

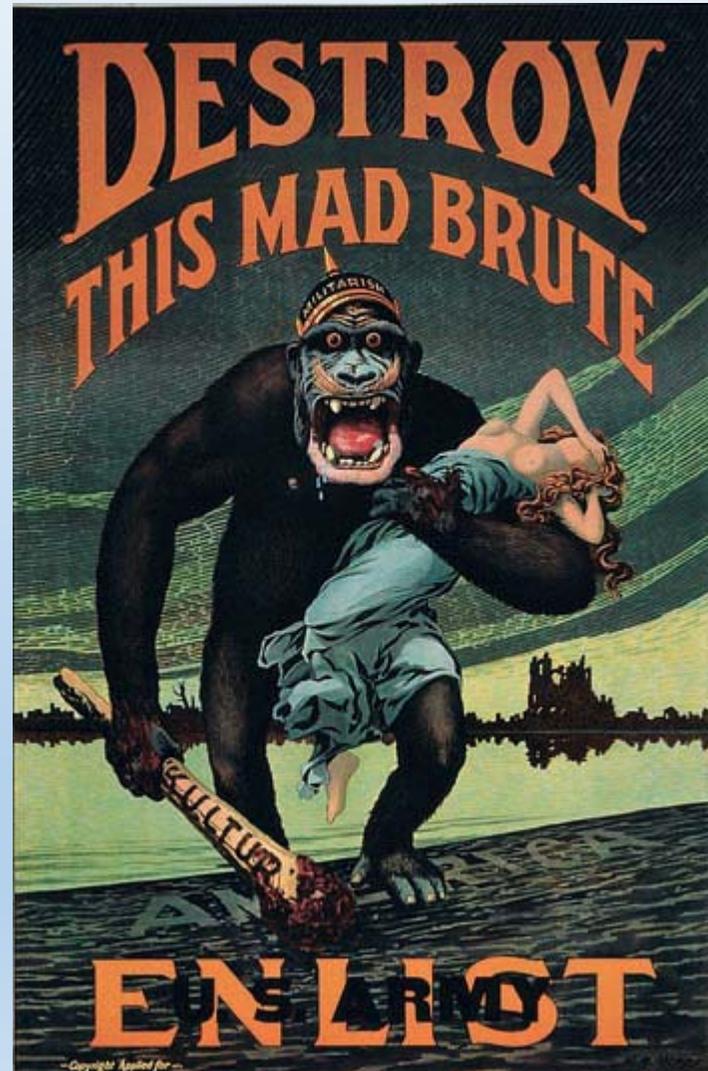
情绪对行为的影响

情绪对行为的影响

- 情绪影响我们的自主行为(非理智驱动)
 - Ultimatum game
- 情绪影响我们的认知过程
- 对情绪的需求,是primary needs

控制非理性

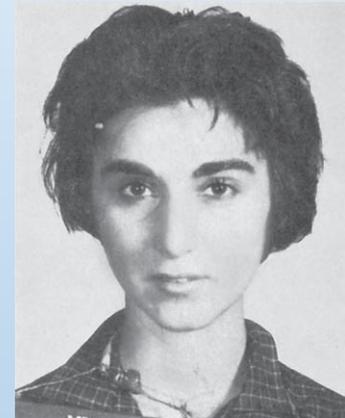
- 非人化



控制非理性

- 非人化
- 责任分担

THE BYSTANDER EFFECT



Kitty Genovese (1935-1967)

控制非理性

- 非人化
- 责任分担
- 接受命令
- 匿名化

情绪与动机

Motivation and Emotion

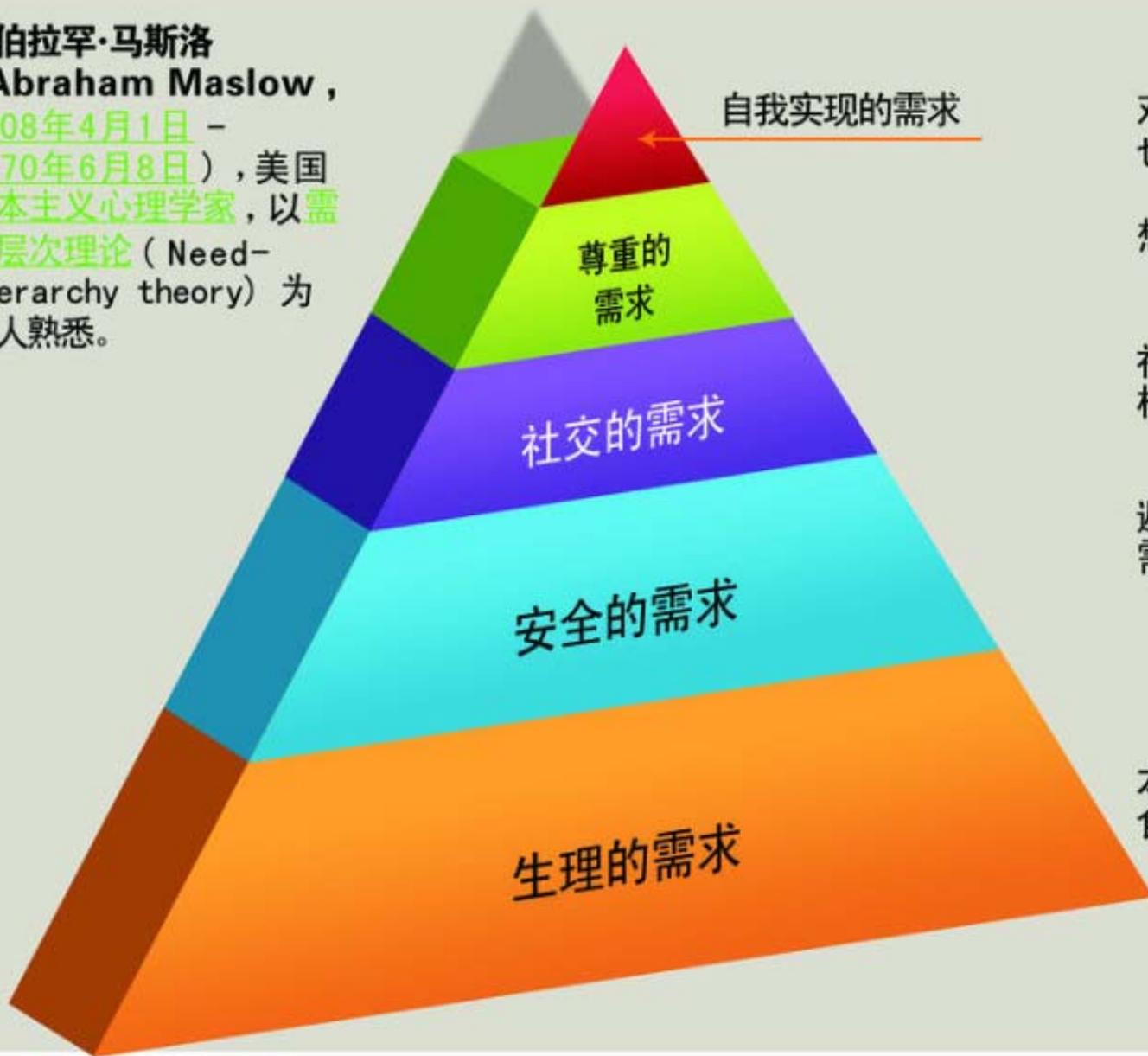
- 定义:
- 历史
- 影响因素
- 关系

动机

- 是什么
- 组织形式
- 理论

马斯洛需求层次理论 (模型)

亚伯拉罕·马斯洛
(Abraham Maslow ,
1908年4月1日 -
1970年6月8日) , 美国
人本主义心理学家 , 以需
求层次理论 (Need-
hierarchy theory) 为
世人熟悉。



自我实现的需求

对理想实现等的需要
也称成长需要

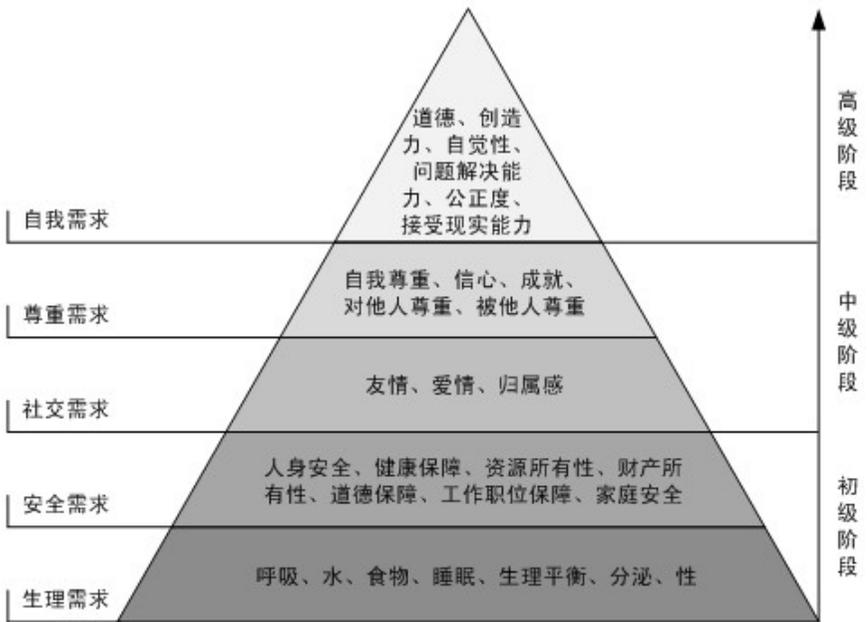
想被他人承认的需要

社会需要, 与他人交流
相关的需要变得更重要

避免对生命构成威胁的
需要

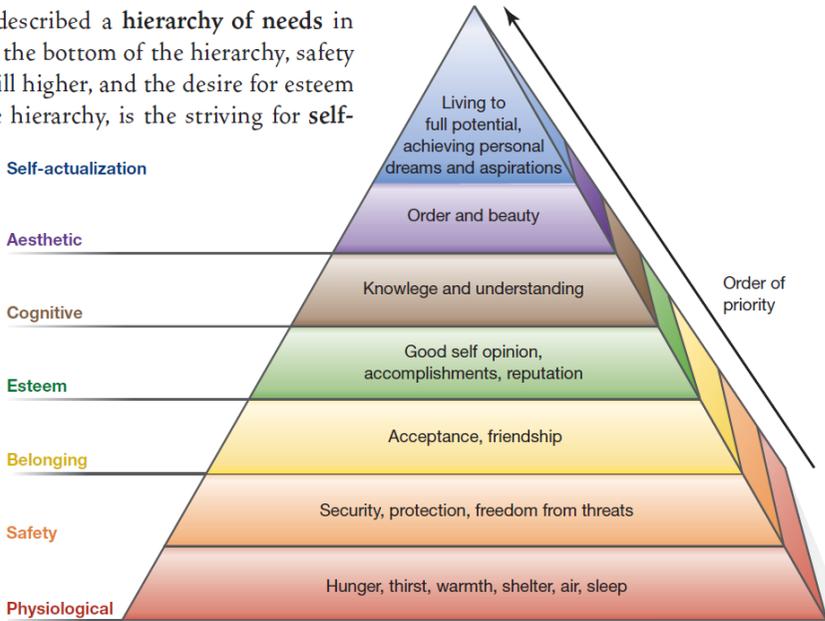
本能层次的需要, 包括
食欲、睡眠、欲望等

马斯洛的理论

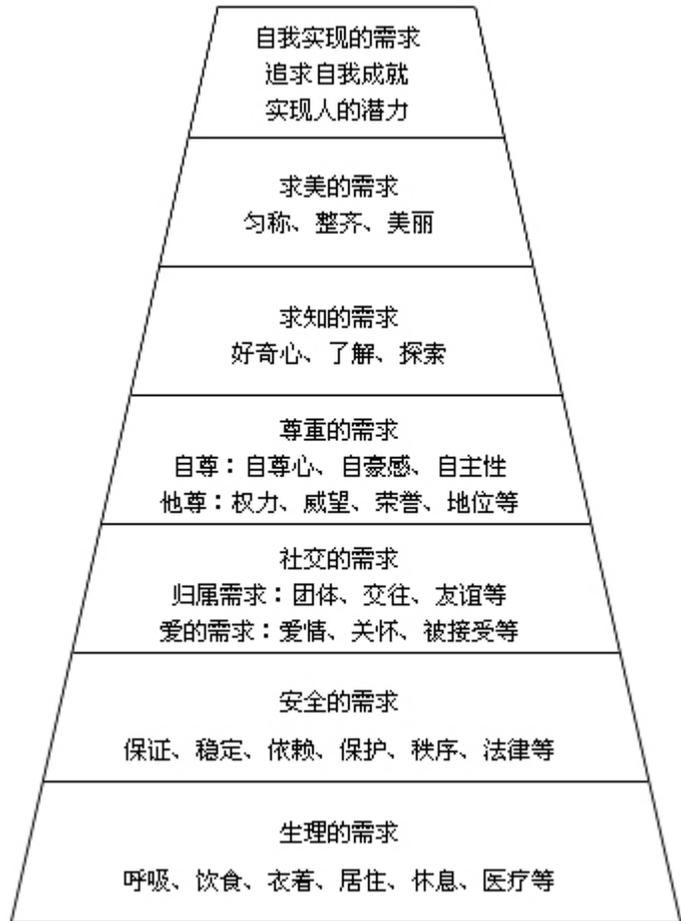


described by Maslow, who described a **hierarchy of needs** in which biological needs are at the bottom of the hierarchy, safety and security needs are still higher, and the desire for esteem and self-actualization toward the top of the hierarchy, is the striving for **self-actualization** or realizing oneself to the fullest.

People will strive for self-actualization or realizing oneself to the fullest. People will strive for esteem or self-respect. People will strive for order or order needs. People will strive for belonging and large this is the desire to belong. People will write poetry or create art. People who have not eaten for a long time will eat. People who are cold will warm themselves. People who are tired will rest. People who are thirsty will drink. People who are hungry will eat. People who are in pain will seek relief. People who are in danger will seek safety. People who are in need will seek help. People who are in love will seek affection. People who are in friendship will seek companionship. People who are in a group will seek belonging. People who are in a society will seek esteem. People who are in a culture will seek self-actualization.



12.25 Maslow's hierarchy



动机的理论

本能理论



动机的理论

本能理论



驱力理论



Leptin deficiency

动机的理论

本能理论



驱力理论



Leptin deficiency



Rat with ventromedial hypothalamus lesion

动机的理论

驱力理论

本能理论



Arousal Theory
唤起理论





文化差异

Rubens' s
Venus before a Mirror
(1614–1615)



Rubens' s
Venus before a Mirror
(1614–1615)





Rubens' s
Venus before a Mirror
(1614–1615)



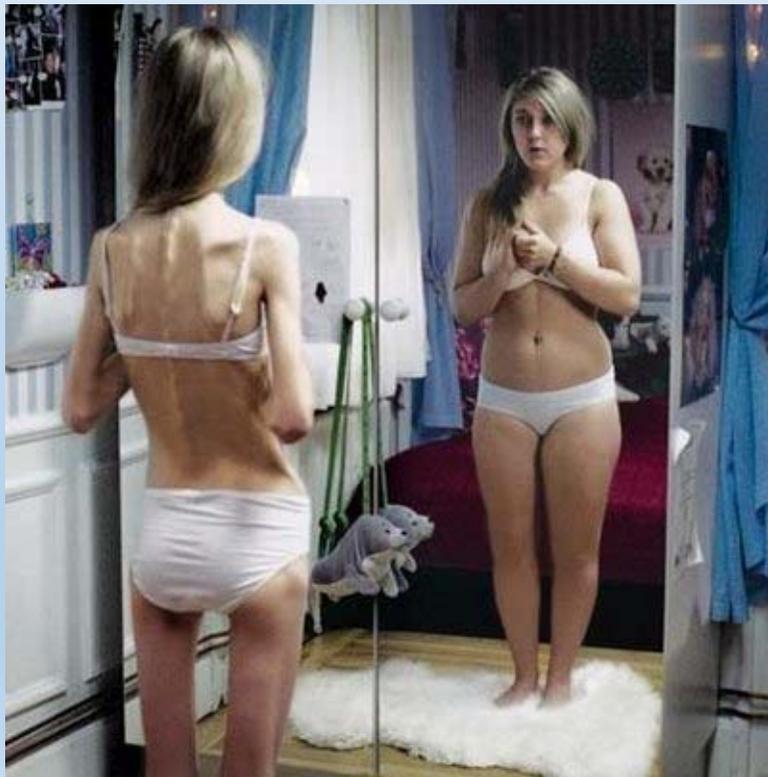


Rubens' s
Venus before a Mirror
(1614–1615)



性别差异 - Anorexia Nervosa

- 用饿的方式减肥，
- 总觉得自己胖。
- 绝大多数是女性。

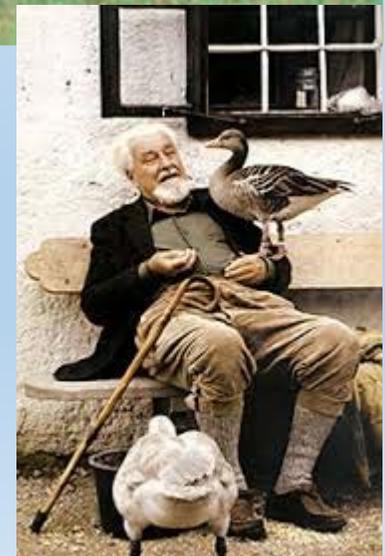


依附/恋 (Attachment)

- 重要性
- 作用
- 脾气(Temperament)
 - Monkey case
 - The strange situation



Imprint





依附/恋 (Attachment)

- 重要性
- 作用
- 脾气(Temperament)



人类的依附关系

- Romanian Orphans 1960s – 1989
- ~15万儿童
- 两岁
- 社交与认知关系