

BEYOND PLEASURE AND PAIN



HOW MOTIVATION WORKS

E. TORY HIGGINS

OXFORD

Beyond Pleasure And Pain How Motivation Works

JS Bruner



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Beyond Pleasure and Pain E. Tory Higgins, 2012 Rather they work together **Beyond Pleasure and Pain** Edward Tory Higgins, 2012 How does motivation work Scientific research shows that people are motivated by more than the pursuit of pleasure and the avoidance of pain Higgins argues that people are motivated by the pursuit of value truth and control but the central story to motivation lies in how these elements work together **Shared Reality** Edward Tory Higgins, 2019 What does it mean to be human The classic answer is that we have a special kind of intelligence But to understand what we are as humans we also need to know what we are like motivationally In this work Dr Higgins describes how our human motivation for shared reality evolved in our species and how it develops in our children as shared feelings shared practices and shared goals and roles taken from book jacket **Scientists Making a Difference** Robert J. Sternberg, Susan T. Fiske, Donald J. Foss, 2016-08-15 This book presents the most important contributions to modern psychological science and explains how the contributions came to be **Motivation**, 2016-10-28 Motivation Theory Neurobiology and Applications is inspired by a question central to health care professionals teachers parents and coaches alike How can an individual be motivated to perform a given activity or training It presents novel measurements of motivation developed in psychology and economics recent insights into the neurobiology of motivation and current research on applications designed to boost motivation in neurorehabilitation education and sports In addition tactics on how to connect these different research and knowledge fields within a common theoretical framework of motivation is discussed Thus in short the book provides an integrative interdisciplinary up to date accounting on the neurobiology of motivation and how it might be boosted Provides an integration of the neurosciences their clinical challenges and applicable research Includes both an interdisciplinary and integrative nature Contains a broad array of subject matter that will be of interest to a large target audience Presents contributions from experts in their respective fields **Mapping Motivation** James Sale, 2017-05-15 Ever wondered what motivation is and why organizations do not and cannot until now measure it James Sale tackles the question of what motivation is why we need it and what happens when we don't have it He defines and measures motivation from an individual team and most critically organizational or workplace point of view and he introduces the reader to the core concepts of how it relates to fundamental issues such as performance and productivity and its role in a number of key management functions team building performance appraisal leadership development engagement and change management Motivation is a core aspect of all people development initiatives and programmes if we wish them to succeed Based on over ten years of research into motivation and performance James created Motivational Maps the first and only accurate diagnostic tool that describes measures monitors and maximizes motivation and performance through an easy simple to use online questionnaire that takes only 10 minutes to complete and which readers have access to Mapping Motivation therefore is the definitive book on motivation its language and metrics written by its creator are full of knowledge insight and practical tips this will appeal to

leaders managers HR specialists trainers coaches consultants and visionaries around the world who wish to engage with people development and productivity in a new dynamic way

Individual Differences: From Neurobiological Bases to New Insight on Approach and Avoidance Behavior Daniela Laricchiuta, 2016-01-22 The superordinate division of emotions is distributed along a bipolar dimension of affective valence from approaching rewarding situations to avoiding punitive situations Avoiding and approaching behaviors determine the disposition to the primary emotions of fear and attachment and the behavioral responses to the environmental stimuli of danger novelty and reward Approach or avoidance behaviors are associated with the brain pathways controlling cognitive and attentional function reward sensitivity and emotional expression involving prefrontal cortex amygdala striatum and cerebellum Individual differences in approach and avoidance behavior might be modulated by normal variance in the level of functioning of different neurotransmitter systems such as dopaminergic serotonergic noradrenergic and endocannabinoid systems as well as many peptides such as corticotropin releasing hormone These substances act at various central target areas to increase intensity of appetitive or defensive motivation Physiologically personality temperaments of approach and avoidance are viewed as instigators of propensity They produce immediate affective cognitive and behavioral inclinations in response to stimuli and orient individuals across domains and situations in a consistent fashion Although the action undoubtedly emerges directly from these temperamental proclivities ultimate behavioral outcomes are often a function of the integration among goal pursuit self regulation and temperament trait Defective coping strategies to aversive or rewarding stimuli characterize the pathophysiology of anxiety and stress related disorders or compulsive and addiction behaviors respectively Individuals with neuropsychiatric symptoms such as depression suicidal behavior bipolar mania schizophrenia substance use disorders pathological gambling and anxiety disorders have scores which fall at the extreme tails of the normal distribution for a specific temperamental trait The present Research Topic on the individual differences in emotional and motivational processing emphasizes the link between neuronal pattern and behavioral expression The Topic includes experimental and clinical researches addressing the individual differences related to approach and avoidance and their behavioral characterization structural and neurochemical profiles synaptic connections and receptor expressions Studies are organized in a framework that puts in evidence the phenotypic expression and neurobiological patterns characterizing the individual differences and their biological variance

Researching Language Learning Motivation Ali H. Al-Hoorie, Fruzsina Szabó, 2022-01-27 One of the most active areas in the field of second language acquisition language learning motivation is a burgeoning area of research Yet the plethora of new ideas and research directions can be confusing for newcomers to the discipline to navigate Offering concise bite size overviews of key contemporary research concepts and directions this book provides an invaluable guide to the contemporary state of the field Making the discussion of key topics accessible to a wider audience each chapter is written by a leading expert and reflects on cutting edge research issues From well established

concepts such as engagement and learning goals to emerging ideas including contagion and plurilingualism this book provides easy to understand overviews and analysis of key contemporary themes Helping readers understand a field which can appear highly technical and overwhelming Researching Language Learning Motivation provides valuable insights perspectives and practical applications Language Learning Motivation in Japan Matthew T. Apple, Dexter Da Silva, Terry Fellner, 2013-09-27 This book synthesises current theory and research on L2 motivation in the EFL Japanese context covering topics such as the issues of cultural identity demotivation language communities positive psychology possible L2 selves and internationalisation within a key EFL context The studies examine L2 motivation in primary secondary and tertiary education utilising a wide variety of research methodologies to do so **Proactivity at Work** Sharon K. Parker, Uta K. Bindl, 2016-12-01 As organizations grow increasingly complex and unpredictable the topic of proactivity at work has become of great importance for contemporary workplaces Proactivity drives performance and innovation of teams and organizations and boosts individuals well being and careers When individuals are proactive they use their initiative at work to bring about a better future They scan for opportunities persist until change is achieved and take charge to prevent problems future reoccurrence In this book leading scholars on proactivity from across North America Europe Asia and Australia explore how why and when individuals are motivated to initiate change within their organizations or themselves and examine the consequences of various forms of proactivity at work Individual chapters explore specific concepts of proactivity such as proactive voice job crafting and career proactivity as well as highlight individual processes and organizational dynamics that underlie successful proactivity at work By providing insights on key advances and future directions for proactivity theory research and practice Proactivity at Work synthesizes what we already know and identifies what we still need to learn about making things happen at work This book is relevant to all those involved or interested in Work Psychology and Business including Human Resource Management scholars

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