

Human Motivation
 PSY BC 2158
 Spring, 2007

Professor: Noah Glassman, Ph.D.
 Office: 415 Milbank
 Phone: (downtown): (212) 255-7220
 E-mail: noah.glassman@nyu.edu
 Office Hours: Thurs. 12 – 1pm and by appointment

Class Time: Thurs. 10-11:50pm
 Class Location: 22 Lehman Hall

Course Goals:

This course will examine human motivation by outlining the major theoretical questions in the field and the research approaches that psychologists have used to address these questions. In particular, the course will focus on empirical approaches to studying human motivation in social contexts. For example, we will cover questions concerning motivation for competence, control, autonomy, achievement, and altruism, in addition to examining the influence of context on individual goals and the role of nonconscious processes in goal formation (see outline of course topics below). The two primary aims of the course will be: (1) to develop an understanding of the major issues in the study of human motivation; and (2) to learn how to formulate meaningful questions about motivation that lend themselves to empirical investigation.

Requirements:

The class will be run in a seminar-style format, emphasizing class discussion/debate of important research topics in human motivation. Consequently, class attendance, preparation (by completing the assigned readings), and participation are essential.

There will be a take-home essay midterm and a take-home essay final exam, each counting as 40% of your overall course grade. These exams will require you to integrate and apply class readings/discussion to real-life situations, to formulate hypotheses for research studies, and to critique research based on what you've learned in the course. For both exams, you will have choices about which questions you would like to answer.

In addition, you will be required to give a brief (20-minute) class presentation summarizing important issues from one of the assigned articles. (See the handouts, "Guidelines for Presenting an Article in Class" and "Guidelines for Reviewing Research in Psychology"). As part of this presentation, you are required to write down three discussion questions meant to stimulate class debate. These discussion questions must be handed in at the end of your presentation. This presentation will count as 10% of your course grade, and overall class participation will count as the remaining 10% of your course grade.

Required Readings:

- 1) Textbook: Geen, R. (1995). Human motivation: A social psychological approach. Pacific Grove, CA: Brooks/Cole.
 (at Labyrinth Books, 112th St. between Broadway and Amsterdam and on reserve at library)
- 2) Collection of selected articles highlighting important research topics. Distribution will be discussed in class.

Outline of Course Topics and Readings:

1/18 & 1/25

Introduction to the Study of Human Motivation: Biological, Behavioral, and Cognitive Approaches

Text Ch. 1 and 3

2/1

Goal Formation and Goal Conflict

Text Ch. 2

Emmons, R. A., & King, L. A. (1988). Conflict among personal striving: Immediate and long-term implications for psychological and physical well-being. Journal of Personality and Social Psychology, *54*, 1040-1048.

Shah, J. (2003). Automatic for the people: How representations of significant others implicitly affect goal pursuit. Journal of Personality and Social Psychology, *84*, 661-681.

2/8

The Self in Motivation

Text Ch. 4

Tesser, A., Millar, M., & Moore, J. (1988). Some affective consequences of social comparison and reflection processes: The pain and pleasure of being close. Journal of Personality and Social Psychology, *54*, 49-61.

Heine, S. J., Lehman, D. R., Markus, H. R., & Kitayama, S. (1999). Is there a universal need for positive self-regard? Psychological Review, *106*, 766-794.

2/15

Motivation for Competence, Control, and Autonomy

Text Ch. 5

Ryan, R. M., & Deci, E. L. (2000). Self-determination theory and the facilitation of intrinsic motivation, social development, and well-being. American Psychologist, *55*, 68-78.

Dweck, C. S., & Leggett, E. L. (1988). A social-cognitive approach to motivation and personality. Psychological Review, *95*, 256-273.

2/22

Achievement, Affiliation, and Power

Text Ch. 6

McClelland, D. C., Koestner, R., & Weinberger, J. (1989). How do self-attributed and implicit motives differ? Psychological Review, *96*, 690-702.

Mikulincer, M., & Horesh, N. (1999). Adult attachment style and the perception of others: The role of projective mechanisms. Journal of Personality and Social Psychology, *76*, 1022-1034.

3/1

**Altruistic and Aggressive Motivation
[MIDTERM DISTRIBUTED]**

Text Ch. 9

Batson, C. D., Duncan, B. D., Ackerman, P., Buckley, T., & Birch, K. (1981). Is empathic emotion a source of altruistic motivation? Journal of Personality and Social Psychology, 40, 290-302.

Hilton, N. Z., Harris, R. T., & Rice, M. E. (2000). The function of aggression by male teenagers. Journal of Personality and Social Psychology, 79, 988-994.

3/8 **Curiosity, Exploratory Behavior, Sensation-Seeking, and Creativity [MIDTERM DUE IN CLASS]**

Text Ch. 7

Zuckerman, M., Buchsbaum, M. S., & Murphy, D. L. (1980). Sensation seeking and its biological correlates. Psychological Bulletin, 88, 187-214.

Carson, S. H., Peterson, J. B., Higgins, D. M. (2003). Decreased latent inhibition is associated with increased creative achievement in high-functioning individuals. Journal of Personality and Social Psychology, 85, 499-506.

3/15 **NO CLASS - SPRING BREAK**

3/22 **The Impact of Social Situations on Motivation**

Text Ch. 10

Twenge, J. M., Catanese, K. R., & Baumeister, R. F. (2002). Social exclusion causes self-defeating behavior. Journal of Personality and Social Psychology, 83, 606-615.

Goldenberg, J. L., McCoy, S. K., Pyszczynski, T., Greenberg, J., & Solomon, S. (2000). The body as a source of self-esteem: The effect of mortality salience on identification with one's body, interest in sex, and appearance monitoring. Journal of Personality and Social Psychology, 79, 118-130.

3/29 **Emotions as Motivation**

Text Ch. 8

Schwarz, N. & Bohner, G. (1996). Feelings and their motivational implications. In P. M. Gollwitzer & J. A. Bargh (Eds.), The psychology of action (pp. 119-145). New York: Guilford.

Raghunathan, R., & Trope, Y. (2002). Walking the tightrope between feeling good and being accurate: Mood as a resource in processing persuasive messages. Journal of Personality and Social Psychology, 83, 510-525.

4/5 **Nonconscious Motivation and Automatic Goals**

Bargh, J. A., & Chartrand, T. L. (1999). The unbearable automaticity of being. American Psychologist, 54, 462-479.

Devine, P. G., Plant, E. A., Amodio, D. M., Harmon-Jones, E., & Vance, S. L. (2002). The regulation of explicit and implicit race bias: The role of motivations to respond without prejudice. Journal of Personality and Social Psychology, 82, 835-848.

4/12

Sexual Behavior, Love, and Sexual Orientation

Bem, D. J. (1996). Exotic becomes erotic: A developmental theory of sexual orientation. Psychological Review, 103, 320-335.

Diamond, L. M. (2003). What does sexual orientation orient? A biobehavioral model distinguishing romantic love and sexual desire. Psychological Review, 110, 173-192.

4/19

Stress and Motivation**[FINAL EXAM DISTRIBUTED]**

Text Ch. 11

Taylor, S. E. (1991). Asymmetrical effects of positive and negative events: The mobilization-minimization hypothesis. Psychological Bulletin, 110, 193-210.

Thompson, S. C., Sobolew-Shubin, A., Galbraith, M. E., Schwankovsky, L., & Cruzen, D. (1993). Maintaining perceptions of control: Finding perceived control in low-control circumstances. Journal of Personality and Social Psychology, 64, 293-304.

4/26

Drug Use and Addiction

Baker, T. B., Piper, M. E., McCarthy, D. E., Majeskie, M. R., & Fiore, M. C. (2004). Addiction motivation reformulated: An affective processing model of negative reinforcement. Psychological Review, 111, 33-51.

Cooper, M. L., Frone, M. R., Russell, M., & Mudar, P. (1995). Drinking to regulate positive and negative emotions: A motivational model of alcohol use. Journal of Personality and Social Psychology, 69, 990-1005.

5/4

FINAL EXAM DUE BY 5:00 pm