Nurses Content
Downloaded from nursescontent.com

Motivation and Emotional Processes

Psychology

Motivation, theories, types, emotions, stress, adaptation, coping and attitudes.

For educational purposes only.

CHAPTER 07: MOTIVATION AND EMOTIONAL PROCESSES

Subject: Applied Psychology Course: B.Sc. Nursing

1. Motivation

Definition

Motivation is the psychological process that initiates, directs and sustains goal-oriented behaviour.

It explains why individuals perform particular activities, pursue goals and continue their efforts despite difficulties.

Characteristics of Motivation

- Goal-oriented
- Dynamic
- Influenced by internal and external factors
- Varies among individuals
- Influences behaviour and performance
- May be conscious or unconscious

2. Types of Motivation

Intrinsic Motivation

Motivation arising from personal interest, enjoyment or satisfaction.

Example: Studying nursing because of genuine interest in patient care.

Extrinsic Motivation

Motivation arising from external rewards or consequences.

Example: Studying to obtain high examination marks.

Positive Motivation

Encourages behaviour through desirable goals, recognition or rewards.

Negative Motivation

Behaviour influenced by the desire to avoid unpleasant consequences.

Biological Motivation

Arises from physiological requirements.

Examples include hunger, thirst, sleep and sexual motivation.

Social Motivation

Develops through interpersonal relationships and social experiences.

Examples include affiliation, achievement, recognition and status.

3. Motivation Cycle

The motivation cycle describes how needs may initiate goal-directed behaviour.

Need -> Drive or tension -> Goal-directed behaviour -> Goal attainment -> Satisfaction or reduction of tension.

Example: Hunger creates a drive to obtain food. Eating reduces hunger and temporarily satisfies the need.

Not every form of motivation follows a simple tension-reduction cycle.

4. Biological and Special Motives

Biological motives	Social or special motives
Hunger	Achievement
Thirst	Affiliation
Sleep	Recognition
Sexual motivation	Power
Avoidance of injury	Curiosity
Temperature regulation	Independence

Achievement Motivation

Desire to accomplish challenging goals and achieve competence.

Affiliation Motivation

Desire to establish and maintain meaningful interpersonal relationships.

Power Motivation

Desire to influence individuals, situations or available resources.

Curiosity

Motivation to explore, investigate and acquire knowledge.

5. Theories of Motivation

Nurses Content
Downloaded from nursescontent.com

A. Maslow's Hierarchy of Needs

Abraham Maslow proposed that human needs may be organized into a hierarchy.

Level	Need	Nursing example
1	Physiological	Oxygen, food, water and sleep
2	Safety	Protection from injury and infection
3	Love and belonging	Family support and relationships
4	Esteem	Respect, dignity and confidence
5	Self-actualization	Personal growth and fulfillment

The hierarchy is a useful educational framework, but individuals do not always satisfy needs in a fixed order.

B. Drive Reduction Theory

Associated with Clark Hull.

Behaviour may be motivated by physiological needs that produce drives, leading to actions that reduce internal imbalance.

Example: Drinking water to relieve thirst.

C. Incentive Theory

Behaviour is influenced by anticipated external rewards or desirable outcomes.

Example: Working towards a professional qualification to obtain employment opportunities.

D. Instinct Theory

Suggests that some behaviour is influenced by inherited biological tendencies.

It does not fully explain complex learned human behaviour.

E. Arousal Theory

Individuals may seek levels of stimulation that support interest and effective functioning.

Very low or very high arousal may impair performance, depending on task difficulty.

F. McClelland's Theory of Needs

David McClelland emphasized three learned motives:

1. Need for achievement
2. Need for affiliation
3. Need for power

G. Herzberg's Two-Factor Theory

Primarily applied to workplace motivation.

Hygiene factors	Motivators

Nurses Content
Downloaded from nursescontent.com

Salary	Achievement
Working conditions	Recognition
Job security	Responsibility
Organizational policies	Professional growth
Supervision	Meaningful work

H. Self-Determination Theory

Edward Deci and Richard Ryan emphasized three basic psychological needs:

- Autonomy: Sense of choice and personal control.
- Competence: Feeling capable and effective.
- Relatedness: Meaningful connection with others.

6. Nursing Applications of Motivation

- Encourage patient participation in treatment.
- Support realistic health goals.
- Identify barriers to treatment adherence.
- Provide constructive feedback.
- Encourage independence.
- Improve patient education.
- Support rehabilitation.
- Promote professional development among nursing personnel.

Nurses should avoid coercion and respect the patient's right to make informed decisions.

7. Emotions

Definition

Emotion is a complex psychological state involving subjective feelings, physiological changes, cognitive appraisal and behavioural expression.

Components of Emotion

1. Subjective component: Personal emotional experience.
2. Physiological component: Changes in bodily functions.
3. Cognitive component: Interpretation of the emotional situation.
4. Behavioural component: Facial expressions, gestures and actions.

Examples of Emotions

- Happiness
- Sadness

Nurses Content
Downloaded from nursescontent.com

- Fear
- Anger
- Surprise
- Disgust
- Shame
- Guilt
- Jealousy

Emotion vs Feeling vs Mood

Concept	Description
Emotion	Response to an event or situation, involving multiple psychological and physiological components
Feeling	Subjective awareness of an emotional experience
Mood	Relatively sustained emotional state

8. Development of Emotions

Infancy

- Early expressions of distress and pleasure.
- Development of social smiling.
- Formation of emotional attachment.

Childhood

- Increasing emotional awareness.
- Development of empathy.
- Learning social rules concerning emotional expression.

Adolescence

- Increasing emotional complexity.
- Development of identity and self-awareness.
- Greater influence of peer relationships.

Adulthood

- Continuing development of emotional regulation.
- Responses shaped by relationships and life experiences.

9. Physiological Changes During Emotions

Emotional experiences may involve changes in:

- Heart rate

Nurses Content
Downloaded from nursescontent.com

- Blood pressure
- Respiratory rate
- Sweating
- Muscle tension
- Pupil size
- Gastrointestinal activity
- Hormonal secretion

The particular physiological response varies according to the emotion and individual circumstances.

10. Theories of Emotion

James-Lange Theory

Emotional experience follows perception of physiological changes.

Stimulus -> Physiological response -> Emotional experience.

Cannon-Bard Theory

Physiological arousal and emotional experience may occur simultaneously.

Stimulus -> Physiological arousal and emotional experience.

Schachter-Singer Two-Factor Theory

Emotion results from physiological arousal combined with cognitive interpretation of the situation.

Arousal + Cognitive interpretation -> Emotional experience.

Lazarus Cognitive Appraisal Theory

Emotional responses are influenced by how an individual evaluates the meaning and significance of a situation.

These theories provide different explanations and are not mutually exclusive accounts of every emotional experience.

11. Emotional Intelligence

Emotional intelligence involves abilities related to recognizing, understanding and managing emotions.

Common components include:

- Self-awareness
- Emotional regulation
- Motivation
- Empathy
- Social skills

Importance in Nursing

Emotional intelligence supports therapeutic communication, teamwork, conflict management, leadership and professional self-regulation.

12. Alterations in Emotional Processes

Alteration	Description
Anxiety	Apprehension or anticipation of perceived threat
Apathy	Reduced emotional engagement or motivation
Anhedonia	Reduced ability to experience pleasure
Emotional lability	Rapid or marked changes in emotional expression
Irritability	Increased tendency towards frustration or anger
Flat affect	Markedly reduced observable emotional expression
Euphoria	Unusually heightened sense of well-being
Dysphoria	Unpleasant emotional state involving distress or dissatisfaction

Clinical assessment is necessary to determine the cause and significance of these findings.

13. Emotional Responses to Illness

Patients may experience:

- Fear of diagnosis or treatment
- Anxiety about prognosis
- Anger
- Grief
- Feelings of dependence
- Loss of confidence
- Uncertainty
- Body-image concerns
- Social isolation

Nursing Management

- Encourage appropriate emotional expression.
- Listen actively.
- Provide accurate information.
- Acknowledge patient concerns.
- Maintain confidentiality.
- Support coping strategies.

- Assess risks to patient safety.
- Facilitate professional mental health assessment when needed.

14. Stress

Definition

Stress is a psychological and physiological response to demands or circumstances perceived as challenging, threatening or exceeding available resources.

Stressor

A stressor is an internal or external factor that contributes to a stress response.

Types of Stress

Type	Meaning
Eustress	Manageable stress associated with motivation or positive challenge
Distress	Stress associated with suffering or impaired functioning
Acute stress	Short-term response to an immediate situation
Chronic stress	Prolonged response to persistent demands

Sources of Stress

- Academic pressure
- Occupational responsibilities
- Financial difficulties
- Illness
- Interpersonal conflicts
- Family responsibilities
- Environmental changes
- Traumatic events

15. Stress Response Cycle

Stressor -> Cognitive appraisal -> Physiological and emotional response -> Coping -> Recovery or continued stress.

16. General Adaptation Syndrome

Hans Selye described three stages of prolonged physiological stress response.

1. Alarm reaction: Initial activation of stress-response systems.
2. Resistance: Continued adaptation to the stressor.
3. Exhaustion: Prolonged demands may impair the ability to adapt.

Nurses Content
Downloaded from nursescontent.com

Physiological Mechanisms

- Sympathetic nervous system activation.
- Release of adrenaline and noradrenaline.
- Activation of the hypothalamic-pituitary-adrenal axis.
- Cortisol secretion.

17. Effects of Stress

Physical	Psychological	Behavioural
Headache	Anxiety	Social withdrawal
Muscle tension	Irritability	Changes in eating
Fatigue	Poor concentration	Substance misuse
Sleep disturbance	Emotional distress	Reduced productivity

Persistent symptoms require appropriate evaluation because physical and psychological conditions may have overlapping manifestations.

18. Adaptation

Adaptation is the process of adjusting to environmental, physiological or psychological changes.

Types

- Physiological adaptation
- Psychological adaptation
- Social adaptation
- Behavioural adaptation

Adaptation helps maintain functioning and manage environmental demands.

19. Coping Strategies

Problem-Focused Coping

Addresses the source of stress through planning and problem-solving.

Emotion-Focused Coping

Manages emotional responses through relaxation, acceptance or support.

Adaptive Coping

Includes exercise, adequate rest, seeking assistance and realistic goal setting.

Maladaptive Coping

Includes harmful substance use, persistent avoidance and destructive behaviour.

Nurses Content
Downloaded from nursescontent.com

20. Stress Management

- Time management
- Comfortable breathing exercises
- Progressive muscle relaxation
- Physical activity
- Adequate sleep
- Balanced nutrition
- Mindfulness
- Social support
- Professional counselling
- Organizational support and reasonable workloads

21. Attitude

Definition

An attitude is a relatively enduring evaluation or predisposition towards a person, object, idea or situation.

ABC Model of Attitude

Component	Meaning	Example
Affective	Feelings	Feeling anxious about vaccination
Behavioural	Behavioural tendency	Avoiding a vaccination appointment
Cognitive	Beliefs and thoughts	Believing incorrect information about vaccines

22. Characteristics of Attitude

- Influenced by learning and experience.
- May be positive, negative or neutral.
- Influences behaviour but does not always predict it.
- Can change over time.
- Influenced by social and cultural factors.

23. Factors Influencing Attitude

- Family
- Education
- Culture
- Peer groups
- Personal experiences

Nurses Content
Downloaded from nursescontent.com

- Media exposure
- Religious and social beliefs
- Knowledge
- Emotional experiences

24. Attitude Change

Attitudes may change through:

- Accurate information
- Persuasive communication
- Direct experience
- Social influence
- Role modelling
- Reflection
- Constructive discussion

25. Role of Attitude in Health and Illness

Attitudes influence:

- Healthcare-seeking behaviour
- Treatment acceptance
- Medication adherence
- Health-related decision-making
- Preventive healthcare
- Responses to illness
- Stigma towards mental illness

Nurses should explore patient beliefs respectfully rather than assume that non-adherence reflects a negative attitude.

26. Psychometric Assessment of Emotion and Attitude

Assessment	Purpose
PHQ-9	Screening and severity assessment of depressive symptoms
GAD-7	Screening and severity assessment of anxiety symptoms
DASS-21	Assessment of depression, anxiety and stress symptoms
Likert scale	Measurement of attitudes or agreement
Semantic differential scale	Assessment of evaluations using contrasting adjectives
Emotional intelligence measures	Assessment of selected emotional abilities or characteristics

Use validated versions and appropriate administration procedures. Screening instruments do not establish a diagnosis independently.

27. Role of Nurses

- Assess emotional and motivational needs.
- Identify sources of stress.
- Encourage constructive coping.
- Promote patient autonomy.
- Provide therapeutic communication.
- Support informed health decisions.
- Identify significant emotional alterations.
- Refer patients when indicated.
- Maintain professional emotional regulation.

28. Important Examination Questions

Long Answer Questions

1. Define motivation and explain its types and theories.
2. Describe Maslow's hierarchy of needs.
3. Define emotion and explain its major theories.
4. Describe stress, adaptation and coping.
5. Explain attitude, its components and its role in health.

Short Answer Questions

- Motivation cycle
- Intrinsic and extrinsic motivation
- McClelland's theory
- Emotional intelligence
- James-Lange theory
- Emotional responses to illness
- General adaptation syndrome
- Stress-management techniques
- ABC model of attitude
- Role of nurses in emotionally distressed patients

Conclusion

Motivation, emotions and attitudes influence behaviour, psychological adjustment and healthcare decisions. Nurses apply these concepts to support patient education, treatment participation, coping, recovery and

Nurses Content
Downloaded from nursescontent.com

emotional well-being.

Quick Revision

- Motivation initiates, directs and sustains goal-oriented behaviour.

- Intrinsic motivation comes from personal interest or satisfaction; extrinsic motivation involves external rewards or consequences.

- Maslow's framework includes physiological, safety, belonging, esteem and self-actualization needs; needs do not always follow a fixed order.

- Emotion includes subjective experience, physiological changes, cognitive appraisal and behavioural expression.

- The major emotion theories discussed are James-Lange, Cannon-Bard, Schachter-Singer and Lazarus appraisal theory.

- Selye's general adaptation syndrome describes alarm, resistance and exhaustion.

- Problem-focused coping addresses the stressor; emotion-focused coping manages the emotional response.

- The ABC model of attitude comprises affective, behavioural and cognitive components. Nursing care supports autonomy, constructive coping and informed decisions.

Practice questions

Choose one best answer. The answer key and explanations follow the questions.

1. Studying because of personal interest and enjoyment is:

A. Extrinsic motivation
B. Intrinsic motivation
C. Negative motivation
D. A punishment response

2. Oxygen, food, water and sleep belong to which level in Maslow's framework?

A. Esteem
B. Self-actualization
C. Belonging
D. Physiological needs

3. The ABC model of attitude comprises:

A. Affective, behavioural and cognitive components
B. Assessment, breathing and circulation
C. Attention, balance and concentration
D. Autonomy, belonging and confidence

Nurses Content
Downloaded from nursescontent.com

Answer key and explanations

1. B - Intrinsic motivation

Intrinsic motivation arises from personal interest, enjoyment or satisfaction.

2. D - Physiological needs

These are the physiological needs listed in the chapter's hierarchy table.

3. A - Affective, behavioural and cognitive components

The model describes feelings, behavioural tendencies, and beliefs or thoughts.

Source and attribution

Online chapter: https://nursescontent.com/learn/psychology/motivation-and-emotional-processes/

Downloaded from Nurses Content. Branding identifies the delivery website. Original author credits, third-party licences and applicable rights remain unchanged.