

# PSYCHOLOGY *for* NURSES

**Psychology for Nurses** is a comprehensive book written for those taking diploma and degree programmes in nursing. It is also for the registered nurses (RN) who would like to enrich their nursing practice. Psychology as a subject must provide adequate insight for those who are embarking into the nursing profession, a healthcare profession which requires adjustment to the behaviour of the patients and those around them; understanding the patients' anxiety, fear or pain; and self-acceptance by the nursing care givers in order to function independently within the areas of their responsibility.

This book is unique in that the author who is a psychologist and a mental health nurse practitioner has introduced new concepts that are relevant to the nursing practice. Among these concepts are psychology of nursing care; psychological interventions, like the therapeutic smile; and the therapeutic use of self or presence. The basic concepts of psychology are also presented in this book since, as the author views it, it is very important that all nurses know and understand the origin and the development of psychology as a science.

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PSYCHOLOGY *for* NURSES

• Arnel Banaga Salgado •



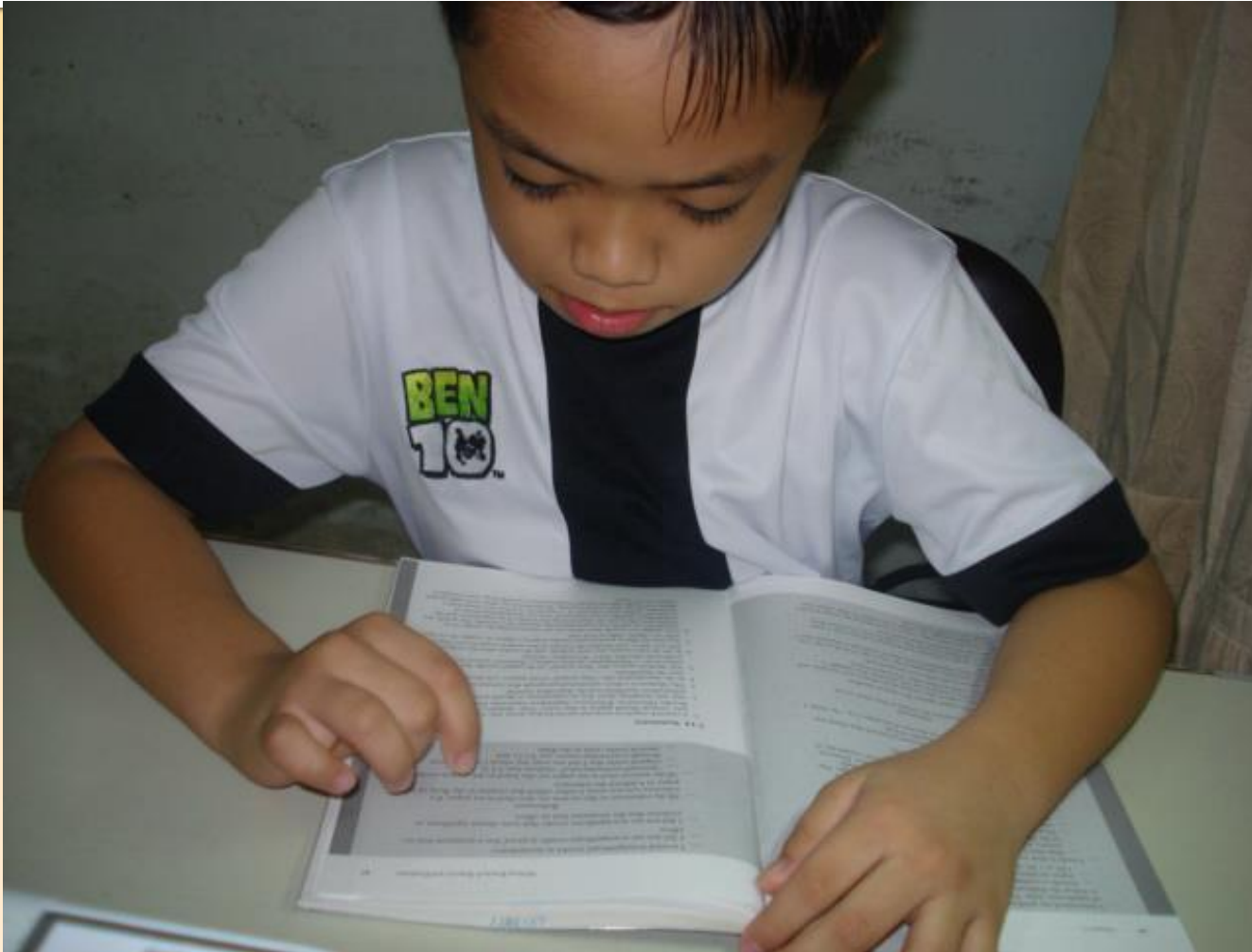
# PSYCHOLOGY *for* NURSES



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# Chapter 8



# Chapter 8

## Intelligence, Learning, and Cognitive Psychology

# EXPECTED LEARNING OUTCOMES

After studying this chapter, you are expected to:

1. define motivation;
2. differentiate primary from secondary motivational systems;
3. discuss the theories of motivation;
4. identify the main features of the different theories on motivation; and
5. compare Henry Murray's Needs and Abraham Maslow's Hierarchy of Needs.

# Introduction

***"Why do you want to become a nurse?"***.

- William McDougall believed that instincts were the “prime movers of all human activity.”
- An instinct is an inborn, unlearned, fixed pattern of behavior that is biologically determined and is characteristic of an entire species.

## McDougall identified several instincts, including

1. parental instinct,
2. curiosity,
3. escape,
4. reproduction,
5. self-assertion,
6. pugnacity and
7. gregariousness.

# Classification of Motivation and Theories

## 1. Primary Motivational Systems

- Primary motivation has been associated with the homeostatic view of the way organisms function (Hogan, 1980).



# The Drive-Reduction Theory of Motivation



- Homeostasis works to maintain a constant internal body temperature.
- If the body temperature goes above the average temperature, the body has an internal mechanism such as perspiration to restore homeostasis.

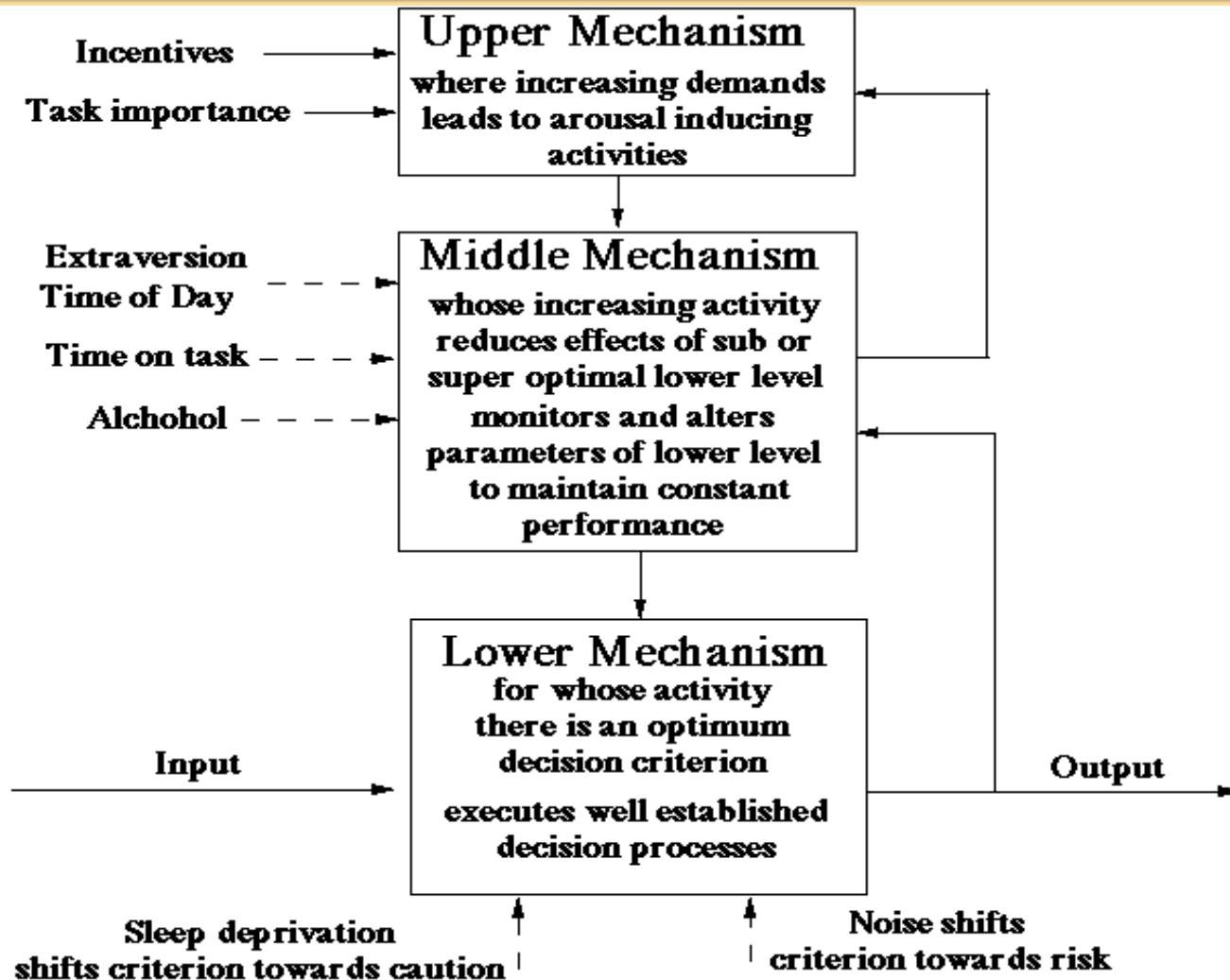
- This is automatic and such automatic responses may not be sufficient in themselves therefore one has to resort to other actions or motivated to remove his clothes or search for a place where he could get some wind.
- In short, when the body experiences some imbalances in its system, the homeostatic mechanisms act to restore the balance.

- Hull (1943) used the term drive to express the essence of a motivated state, that is, the individual is driven from its inactive condition and forced to take action to satisfy a bodily need.
- Needs are conditions of homeostatic imbalance, usually a deficiency of food, oxygen, water or an excess such as bodily wastes as well as the states associated with sleep deprivation and pain.

- Some primary motives include hunger, thirst, sleep, temperature, sex and maternal motivation.
- Maternal motivation generally refers to the tendency of a female to approach and care for young of her own species.
- Maternal behavior like hunger or thirst depends on internal and external causal factors.

- Sexual motivation is the drive underlying an animal's courtship and sexual behavior.
- Most frequently, sexual motivation leads a male and a female of the same species to join in sexual union which can lead to successful reproduction.

# The Incentive Theory



- **THE INCENTIVE THEORY** proposes that external stimuli regulate motivational states and that human behavior is goal-directed.
  - We are motivated to possess positive incentives and evade negative incentives. Incentive theory has similarity to the motivational theory of hedonism which states that external stimuli motivate humans because they are concerned with the reinforcement of pleasure. or.

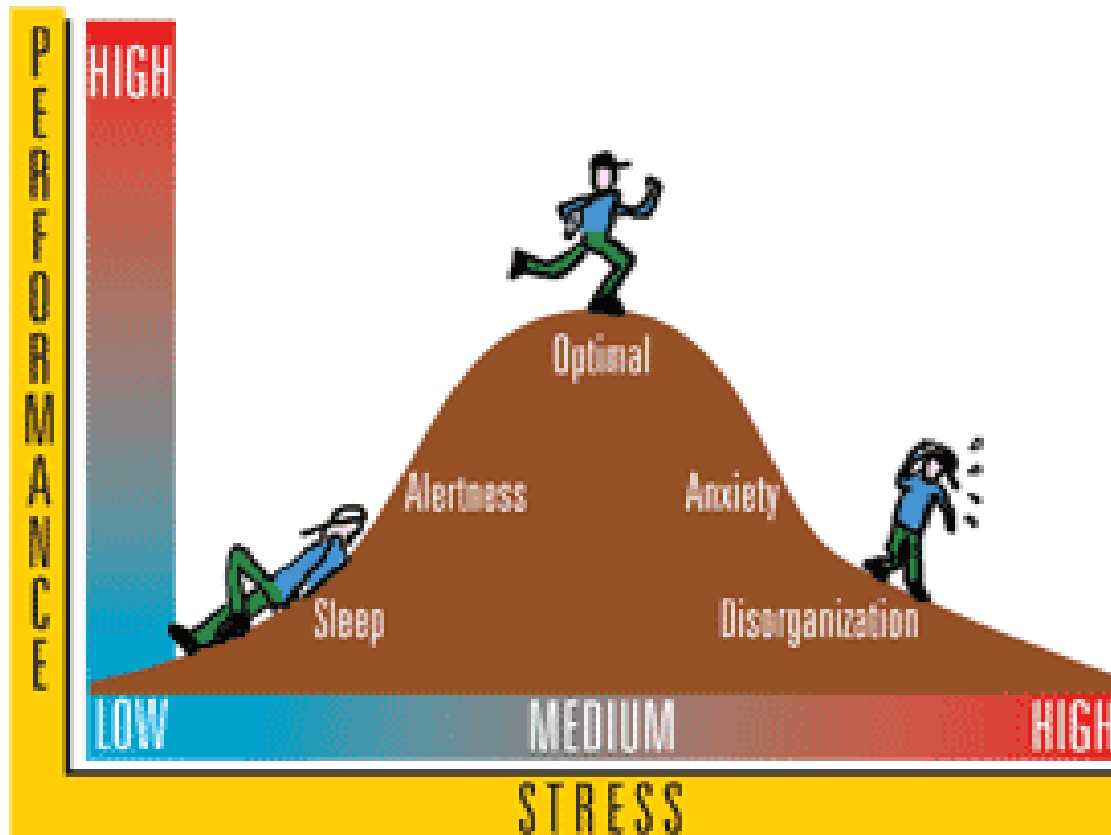


# The Arousal Theory

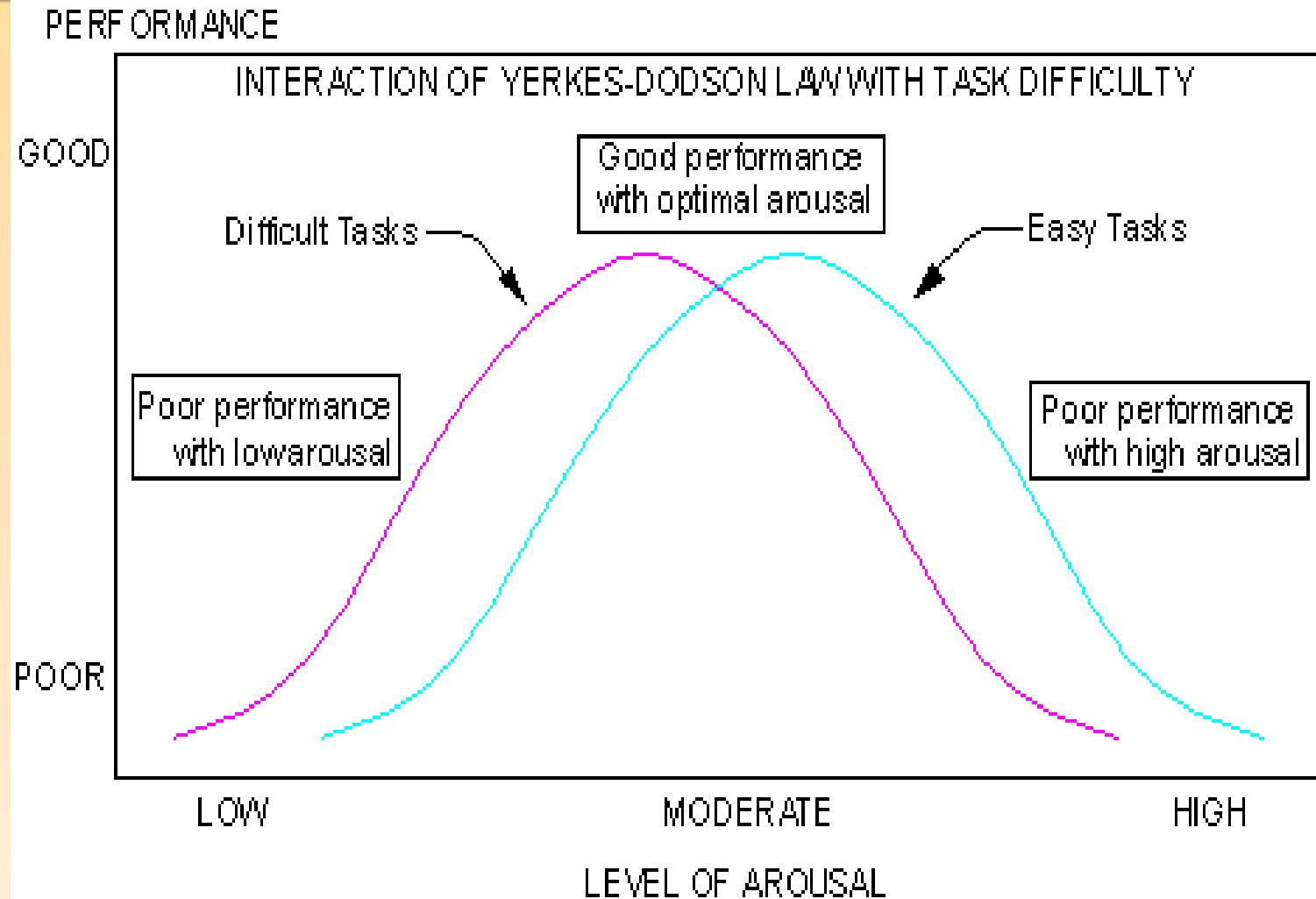
- The Arousal Theory suggests that the aim of motivation is to maintain an optimal level of arousal.
- Arousal is a person's state of alertness and mental and physical activation. If arousal is less than the optimal level, we do something to stimulate it.
- If arousal is greater than the optimal level, we seek to reduce the stimulation.
- The level of arousal considered optimal varies from person to person. Explained in simple terms, this arousal theory centers on the level of energy needed to direct on overall arousal.

# The Yerkes-Dodson Law

## Stress Performance Connection



# The Yerkes-Dodson Law



# The Yerkes-Dodson Law

- The Yerkes-Dodson Law states that a particular level of motivational arousal produces optimal performance on a task. Research suggests that people perform best when arousal is moderate. On easy or simple tasks, people can perform better under higher levels of arousal. On difficult or complex tasks, the negative effects of overarousal are particularly strong.

# OPPONENT-PROCESS THEORY

- Richard Solomon (1980) proposed an opponent-process theory of motivation.
- He argues that one emotional state will trigger an opposite emotional state that lasts long after the original emotion has disappeared.
- That is, an increase in arousal will produce a calming reaction in the nervous system and vice versa.
- It is the opponent process not the initial reaction, therefore, that maintains the motivation to carry out certain behaviors.

# Secondary Motivation System

- Motivation that is not naturally given, but that arises only through the organism's interaction with the environment is called secondary or acquired motivation. It is called secondary because it is believed to have developed on the basis of association with the primary drives.

- Gordon Allport (1937), however, provided evidence that once developed, social motivation can cast off their original dependence on the primary drives and function on their own right for their own sake, a phenomenon he referred to as “functional autonomy of motives”.



# Humanistic Theory of Motivation

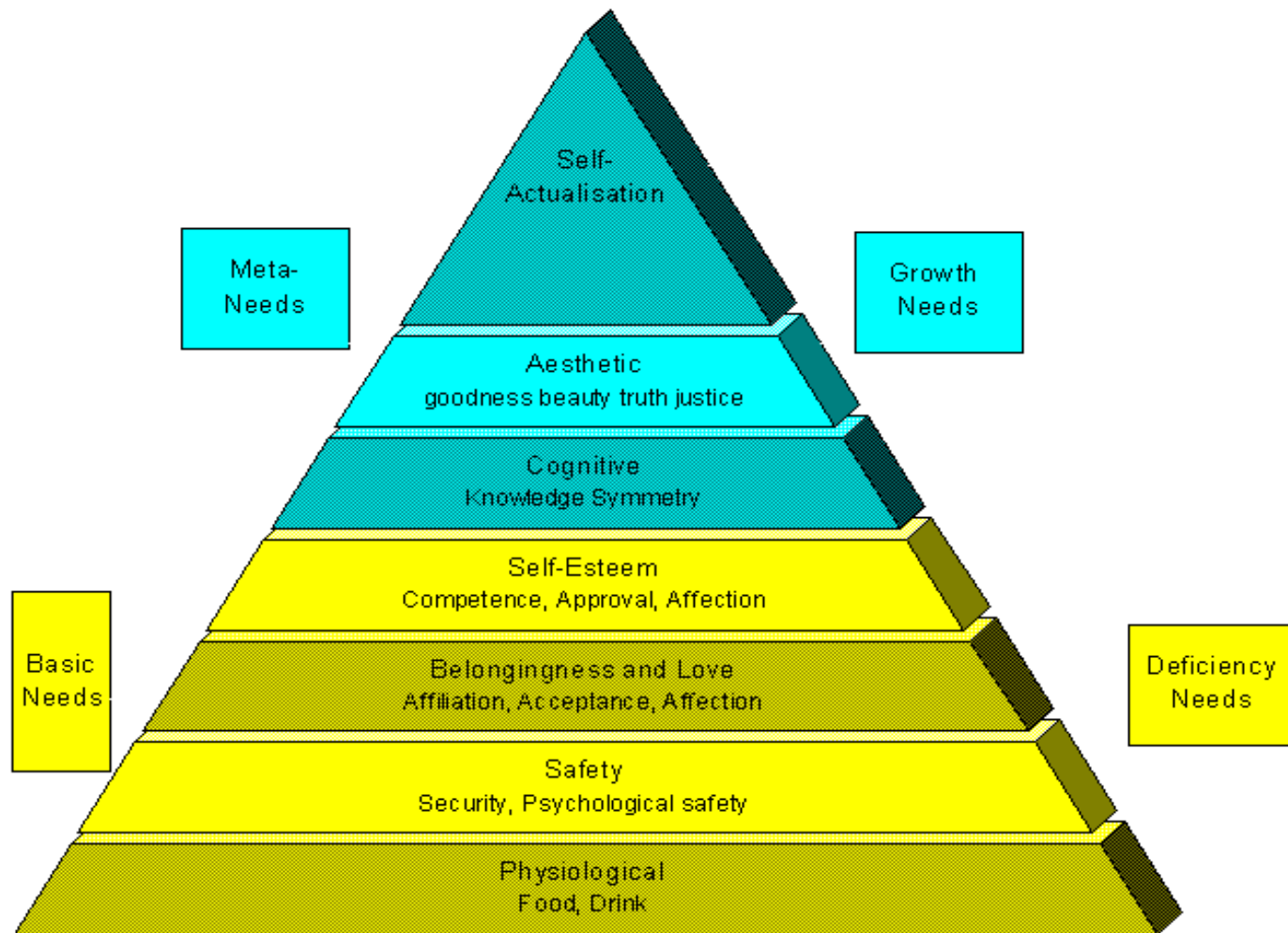
- The humanistic theory of motivation was proposed by Abraham H. Maslow (1954).
- Maslow stated that a theory of motivation must consider the whole person and based on a hierarchy of needs which if satisfied will lead to optimum realization of one's existence.



- Human needs are arranged in a hierarchy Maslow claims.
- People must satisfy their basic or physiological needs before they can satisfy their higher-order needs.
- The basic needs include fundamental physiological needs such as food and water and intermediate psychological needs (safety, affection, self-esteem).

- Individuals progress upward in the hierarchy when lower needs are satisfied, but they may regress to lower levels if basic needs are no longer satisfied.
- As one moves up the hierarchy each level of needs becomes less biological and more social in origin.
- This means that after basic physiological needs are met, safety and security needs become motivating

# The Humanistic motivations



# KEY POINTS

- Human behavior is guided by purpose and leads to a state, which is a goal or the satisfaction of some need.
- Primary motivation has been associated with the need to maintain homeostasis. Homeostasis is the built-in tendency to maintain internal stability or equilibrium. Without equilibrium, a need is created, which in turn results in a drive for action.
- The incentive theory proposes that external stimuli regulate motivational states and human behavior is goal directed.

- The arousal theory states that the aim of motivation is to maintain an optimal level of arousal.
- The Yerkes-Dodson law states that a certain level of motivational arousal produces optimal performance on a task.
- The opponent-process theory of Richard Solomon argues that one emotional state will trigger an opposite emotional state that lasts long after the original emotion has disappeared.

- Secondary motivations can be divided into acquired physiological drives and those that have no bodily state, ranging from basic anxiety all the way to the most sophisticated of social aspirations.
- Social motives are conditions that direct people toward establishing or maintaining relationships with others.
- Drug addiction is an acquired physiological drive.

- Anxiety motivation is an extremely uncomfortable arousal state, similar to fear, which has strong motivational properties.
- Abraham Maslow proposed five basic needs of man: physiological security, love and belongingness, self-esteem, and self-actualization.
- Burton White proposes the notion of intrinsic motivation, the desire to perform an activity for itself because it is inherently enjoyable.
- Extrinsic motivation occurs when an activity is performed in order to obtain a reward or to avoid an undesirable consequence.