

## Motivation. Course syllabus

**Textbook/material required:** *Motivation: Theory, Research and Application* (6th ed.) Petri, H. L., & Govern, J. M.

### 1. Course Description

The course offers a comprehensive examination of contemporary research and theory in the area of motivation. It aims to equip students with a nuanced understanding of the ways in which both learned and unlearned motives impact human behavior. Through a rigorous examination of various topics, such as the conceptualization and assessment of motivation, the physiological underpinnings of motivation, the influence of learned motives, and the cognitive viewpoint on human motivation.

### 2. Course Objectives

*This course aims to:*

- The various theories of motivation
- Research done in the field of motivational psychology
- Various means of application of motivational tools and techniques
- The exploration and discussion of real-world examples of motivation in various settings

### 3. Learning Outcomes

*By the end of this course, the student should be able to:*

1. Demonstrate an understanding of motivational psychology through knowledge of motivational behavioral principles.
2. Demonstrate critical thinking skills necessary to critically assess actual situations explaining human behavior.
3. Evaluate scientific studies with an understanding of what constitutes a valid research method.
4. Demonstrate understanding of the diverse assumptions and values that motivate us and our behaviors.
5. Exhibit teamwork and interpersonal skills.
6. Demonstrate ability to communicate their knowledge publicly.

### 4. Course Weekly Calendar

DATE	CLASS TOPIC & DESCRIPTION	REFERENCE IN THE TEXTBOOK	ASSIGNMENT/TASK
WEEK ONE	INTRODUCTION & SYLLABUS REVIEW		
WEEK TWO WEEK THREE WEEK FOUR	CONCEPTUALIZING MOTIVATION & MEASURING MOTIVATION <ul style="list-style-type: none"><li>• MOTIVATION</li></ul>	CHAPTER 1	

	<ul style="list-style-type: none"> <li>• MEASUREMENT &amp; FEATURES OF MOTIVATION</li> <li>• ROLE OF DEPRIVATION</li> <li>• LEVELS OF ANALYSIS</li> </ul>		
WEEK FIVE	<p>GENETIC CONTRIBUTIONS TO BEHAVIOR</p> <ul style="list-style-type: none"> <li>• INSTINCT-BASED BEHAVIOR</li> <li>• RECENT GENETIC THEORIES</li> <li>• FAP</li> <li>• MOTIVATIONAL CONFLICT</li> <li>• IMPRINTING &amp; ATTACHMENT</li> <li>• INSTINCT IN HUMANS</li> </ul> <p>PHYSIOLOGICAL MECHANISMS OF MOTIVATION</p> <ul style="list-style-type: none"> <li>• AROUSAL THEORY</li> <li>• SLEEP &amp; MOTIVATION</li> <li>• STRESS &amp; MOTIVATION</li> </ul>	CHAPTERS 2/3	
WEEK SIX	<p>LEARNED MOTIVES: CLASSICAL &amp; OPERANT CONDITIONING</p> <ul style="list-style-type: none"> <li>• CLASSICAL, INSTRUMENTAL AND OBSERVATIONAL LEARNING</li> <li>• ELIMINATION OF MOTIVATED BEHAVIOURS</li> </ul>	CHAPTER 5	<u>CLASS ACTIVITY</u>
WEEK SEVEN	<p>COGNITIVE MOTIVATION: EXPECTANCY VALUE APPROACHES</p> <ul style="list-style-type: none"> <li>• INCENTIVES AS MOTIVES</li> <li>• EXPECTANCY, VALUE, AND INSTRUMENTS</li> </ul>	CHAPTER 5/8	
WEEK EIGHT	<p>COGNITIVE CONSISTENCY THEORY AND SOCIAL MOTIVATION</p> <ul style="list-style-type: none"> <li>• BALANCE THEORY</li> <li>• COGNITIVE DISSONANCE THEORY</li> <li>• SOCIAL MOTIVATION: GROUP IMPACT, CONFORMITY, OBEDIENCE, COMPLIANCE</li> </ul>	CHAPTER 8/ 9	<u>QUIZ (5%)</u> <u>INDIVIDUAL</u> <u>(24 HOURS+2</u> <u>DAYS LATE</u> <u>SUBMISSION)</u>
WEEK NINE	ATTRIBUTION THEORIES		

	<ul style="list-style-type: none"> <li>• BASIC ASSUMPTIONS</li> <li>• HEIDER'S NAÏVE PSYCHOLOGY</li> <li>• CORRESPONDENT INFERENCE THEORY</li> <li>• KELLEY'S COVARIATION THEORY</li> <li>• WEINER'S ATTRIBUTIONAL ANALYSIS</li> <li>•</li> </ul>		
WEEK TEN	<p>BIASES IN ATTRIBUTIONS</p> <ul style="list-style-type: none"> <li>• THE SELF-SERVING BIAS</li> <li>• THE FALSE CONSENSUS EFFECT</li> <li>• THE ACTOR-OBSERVER BIAS</li> <li>• THE FUNDAMENTAL ATTRIBUTION ERROR</li> </ul>		
WEEK ELEVEN	<p>COMPETENCE &amp; CONTROL THEORIES</p> <ul style="list-style-type: none"> <li>• HUMANISTIC PSYCHOLOGY</li> <li>• MASLOW HIERARCHY OF NEEDS AND SELF-ACTUALIZATION</li> <li>• ROGERS &amp; POSITIVE REGARD</li> <li>• SELF-DETERMINATION THEORY: NEEDS &amp; PROCESS</li> </ul>	CHAPTER 10/11	CLASS ACTIVITY
WEEK TWELVE	<p>EMOTIONS AND MOTIVATION</p> <ul style="list-style-type: none"> <li>• TYPES OF EMOTIONS</li> <li>• EMOTIONS AND MOTIVATION</li> <li>• BIOLOGICAL APPROACH TO EMOTIONS</li> <li>• COGNITIVE THEORY</li> <li>• LEARNING EMOTIONS</li> <li>• BASIC THEORIES OF EMOTIONS</li> </ul>	CHAPTER 11/12	CLASS ACTIVITY
WEEK THIRTEEN	<p>WORKSHOP ON MOTIVATION</p>		PROJECT DELIVERABLE #2
WEEK FOURTEEN	<p>WORKSHOP ON MOTIVATION</p>		

