Personality

**SUGGESTED SKILL**

 *Concept Understanding*

**1.C**

Apply theories and perspectives in authentic contexts.

**LEARNING TARGET**

**7.0**

Compare and contrast trait theories of personality with other theories of personality.



### Topic Planning Notes

Use the space below to plan your approach to the topic.

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**SUGGESTED SKILL**

 *Concept Understanding*

**1.C**

Apply theories and perspectives in authentic contexts.

**TOPIC 7.10**

# Measuring Personality

**LEARNING TARGET**

**7.P**

Identify frequently used assessment strategies, and evaluate relative test quality based on reliability and validity of the instruments.

**EXAMPLES**

**7.P.1**

Personality inventory

**7.P.2**

Projective tests



## Topic Planning Notes

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