

## Chapter 12: Emotion

### Historical Emotion Theories

- **James-Lange Theory** >> Arouse comes before emotion
  - Cry because we are sad
    - First comes conscious awareness, then the feeling
    - Feeling of fear, followed body's response
  - Actually had things backwards
  - THINK: SEQUENTIALLY
- **Cannon-Bard Theory** >> Arousal and Emotion occur simultaneously
  - Believed the body's responses are too similar, and change too slowly
    - Therefore, too slow to cause different emotions
  - Bodily responses and experienced emotions occur separately but at the same time
    - Heart begins pounding as person experiences fear
  - THINK: SIMULTANEOUSLY

**Two-Factor Theory** >> To experience emotion one must be physically aroused and cognitively label the arousal

- Stanley Schachter & Jerome Singer
- **Spillover effect** >> Arousal spills from one event to the next
  - Example., Come home after a run & find a message you got a longed for job
    - Feel more elated
- Does Cognition always precede emotion?
  - Many emotional reactions are known of even before we interpret situation
    - Example.,
      - When people repeatedly view stimuli flashed to briefly to be recognized, they come to prefer those stimuli
      - Unaware of having previously seen
- Different neural pathways for emotions
  - **"high road"** >> stimulus travel through amygdala to brains cortex
    - Analyzed and labeled before the response command is sent out
  - **"low road"** >> neural shortcut that bypasses the cortex
    - Simple likes, dislikes, fears
    - A fear provoking stimulus would travel from the eye or ear directly to the amygdala

## Emotions and Autonomic Nervous System

- In crisis, sympathetic division of Autonomic Nervous System (ANS) mobilizes your body for action
  - Directs adrenal glands to release the stress hormones epinephrine (adrenaline) and norepinephrine (noradrenaline)

- **Yerkes-Dodson Law** >> Arousal affects performance in different ways
- When crisis passes, parasympathetic division of ANS gradually calms your body

## Physiology of Emotions

- **Emotional arousal** >> Elated excitement and panicky fear involve similar physiological arousal
  - Allows us to flip rapidly between the 2 emotions

## Detecting Emotion in Others and Communicating Nonverbally

- Nonverbal cues include:
  - Staring into each others eyes when in love
  - Firm handshake
- Most people read non verbal cues well
- Hard to control facial muscles may reveal emotions people are trying to conceal

## Gender & Nonverbal Behaviour

- Women's intuition
  - Women generally surpass men at reading peoples emotional cues when given thin slices of behaviour
  - Helps explain greater emotional literacy, and responsiveness
  - Females more likely to express empathy
- Anger strikes more people as a more masculine emotion

## Culture and Emotional Expression

- **Universal emotions** >> emotions felt across all cultures
  - Adaptive for us to interpret faces in particular contexts
    - Example., people judge an angry face set in a frightening situation as afraid
- Cultures differ in how much emotion they express
  - Western societies display most visible emotions
  - In other parts of the world (i.e., china) less visible displays of emotions
- Culture differences also within nations
  - Irish and Irish American descendants have tended to be more expressive than Scandinavians and Scandinavian American descendants

#### Effects of Facial Expressions

- Not only communicate emotion
  - Amplify and regulate
- Facial feedback effect >> Tendency of facial muscle states to trigger corresponding feelings such as fear, anger, or happiness
  - Facial expressions feed feelings
- Behaviour feedback effect >> The tendency of behaviour to influence our own and others' thoughts, feelings & actions

#### Basic Emotions

- 10 Emotions
  - Joy, interest-excitement, surprise, sadness, anger, disgust, contempt, fear, shame, and guilt
  - People believe pride & love are also distinct emotions
    - However, others argue that other emotions are combinations of these 10
- All emotions are some combination of feeling good vs. Bad
- 2 dimensions of emotion
  - Arousal >> Low vs. High
  - Valence >> Pleasant vs. Unpleasant

#### Anger

- Fear triggers flight but anger triggers fight
- Anger is harmful
  - Linked to heart disease
  - Boosts heart rate, makes us sweat, raises testosterone
- Individualist cultures encourage people to vent their rage
  - Presumes we can achieve catharsis >> emotional release through action or fantasy
- Collectivist cultures see anger as a threat to group harmony
- Expressing anger can be temporarily calming if it does not leave us feeling guilty or anxious
- 3 best ways to manage anger...
  - Wait >> reduce level of physiological arousal
  - Find healthy distraction or support >> calm yourself

- Distance yourself >> Move away from situation mentally, as if you are watching it unfold from a distance

### Happiness

- Feel-good, do-good phenomenon >> Peoples tendency to help one another when they are in a good mood
  - Doing good also promotes good feeling
- Emotional ups & downs
  - Tend to balance out, even over the course of the day
  - Bad moods typically end
    - Even severe trauma may linger but usually, even the tragedy is not permanently depressing
  - Human resiliency >> Often underestimate capacity to adapt

### Positive Psychology

- Using scientific methods to study human flourishing
  - Includes studies of subjective well-being (feelings of happiness)
- 3 pillars
  - Positive well being >> Happiness as by product of a pleasant engaged and meaningful life
  - Positive Character >> Exploring and enhancing creativity, courage, compassion, integrity, self-control, etc.
  - Positive groups >> Positive social ecology
    - Communities, cultures, healthy families, effective schools

### Wealth & Well-Being

- People with money are typically happier than those who struggle
- Poverty comes with more stress
  - Hunger
  - Comfort
  - Security
- Even though the average American's buying power has tripled since the 1950's the average American's happiness is reportedly unchanged

### Adaptation & Comparison

- **Adaptation-level phenomenon** >> Tendency to form judgments relative to a neutral level defined by our prior experience
  - Happiness relative to our own experiences
  - Neutral level >> Point at which sounds seem neither loud nor soft, hot nor cold, etc.
  - Notice and react to variations up or down from these levels
- Happiness is relative to Others' success
  - Always comparing ones self with others
    - Feeling good or bad depends who those people are

- **Relative Deprivation** >> Perception that one is worse off than the people whom one compares themselves with

#### Predictors of Happiness Levels

- Genes
- Outlook
- Recent experiences

#### Stress

- Process of appraising and responding to threatening or challenging events
  - Arises less from events themselves but how people respond/react
  
- Stressors can have positive effects
  - Short-lived, or perceived as a challenge
- Arouses and motivates us to conquer problems
  - Polls showed those who were stressed but not depressed reported being energized and satisfied with life
- Extreme or prolonged stress can be harmful
  - Damage physical health as well as mental health

#### Stressors

- **Catastrophes** >> Unpredictable, large-scale events
  - Damage to emotional and physical health can be significant
  - Example., Earthquakes, floods, wildfires, etc.
- **Significant Life Changes** >> Life transitions
  - Leaving home
  - Losing a job
  - Getting married

- Age
  - As age increases stress decreases
- Daily Hassles
  - Spotty phone connections, aggravating housemates, etc.
  - Some people can shrug off, others this builds up and can take a toll

### Stress Response System

- Unified by mind-body system
- Output of stress hormones: epinephrine & norepinephrine
- Fight or flight system increases heart rate and respiration, dulls feelings of pain, and releases sugar and fat from the body's stores
- General adaptation syndrome
  - Phase 1: Alarm Reaction
    - Sympathetic nervous system suddenly activated
    - Heart rate zooms
    - Feel faintness of shock
    - Ready to fight
  - Phase 2: Resistance
    - Temperature, blood pressure & respiration remain high
    - Adrenal glands pump hormones into your bloodstream
    - Fully engaged
  - Phase 3: Exhaustion
    - Become more vulnerable to ill or death
  - Although human body copes with temporary stress, prolonged stress can damage
- Tend & befriend >> under stress, people often provide support to others and bond with and seek support from others (befriend)
  - Especially women
  - Common response to a loved one's death
- Men withdraw socially more often than women
  - Turn to alcohol, become aggressive

### Stress & Vulnerability to Disease

- Health psychology >> subfield, provides psychology's contribution to behavioural medicine
- Psychoneuroimmunology >> study of how psychological, neural, and endocrine processes together affect the immune system and resulting health
  - Mind-body interactions
- 4 types of cells active in immune system function
  - B lymphocytes (white blood cells) >> mature in the bone marrow and release antibodies that fight bacterial infections
  - T lymphocytes (white blood cells) >> Mature in the thymus and other lymphatic tissue and attack cancer cells, viruses, and foreign substances
  - Macrophages ("big eaters") >> identify, pursue & ingest harmful invaders and worn-out cells

- Natural killer cells (NK cells) >> pursue diseased cells
- When immune system doesn't function properly responds in 2 ways
  - Responding too strongly >> attack body's own tissues
  - Underreacting >> allowing bacteria to flare
- More stressed people are more susceptible to colds and getting sick

#### Stress & AIDS

- Stress and negative emotions speed the transition from HIV infection to AIDS

#### Stress & Cancer

- Possible connection between stress and cancer
- Stress weakens immune system & could potentially weaken immune system in fighting off pathogens like cancer

#### Stress & Heart disease

- Coronary heart disease >> Clogging of vessels that nourish the heart muscle; leading cause of death in many developed countries
  - USA leading cause of death
- Stress and personality play large role in heart disease
- Friedman and Rosenman conducted study that stress increases vulnerability to heart disease
  - Type A Personality
    - Competitive, hard-driving, impatient, verbally aggressive and anger-prone people
    - More prone to heart disease
  - Type B Personality
    - Easy going, relaxed
  - Type D Personality
    - Suppress negative emotion to avoid social disapproval

#### Effects of Pessimism and Depression

- Pessimists more than twice as likely compared to optimists to get heart disease
- Depression can also be lethal
  - Increases risk of death by unnatural causes and heart disease

## Coping with Stress

- 2 common methods
  - Problem focused coping >> attempting to alleviate stress directly by changing the stressor or the way we interact with that stressor
    - Example., if impatience leads to a family fight then people may go directly to the family member to work things out
  - Emotion-focused coping >> attempting to alleviate stress by avoiding or ignoring a stressor and attending to emotional needs related to our stress reaction
    - Example., when we cannot get along with a family member, one may relieve stress by reaching out to friends for support and comfort

## Personal Control

- Learned helplessness >> hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events
  - Become more vulnerable to ill health when lack of control
    - Promotes outpouring of stress hormones
- When people perceive they are in control of their situation people tend to be healthier and have higher morale
  - Example., allowing prisoners to move chairs and control room lights
- Internal vs. External locus of control
  - Internal >> perception that we control our own fate
    - Less stress, typically more optimistic
  - External >> Outside forces beyond personal control determine fate
    - More young people adopt an external locus of control nowadays

## Self-control >> Ability to control impulses and delay short-term gratification for longer-term rewards

- Constantly changing
- Exercising will power temporarily depletes mental energy
  - Decreases neural activation in regions associated with mental control
- People that tend to display self-control in one area, tend to spillover into other areas too

## Social Support

- Promotes happiness and health
- People need human interaction
- Calms us and reduces blood pressure and stress hormones

## Reducing Stress

- Aerobic Exercise >> Oxygen-consuming

- Jogging, swimming, or biking
- Relaxation and Meditation
  - Biofeedback >> system of recording, amplifying and feeding back information about subtle physiological responses
    - Works best on tension headaches
  - Good routes to healthy relaxation
- Faith Communities and Health
  - Faith factor >> Religiously active people tend to live longer than those who are not religiously active
  - Promotes healthy behaviours
    - Social support
    - Self-control
    - Positive emotions

## **Chapter 14: Personality**

Personality >> Characteristic pattern of thinking, feeling, and acting

Psychoanalytic Perspective

- Sigmund Freud
- Discovery of the unconscious mind
  - Information processes of which we are unaware
- **Free association** >> told patient to relax and say whatever came to mind
  - Drew conclusions from childhood
- Believed mind is mostly hidden
  - Large unconscious part > conscious
- Believed in Repression, that people have troublesome feelings and ideas
- Personality structure
  - Id >> Pleasure principle
    - Satisfies basic needs to survive
  - Ego >> Reality
    - Gratify id's impulses in realistic ways
  - Superego >> Moral compass
    - Focuses on how we are supposed to behave
    - Children incorporate their parents values into their developing superegos
- Psychosexual stages

- Conflicts unresolved in these psychosexual stages could lead to a fixation at that stage
- Oedipus complex >> sexual desires towards mother & feelings of jealousy and hatred for the rival father
  - Parallel Electra complex ?? (females)
- Defense mechanisms >> tactics that reduce or redirect anxiety by distorting reality

#### Neo-Freudian

- Adopted Freud's interviewing ideas and basic concepts
- But broke off in 2 important ways
  - Placed more emphasis on the conscious mind's role in interpreting experience and coping with environment
  - Doubted sex and aggression were all-consuming motivations
    - Emphasised loftier motives and social interactions
- Alfred Adler & Karen Horney
  - Believed childhood social (not sexual) tensions are crucial for personality formation
  - Adler
    - Much of behaviour is driven by efforts to conquer childhood inferiority feelings that trigger our strivings for superiority and power
  - Horney
    - Childhood anxiety triggers desire for love and security
    - Balanced Freud's masculine bias

#### Psychodynamic

- Carl Jung
- Collective unconscious >> Reservoir of images, archetypes, derived from our species' universal experiences
  - Explains why spiritual concerns are deeply rooted

#### Assessing Unconscious Processes

- Projective Tests >> Provides ambiguous stimuli designed to trigger projection of one's inner dynamics
  - Example., personality test
- Thematic Apperception Test (TAT) >> Projective test in which people express their inner feelings and interests through the stories they make up about ambiguous scenes
  - Assess achievement motivation
  - Henry Murray
- Rorschach inkblot test >> People describe what they see on a series of inkblot tests
  - Evidence is insufficient

#### Humanistic Theories

- Focused on the ways people strive for self-determination & self-realization
- Abraham Maslow
  - Proposed hierarchy of needs
    - Self-actualization >> Once all basic & physiological needs are met, and self-esteem has been achieved
      - Motivation to fulfill ones potential
- Carl Rogers
  - Person-centered perspective >> people are basically good and are endowed with self-actualizing tendencies
    - Growth-promoting climate requires 3 conditions
      - Genuineness >> Open with their own feelings, drop facades, and are transparent
      - Acceptance >> Unconditional positive regard (always being accepted)
      - Empathy >> Share and mirror others feelings and reflect their meanings
      - Enable people to grow
- Central feature of personality
  - Self-concept >> All our thoughts and feelings we have in response to the question who am I
- Assessing the self
  - When the ideal and actual self are nearly alike, self concept is positive

#### Trait Theories

- Allport, Isabell Briggs Myers
- Traits >> Peoples characteristic behaviour and conscious motives
- Myers-Briggs Type Indicator (MBTI)
  - Sort people into personality types based on 126 questions

#### Exploring Traits

- **Factor Analysis** >> Statistical procedure that has also been used to identify clusters (factors) of test items that tap basic components of intelligence

- Hans Eysenck and Sybil Eysenck propose introversion-extraversion and emotional stability-instability for describing personality variation
- Biology & Personality
  - Extraverts seek stimulation because their normal brain arousal is relatively low
  - Genes have a lot to say about the temperament and behavioural style

#### Big 5 Factors

- Conscientiousness, Agreeableness, Neuroticism, Openness, Extraversion
- Objectively measured
- Relatively stable over the life-span, and apply to all cultures in which they have been studied

- Person-situation Controversy >> peoples personality changes across situations
  - Mostly not agreed with
- Empirically derived test >> developed by testing a pool of items and then selecting those that discriminate between groups
  - Minnesota Multiphasic Personality Inventory (MMPI)

#### Social-Cognitive Theories

- Views behaviour as influenced by the interaction between peoples trait (including their thinking) and their social context
  - Learn behaviours through conditioning or by observing and imitating others
- Bandura
  - Reciprocal determinism >> interacting influences of behaviour, internal cognition, and environment
    - Different people choose different environments
      - Rural vs. Urban

- Schools we go too
  - Neighbourhood
- Personalities shape how we interpret and react to events
  - Anxious people tend to react strongly to relationship threats
- Personalities help create situations in which we react
  - How we view and treat people influences how they treat us
- Behaviour emerges from the interplay of external and internal influences

#### Assessing Behaviour in Situations

- Persons past behaviour patterns in similar situations predicts future behaviour
  - As long as situation and person remain much the same

#### Major Personality Theories Summarized

## Exploring the Self

- Self >> Center of personality, organizer of thoughts, feelings and actions
  - More than one self
    - i.e., person you dream of becoming, unemployed self, etc.
- Spotlight effect >> Overestimating others' noticing and evaluating our appearance, performance, and blunders

## Benefits of Self-Esteem

- Self-esteem >> Feelings of self-worth
  - High-self esteem
    - Less anxious, shy and lonely
    - happier
- Self-efficacy >> One's sense of competence and effectiveness
  - Predicts school achievement

## Costs of Self-Esteem

- Excessive Optimism can change one's perception of things
  - Dash of realism can keep you grounded
  - Optimism is not related to better grades
- Blindness to one's own incompetence
  - People are most overconfident when most incompetent
  - Example., if you do not know what good grammar is, you may be unaware that your grammar is poor after not doing well on a grammar test
- Self-Serving Bias >> Readiness to perceive oneself favorably
  - People accept more responsibility for good deeds than for bad
    - Successes > Failures
  - Newer generations expressed more narcissism (excessive self-love and self-absorption)