



Marietta City Schools
2023–2024 District Unit Planner

AP Psychology

Unit title	Unit duration (hours)	
<i>Unit 7: Motivation, Emotion, and Personality</i>	<i>18 Hours</i>	

Mastering Content and Skills through INQUIRY (Establishing the purpose of the Unit): *What will students learn?*

GA DoE Standards

7.1 Theories of Motivation

7.2 Specific Topics in Motivation

7.3 Theories of Emotion

7.4 Stress and Coping

7.5 Introduction to Personality

7.6 Psychoanalytic Theories of Personality

7.7 Behaviorism and Social Cognitive Theories of Personality

7.8 Humanistic Theories of Personality

7.9 Trait Theories of Personality

7.10 Measuring Personality

Essential Questions		
<ul style="list-style-type: none"> · What motivates us to think and act the way we do? · Why do some people respond to stress in a healthier way than others? · Why don't psychologists agree? 		
Assessment Tasks		
<i>List of common formative and summative assessments.</i>		
<p><u>Formative Assessment(s):</u></p> <ul style="list-style-type: none"> -Vocabulary Quiz -Free Response Quiz- Unit 7 - Maslow Quiz -Motivation Quiz -Unit 7 Summative -Motivation Project -Group Discussion -Happy Video Project -Unit Group Presentation -Emotion, Stress, Health Vocabulary Quiz - Personality Quiz -Unit Summative <p><u>Summative Assessment(s):</u></p>		

<p><u>Learning Experiences</u></p> <p>Add additional rows below as needed.</p>		
Objective or Content	Learning Experiences	Personalized Learning and Differentiation

		All information included by PLC in the differentiation box is the responsibility and ownership of the local school to review and approve per Board Policy IKB.
<p>A. Identify and apply basic motivational concepts to understand the behavior of humans and other animals.</p> <p>Examples: Instincts, incentives, intrinsic versus extrinsic motivation, overjustification effect, self-efficacy, achievement motivation</p> <p>B. Compare and contrast motivational theories, including the strengths and weaknesses of each.</p> <p>Examples: Drive reduction theory, arousal theory, Yerkes-Dodson law, evolutionary theory of motivation, Maslow's theory, cognitive dissonance theory</p> <p>C. Describe classic research findings in specific motivations.</p> <p>Examples: motivation system of eating, sex, social</p> <p>D. Identify contributions of key researchers in the psychological field of motivation and emotion.</p> <p>Contributions of William James, Alfred Kinsey, Abraham Maslow, Stanly Schachter, Hans Selye</p>	<p>7.1 Theories of Motivation</p> <p>Basic Motivational Concepts</p> <ul style="list-style-type: none"> · Write down 2 behaviors · Theories of Motivation- ppt · Discuss motivation behind your two behaviors <p>https://www.ted.com/talks/christine_carter_the_1_minute_secret_to_forming_a_new_habit#t-651555</p> <p>PPT: Hunger</p>	<p>Pre-teach academic vocabulary through flipped learning homework.</p> <p>Read Affiliation and Achievement.</p> <p>HW: read Hunger</p> <p>HW: Learning Curve 11a</p>

<p>E. Discuss the biological underpinnings of motivation, including needs, drives, and homeostasis</p>	<p>7.2 Specific Topics in Motivation</p> <p>Affiliation and Achievement and Sexual Motivation</p> <ul style="list-style-type: none"> · PPT: Social Motivation <p>Assignment: Revamp/Redesign of Education in Elementary, Middle and High School</p>	<p>Self-directed learning by way of problem-based learning.</p>
<p>F. Compare and contrast major theories of emotion.</p> <p>Examples: James-Lange theory, Cannon-Bard theory, Schachter two-factor theory, Evolutionary theories primary emotions, Richard Lazarus's appraisal theory, Joseph LeDoux's theory, Paul Ekman's research on cross-cultural displays of emotion, facial feedback hypothesis</p> <p>G. Describe how cultural influences shape emotional expression, including variations in body language.</p>	<p>7.3 Theories of Emotion</p> <p>Theories of Emotion</p> <p>Embodied Emotion</p> <ul style="list-style-type: none"> · PPT: Experienced Emotions · To experience emotions, must we consciously interpret and label them? · What are the basic emotions, and what is the link between emotional arousal and the autonomic nervous system? · How do arousal, expressive behavior, and cognition interact in emotion? <p>Use graphic organizer and powerpoint to explain:</p> <ul style="list-style-type: none"> - James-Lange theory - Cannon-Bard theory - Two-factor theory 	<p>Extended learning via TEDTalk and Edpuzzle videos.</p> <p>Reading of Introduction to Emotion, Expressing Emotion and Experiencing Emotion.</p>

	<p>Does Cognition always Precede Emotion?</p> <ul style="list-style-type: none"> - Joseph LeDoux's theory- - Lazarus's Appraisal Theory https://study.com/academy/lesson/richard-lazaruss-theory-of-stress-appraisal.html <p>Basic emotions</p> <ul style="list-style-type: none"> - Disgust - Anger - Fear - Happiness - Sadness - Surprise <p>Experiencing Emotion: Anger</p> <p>Experiencing Emotion: Fear-- Brain Games- season 2, episode 4- Don't be Afraid (20 minutes) https://www.dailymotion.com/video/x2vmw1a</p> <p>Expressing Emotion</p> <ul style="list-style-type: none"> · Expressing Emotion ppt... · Facial feedback effect <p>Behavior feedback effect</p> <p>State of Happiness influences all facets of life</p>	
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	<ul style="list-style-type: none"> - Feel-good, do-good phenomenon - Positive psychology - Subjective well-being <p>Happiness is Relative</p> <ul style="list-style-type: none"> - Adaptation-level phenomenon - Relative deprivation <p>Why Finland And Denmark Are Happier Than The U.S. - YouTube- 25 minutes</p>	
<p>H. Discuss theories of stress and the effects of stress on psychological and physical well-being.</p> <p>Examples: general adaptation theory, stress-related illnesses, Lewin's motivational conflicts theory, unhealthy behaviors</p>	<p>7.4 Stress and Coping</p> <p>GAS: General Adaptation Syndrome- Show pic.</p> <ul style="list-style-type: none"> - Alarm Reaction- sudden activation of your sympathetic nervous system. Your resources are mobilized. You are ready to fight the challenge. - Resistance- Your temperature, blood pressure, and respiration remain high, and there is a sudden outpouring of hormones. - Exhaustion- Stress may eventually deplete your body's reserves. You are more vulnerable to illness. <p>-Motivational Conflict theory</p> <p>Approach-Approach Conflict- choosing between two situations that both have pleasurable consequences</p> <p>Ex: You were accepted to your top two colleges. Now you have to decide which one you will attend.</p>	<p>Read Stress and Illness</p> <p>Read Health and Coping.</p>

	<p>Caroline deciding on a birthday party or mrs. Kitchens cookie party</p> <p>Avoidance- Avoidance Conflict- choosing between two situations that both have disagreeable consequences- matter of choosing the lesser of two evils</p> <p>Ex: the trolley dilemma</p> <p>Ex: Whether to miss school when you're sick and have make-up work or go and suffer through</p> <p>Approach-Avoidance Conflict- a single situation that has both pleasurable and disagreeable aspects- you are attracted to and repelled by the same goal- to get what you want, you have to sacrifice something else</p> <p>Ex: getting into shape, you have work out hard/eat less</p> <p>Ex: You want to go on the spring break trip but you don't like all the people in your group</p> <p>**Animate- The Single Most Important Thing You can Do for Your Stress (11 min) http://www.youtube.com/watch?v=I6402QJp52M</p> <p>**Guesstures: link lesson of nonverbal expression/ communication with stress relief game playing</p> <p>Stress and Disease powerpoint</p> <ul style="list-style-type: none"> ◦ How does stress make us more vulnerable to disease? <ul style="list-style-type: none"> ◦ Health psychology ◦ Psychoneuroimmunology ◦ Why are some of us more prone than others to coronary heart disease? <ul style="list-style-type: none"> ◦ Coronary heart disease 	
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	<ul style="list-style-type: none"> ◦ Type A ◦ Type B <p>Health and Coping</p> <ul style="list-style-type: none"> · In what two ways do people try to alleviate stress? <p>Cope</p> <ul style="list-style-type: none"> - Problem-focused coping - Emotion-focused coping <p>How does a perceived lack of control affect health?</p> <ul style="list-style-type: none"> - Personal control - Learned helplessness - External locus of control - Internal locus of control <p>How does an optimistic outlook affect health and longevity?</p> <ul style="list-style-type: none"> - Explanatory Style: Optimism versus Pessimism · Learned Optimism Test Optimism Test – How You Can Learn to Be Optimistic The Authentic Life <p>Yoga!!</p>	
I. Describe and compare research methods that psychologists use to investigate	7.5 Introduction to Personality	Scaffolded learning via chunking information

<p>personality.</p> <p>Examples: case studies, surveys, personality inventories</p> <p>J. Identify the contributions of major researchers in personality theory.</p> <p>Contributions of Alfred Adler, Albert Bandura, Paul Costa and Robert McCrae, Sigmund Freud, Carl Jung, Abraham Maslow, Carl Rogers</p> <p>K. Compare and contrast the psychoanalytic theories of personality with other theories of personality.</p>	<p>7.6 Psychoanalytic Theories of Personality</p> <p>What was Freud's view of personality and its development?</p> <p>How is the complex feeling associated with the Oedipus Complex resolved through the process of identification?</p> <p>How did Freud think people defended themselves against anxiety?</p> <ul style="list-style-type: none"> • Freud's Psychoanalytic Theory (use powerpoint) <ul style="list-style-type: none"> - Iceberg: connect to manifest content and latent content of dreams - Psychosexual Stages <ul style="list-style-type: none"> <input type="checkbox"/> Oedipus Complex and Identification <input type="checkbox"/> Fixations: oral, anal, etc. <p>· Personality Structure:</p> <ul style="list-style-type: none"> - Id, Ego, Superego Discussion: alarm clock scenario - The Cat in the Hat- to show id, ego, superego <p>Defense Mechanism Handout: Have students discuss in groups and give new examples of each... discuss as class</p> <ul style="list-style-type: none"> - Groups come up with new/personal examples of each defense mechanism 	<p>Read Psychodynamic Theories</p>
<p>L. Compare and contrast the behaviorist and social cognitive theories of personality with</p>	<p>7.7 Behaviorism and Social Cognitive Theories of Personality</p>	<p>Read The Neo-Freudian and Later Psychodynamic Theorists.</p>

<p>other theories of personality.</p>	<p>How did Freud think people defended themselves against anxiety?</p> <p>What are projective tests, and how are they used?</p> <ul style="list-style-type: none"> · Defense Mechanism Review · Free Association- a method of exploring the unconscious in which the person relaxes and says whatever comes to mind, not matter how trivial or embarrassing · Projective Tests <ol style="list-style-type: none"> 1. Thematic Apperception Test (TAT)- powerpoint <ul style="list-style-type: none"> - Ask for a volunteer to “tell the story” out loud to the class. Ask the class to be psychoanalysts... don’t be afraid to be wrong or to overanalyze... write things down 2. Rorschach Inkblot Test- powerpoint <ul style="list-style-type: none"> - After showing each card, read interpretation for it · Rorschach and Freudians: Crash Course Psychology #21 - YouTube <p>HW read The Neo-Freudian and Later Psychodynamic Theorists</p>	
<p>M. Compare and contrast humanistic theories of personality with other theories of personality.</p> <p>N. Speculate how cultural context can facilitate or constrain personality development, especially as it relates to self-concept.</p> <p>Examples: Collectivistic and</p>	<p>7.8 Humanistic Theories of Personality</p> <p>How does the Humanistic approach differ from psychoanalytic approach and behaviorism?</p> <ul style="list-style-type: none"> - It focused on healthy people instead of sick people and it studied people through their own self-reported experiences and feelings <ol style="list-style-type: none"> 1. Summarize Abraham Maslow’s concept of self-actualization, and explain how his ideas illustrate the humanistic perspective? 	<p>Learning through role play</p> <p>Self-directed learning by way of problem-based learning</p> <p>read The Humanistic Theory.</p>

individualistic cultures	<ul style="list-style-type: none"> - Hierarchy of Needs—He believed people will be motivated to achieve their highest potential after fulfilling the other needs. He arrived at his description of a self-actualized person by studying, and summarizing the qualities of, healthy and creative people who had lived exemplary lives. He attempted to turn focus to the growth potential of healthy people, believed to be basically good. <p>2. Discuss Carl Rogers’ person-centered perspective, and explain the importance of unconditional positive regard.</p> <ul style="list-style-type: none"> - Rogers too believed that unless thwarted by their environment, people will grow and realize their self-actualizing tendencies. We can promote others’ growth toward a deeper self-awareness and more realistic and positive self-concept by being genuine, accepting, and empathic. Part of being accepting is unconditional positive regard- an attitude of total acceptance toward the other person. In Rogers’ view, a central feature of personality is our self-concept, our thoughts and feelings in response to the question “Who am I?” - Rogers believed that a growth-promoting climate required three conditions: <ul style="list-style-type: none"> § Genuineness- people nurture us by being genuine, by being open with their own feeling, dropping their facades, and being transparent and self-disclosing § Acceptance (unconditional positive regard)- people nurture our growth by being accepting, by offering unconditional positive regard § Empathy- people nurture our growth by being empathic- by sharing and mirroring our feelings and reflecting our meanings... active listening <p>3. Explain how humanistic psychologists assess personality.</p>	
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	<ul style="list-style-type: none"> - By focusing on strengths rather than weaknesses - By evaluating one's Self-concept- Real Self vs Ideal Self. Are the two columns congruent? Perfect congruence equals self-actualization. - They believe that standardized assessment of personality is depersonalizing. - Self-Concept- all the thoughts and feelings we have in response to the question, "Who am I?" <p>4. State the major criticisms of the humanistic perspective on personality.</p> <ul style="list-style-type: none"> - Concepts are vague and subjective, its values are individualist and self-centered, and its assumptions are naively optimistic <p>· Virtues in Action: Signature Strengths</p> <p>Have students use phones to take a survey on www.viacharacter.org. Write down top 7 strengths and corresponding virtues... discuss</p> <p>· Personality Traits Activity.... Complete for homework- afterwards use to discuss Factor Analysis</p>	
<p>O. Compare and contrast trait theories of personality with other theories of personality.</p>	<p>7.9 Trait Theories of Personality</p> <p>Trait Theories</p> <ul style="list-style-type: none"> · How do psychologists use traits to describe personality? - Trait- a characteristic pattern of behavior or a disposition to feel and act in certain ways - Factor analysis- a statistical procedure that identifies clusters (factors) of test items that tap basic components of a trait) 	<p>Individual diagnostic application of trait theories. Students connect to their personal results to apply the concepts intrinsically.</p>

	<ul style="list-style-type: none"> · What are personality inventories, and what are their strengths and weaknesses as trait-assessment tools? - Personality inventories- longer questionnaires covering a wide range of feelings and behaviors- assess several traits at once - Minnesota Multiphasic Personality Inventory (MMPI)- most widely researched and clinically used of all personality tests · Students take BFI and Myers-Briggs in class—score <p>Big Five Personality- CANOE/OCEAN</p> <p>BFI- www.outofservice.com/bigfive</p> <p>Myers-Briggs Type Indicator- 4 general types with 4 specifics within each for (total of 16)- every type has its strengths, so everyone gets flattered-</p> <p>www.humanmetrics.com/cgi-win/jtypes2.asp (click on Jung Typology Test) or hard copy available Use picture to explain results</p>	
<p>P. Identify frequently used assessment strategies and evaluate relative test quality based on reliability and validity of the instruments.</p> <p>Examples: personality inventory, projective tests</p>	<p>7.10 Measuring Personality</p> <p>Social-Cognitive Theories and the Self</p> <ul style="list-style-type: none"> · Discuss results of Big Five and Myers-Briggs · Crash Course- Review of all Perspectives on Personality: Measuring Personality: http://www.youtube.com/watch?v=sUrV6oZ3zsk (11 min) · In the view of social-cognitive psychologists, what mutual influences shape an individual's personality? <ul style="list-style-type: none"> - Proposed by Albert Bandura, emphasizes the interaction of our traits with 	<p>Individual/Partner/Team collaboration jigsaw to complete Myers Review FOrmativ of Unit 7.</p> <p>HW: read Social-Cognitive Theories</p>

	<p>our situations and how we think</p> <ul style="list-style-type: none"> - Bandura views the person-environment interaction as reciprocal determinism <p>Consider 3 specific ways in which individuals and environments interact</p> <ol style="list-style-type: none"> 1. Different people choose different environments- you choose your environment and it then shapes you 2. Our personalities shape how we interpret and react to events 3. Our personalities help create situations to which we react <p>In such ways, we are both the products and the architects of our environments</p>	
<p>Content Resources</p>		
<p>AP Classroom, Barron's AP Psychology, Myers Understanding Psychology 9th Edition. Ppt and Prezi Notes, Quizlet, Kahoot, Quizziz and Blookets review for all units. Request for Myers AP Psychology Third Edition.</p>		