

PSG105

# PENGANTAR PSIKOLOGI

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**Jumpa Lagi di Kelas**  
**Pengantar Psikologi.**

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Kembali lagi  
bersama saya,  
Anggi.

# Pertemuan Kesepuluh

## Pengantar Psikologi.

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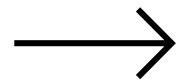
# Motivasi

# Motivation

- *Process that influences:*
- *direction,*
- *vigor, &*
- *persistence of goal-directed behavior.*

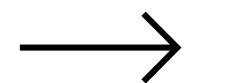


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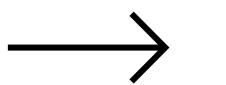
1. Perspectives
2. Hunger & Weight Regulation
3. Sexual Motivation
4. Needs for Affiliation & Intimacy
5. Achievement Motivation
6. Motivational Conflict

08



- *Evolution, instincts, & genes*
- (1) *Darwin's theory of evolution: Instincts motivate behavior.*
- (2) *Approach & avoidance motivation*
- *BAS: Behavioral Activation System*
- *BIS: Behavioral Inhibition System*

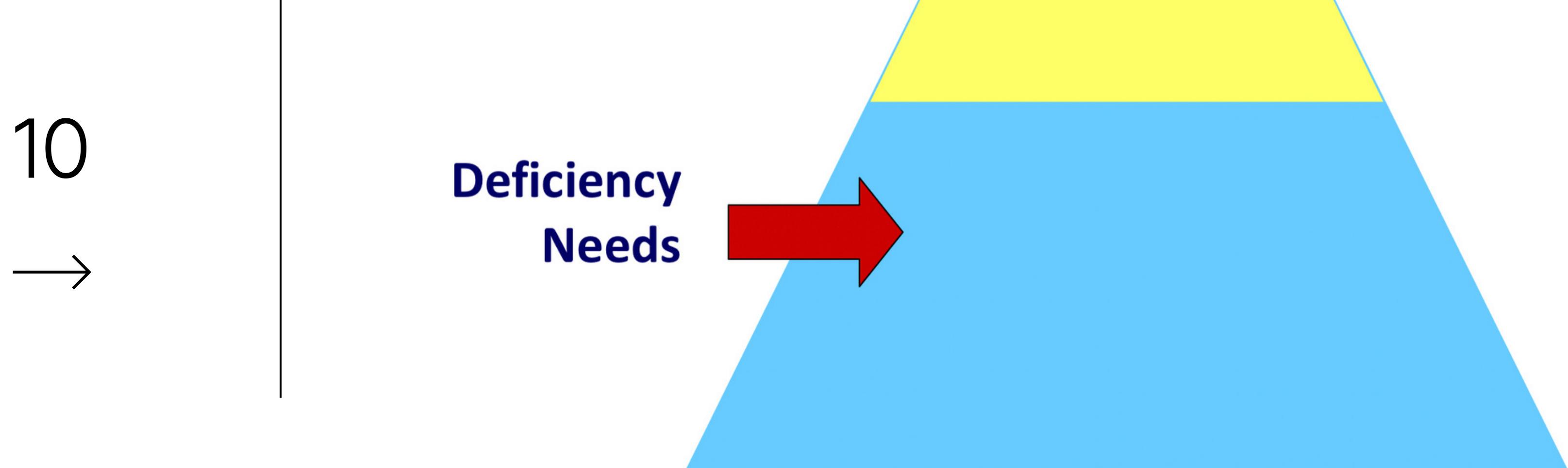
# Perspectives on Motivation



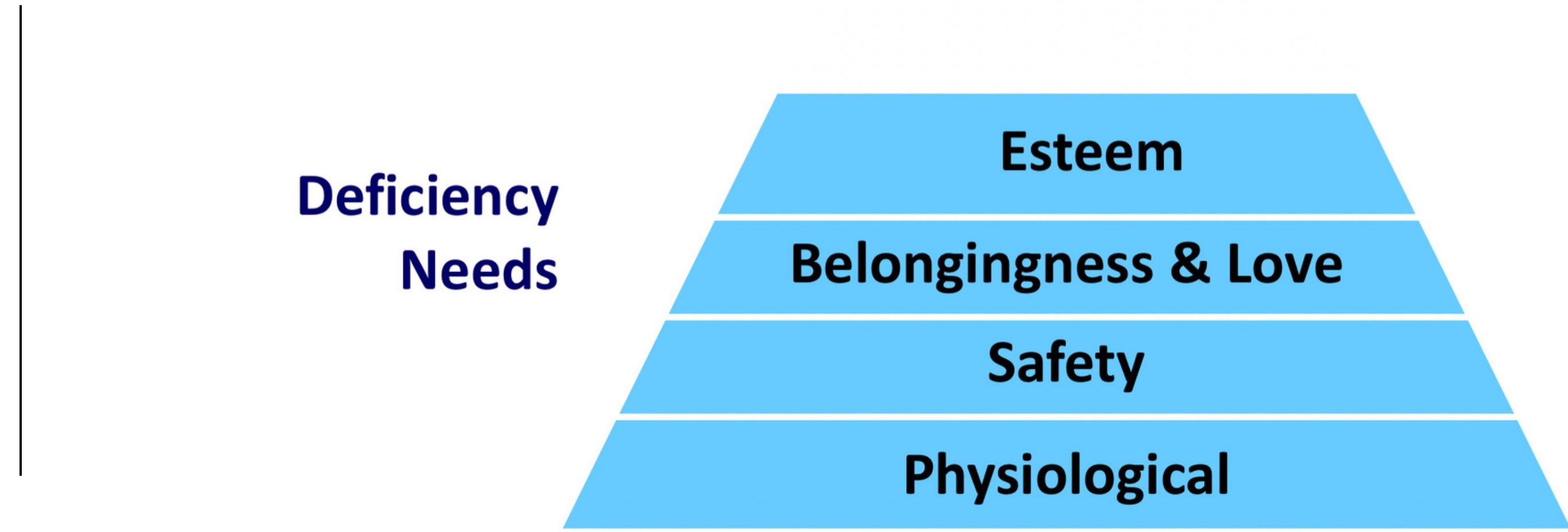
- Cognitive processes
- (1) Incentive: External stimuli that pulls toward a goal.
- (2) Extrinsic: Obtain external reward or avoid punishment.
- Intrinsic: Its own sake Enjoy.

# Perspectives on Motivation

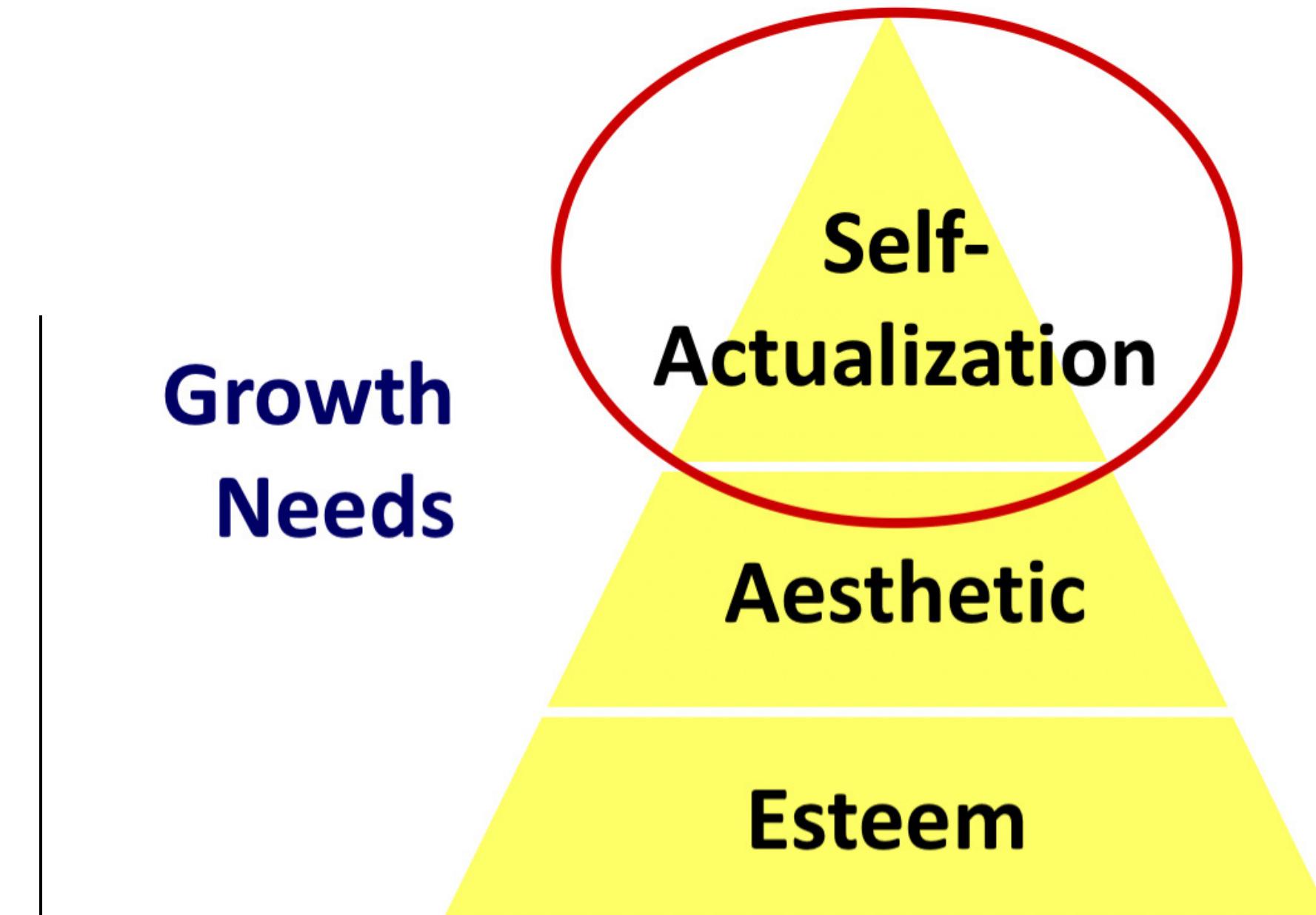
# Hierarchy Need: Maslow



11  
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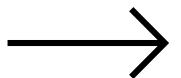


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# Hunger & Weight Regulation

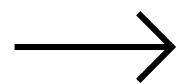
13



- *Why do you feel hungry?*

# Sexual Motivation

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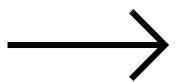


- *Why do people have sex?*
- *Sexual behavior: Patterns & changes*
- *Physiology of sex*
- *Psychology of sex*
- *Cultural & environmental influences*
- *Sexual orientation*



## n Aff & Int

15



- *Why do we affiliate?*

16



- Positive desire to accomplish task & compete successfully with standards of excellence.
- Motive for success   Fear of failure.
- Achievement goal theory.



n Ach



# Motivational Conflict

- *Approach-approach conflict*
- *2 attractive alternatives*
- *Avoidance-avoidance conflict*
- *2 undesirable alternatives*
- *Approach-avoidance conflict*
- *Same goal.*

# Referensi :

- Passer, M.W. & Smith, R.E. (2011). Psychology : The Science of Mind and Behavior. New York : McGraw-Hill Companies, Inc.
- Sugiyanto. (2009). Modul Mata Kuliah Psikologi Umum. Yogyakarta : Fakultas Psikologi Universitas Gadjah Mada.