PSY 346 HUMAN MOTIVATION (3).
Three hours of lecture per week
Examines different biological, social, learning and cognitive approaches to the topic of motivation. The key theories of motivation will be reviewed and applied. Topics include: contemporary, psychological, biological and sociocultural principles issues including drug addiction and gang affiliation.
GE: E and Interdisciplinary

3. Justification and Learning Objectives for the Course. (Indicate whether required or elective, and whether it meets University Writing, and/or Language requirements) [Use as much space as necessary]
Elective for the Psychology Major
This course will be an elective and may be considered as a General Education course under Category E. The course specifically aims to help students understand themselves and others from a psychological and physiological perspective. The course unites these two perspectives for a more complete understanding of human actions.

Instructional Goals and Objectives
In this class, students will:
1. Apply motivational theories to social, personal, educational, and behavioral problems.
2. Discuss and integrate the biological, psychological, social and cultural factors involved in the motivational topics covered, including eating, drinking, love, sex, violence, emotions, drug use, gangs, and workplace productivity.
4. Develop a leadership plan designed to motivate a group of people in a particular setting in the community.

4. Is this a General Education Course
If Yes, indicate GE category:

<table>
<thead>
<tr>
<th>GE Category</th>
<th>YES</th>
<th>NO</th>
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<tbody>
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<td>A (English Language, Communication, Critical Thinking)</td>
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<td>B (Life Sciences)</td>
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<td>C (Fine Arts, Literature, Languages &amp; Cultures)</td>
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<td>D (Social Perspectives)</td>
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<td>E (Human Psychological and Physiological Perspectives)</td>
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5. Course Content in Outline Form. [Be as brief as possible, but use as much space as necessary]
Introduction to motivation and its theories.
  Biological factors
  Learned factors
  Cognitive factors

Hunger and Eating.
  Biological, learned and cognitive components of hunger and satiety
  What helps people keep a diet?
  Eating disorders

Sex and love.
  Biological, learned and cognitive components of sexuality
  Biological, learned and cognitive components of attraction

Drug Use.
  Effects of drugs
  Biological, learned and cognitive components of addiction
  Evaluation of different approaches to recovery

Arousal.
  Effect of arousal on performance and attention
  Ways to optimize the level of arousal

Aggression and Anger.
  Kinds of aggression
  What motivates aggression, including rape, domestic violence and youth crime.

Emotions, stress and health.
  Biological, learned and cognitive components of stress
  Biological consequences of stress

Negative Emotions.
  Fear and anxiety
  Pessimism and depression
  Guilt and shame
  Cognitive and learned approaches to reducing the impact of negative emotions

Positive Emotions.
  Happines and coping
  Optimism and hope
  How to promote positive emotions.

Curiosity & creativity.
  Biological, learned and cognitive components of creativity and curiosity
  How to promote creativity and curiosity in others

Achievement and Self Esteem.
  Achievement motivation
  Self esteem
  Dealing productively with success and failure

Self Regulation and setting goals.
  How do we self regulate?
  Goal setting demonstration

Gangs.
  Motivation for gang membership
  What can communities do?

Motivating employees.
  Theories of job motivation
  How to motivate employees

6. References. [Provide 3 - 5 references on which this course is based and/or support it.]

7. List Faculty Qualified to Teach This Course.

Beatrice M. de Oca
Kevin Volkan
Harley Baker

8. Frequency.
   a. Projected semesters to be offered: Fall _____ Spring X__ Summer _____

9. New Resources Required.
   No new resources needed

10. Consultation.
    Attach consultation sheet from all program areas, Library, and others (if necessary)

11. If this new course will alter any degree, credential, certificate, or minor in your program, attach a program modification.

_________________________  ____________________________
Beatrice M. de Oca          10-10-02
Proposer of Course          Date