

C. N. Cofer - M. H. Appley.

K22

John & Motivation: Theory - Research.  
John Wiley Sons, NY 1963.

19. McDougall's 7 instincts: flight, repulsion, curiosity,  
pugnacity, self preservation, self assertion, reproduction  
preservation etc.

43 drive came to replace instincts (purposeful impulses)  
eating, drinking, mating, sleeping.

done apparently first with Woodworth (1918)

44 drive combined the cat earlier trend.

44 drive continued the urge meaning of instincts,  
for drive is a thing that to be noble, must be learned.

Woodworth 1918, Miller 1941, Allport 1954

character trait -> learned drive!

45 drive internal states of activity the unmet (consummation)

46. British empiricist-associationist tradition -  
= mind as passive, John Locke: mind blank at  
birth. - minds ideas come from sensations.  
little empiricist Locke & James with a mind &  
activity.

47. Wundt experimental psychology  
data obtained in laboratory were lab data.

53. Ecologists find relations of all kinds of behavior, but they  
fall instinctive and a concept & understand the  
factors that release energy for the performance of them  
act. It can't be: unlearned behavior as  
energy (usage, injury etc.)

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# Cofer -

51 By a large drive to replace instinct theory  
American behavior theory

52 Platou: ethology originally used as <sup>G.J.S. Hill</sup> "theory" ethology =  
science of character, Tinbergen "Responsible  
Study of Animal Behavior" (1951.)

53 behaviorist & accountist do observe as they act but  
for introspection and mental philosophy (Heppner 1957 p. 6.  
- but para using more of the behavior in observation  
in method in fact, like all science)

54 ethologists are mostly concerned with insects, fishes &  
birds, the with mammals.

70. Torpe - Armstrong doing vacuum activity.

71. Displacement activities (Tinbergen) result from the conflict  
of antagonistic and incompatible instincts.

72. motivation + action-specific energy more recently  
(Tinbergen 1952) "Innate specific energy" or "specific action  
potential."

73. Tinbergen's specific psychology with study of subjection  
phenomena.

Tord rejects introspection; a job because of unavailability.  
of motivation basically dependent  
on hormones.

see: behavioristic fallacy.

E.H. Hess, Ethology in R. Brown, Solunter, Rev. etc. Scientific  
Psychology, Klett, D. G. 1962

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Restudy of Instinct

83. Tinbergen (1951 p. 208) rejects S. S. Sutherland's (1951) concept of a general instinct - because there is no single underlying neuro. center of full behavior & social aspects of other instincts & particularly ag. behaviors (subinstincts, e.g. fighting, threatening are better understood in ethological contexts of the larger fixed action patterns of the living in any form parts.

86. ethology (?) Tinbergen: energy / instinct kept for reaction off → accumulation: CNS, kept for reaction off in action of a hierarchical system of inhibiting blocking or releasing mechanism that prevent energy storage or discharge, reperc., in accordance with adaptive needs.

K-ph.

82. Von Holst as St. von St. Paul (also according to Hess, have been able to direct parts or all of instinctive acts, depending on locomotion / stimulation. sleeping, food or water drinking (seeking) or consumption, fight, flight, disgust have been aroused.

94. Kinde: critique of Lorenz. critique of hydraulic neuro model of Lorenz. Tinbergen (vague and dark concepts; later 1959 critique of Thorpe for speculating internal drive or neural patternings. or assigning both directions of energizing functions.

✓

Erwin Holst as St. von St. Paul: Versuch zur relativen Konstanz der quant. Pflanz, Archiv geb. Physiol 237, 43-121 gegen Thorpe by U. St. Thorpe, de Modern Concept of Inst. Behav., 1951 de U. St.

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# Cofer.

5

1954, 1956, 1959 Wintag Verico, Am. Beh. J., 13-84

energy ↓ Hinde: if one assumes continuously active nervous system, no energizing drive concepts required.

## critique / Turklich

94/5 Hebb's Critique against instinct.

95 Kennedy's (1957) critique conclude that learning - Freudian instinct concepts fundamentally same.

95 Felders critique → Tintoren for divorcing & hology from subjective & irrelevant hypothesizing of psychology.

96/7 Lehmann's Hebb's critique Schneier, 'ultra' 'instinct' & acknowledge existence of innate behavior patterns - ... also Hebb.

Lehmann test a critical experiment → unlearned rod subtle instinct, 6-test for experiment Langsd (1961) rather super problem → frank 1969 will allow a more confident interpretation

97 Lehmann: predisposing factors in environment critical & distinct like behavior

97/8 Beard: <sup>1955</sup> instinct has remained in psychology because Gold files: behavior either in instinct or acquired.

Descend / Instinct!

102 Annual Review of Psychology  
1954: Meyer: takes note of the similarity of the hydraulic energy model as a Freudian libidinal energy model & the objection raised to it by Kennedy & Lehmann

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# Cofer 2

102 E. Ken reference of Cofer against critique of Chagnon.

103 Binns's critique of American psychologists and European ethologists. "If American comparative psychologists have a fixation on the fact that European ethologists are spreading their little too thin on too many species. In the extreme, both approaches can be unhealthy" p. 399

103/4 Verplank after visiting many ethologists states that they've radically changed their viewpoint on the interrelation between genetic structure and behavior. Unlearned, or innate, means not to ethologists pretty much the same as it means to psychologists: what the animal brings to bear with him to a set of objects that he doesn't seem to have chance to learn. (1958, p. 100-1) "Instinct is once again dead."

104. Rorpy (with Cofer) in *Journal of Experimental Psychology*, 12, 21-30  
"It is now <sup>almost</sup> universally recognized among ethologists that the more complex action patterns that previous have been labelled instinct, almost invariably include important learned components. (p. 33).

Annual

Review 1933

Instinct theory not dead!

105. "We have seen a reaffirmation of the L. - Tinbergen hypothesis of central hierarchical neural control of energy release through innate, though modifiable channels.

D. Binns, *The Motivation of Man* - *International Journal of Psychology*  
W.S. Verplank, *Comparative Psychology, Comparative to Psychology Ann. Rev. Psychol.* 9 99-108 (1954)

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# Cofer &

105 chol. Key a variant of need reduction Key.  
"The energy being related to the frequency of  
fulfillment of discharge of hereditary units of  
conservative behavior."

302, Homeostasis: coined by V. Cannon (1932) - to describe  
the steady state attained at any particular moment  
of the physiological process of a living organism.  
Cannon traces the idea to Hippocrates, Oken &  
Spurzynski's conatus se conservandi, Fechner's  
concept of stability (1815), H. Spenser

303 Starting point for Cannon Claude Bernard (1859)  
Bernard "all vital mechanism... have one  
object, that of preserving constant the conditions of life  
in the internal environment"

organism (maintain constancy of life)  
steady in the conditions where any the normally be  
expected to prove profoundly disturbing...  
(Cannon The Wisdom of the Body 2<sup>nd</sup> ed. 1939) i.v. Norton

304, Cannon is referring to maintenance of  
constancy of water content of blood and salt content  
of blood, homeostasis of blood sugar, blood proteins,  
blood fat, blood calcium, acid-alkaline neutrality,  
constancy of body temperature, maintenance of adequate  
oxygen supply.

∫ i.e. maximum threshold must not decrease or  
tend, constant or lowest: very different principle.

307 Cannon (1935): the conditions are such as to affect the  
organism harmfully, factors appear within the organism itself  
that protect it or restore its disturbed balance.



Cofer -

309. By homeostasis of process, Cannon refers to the regulation of rate of heart action, oxygenation, respiration, temperature change etc. to accommodate changes made in the systems.

311. Richter definition of homeostasis.

313. Principle wide acceptance in biology, esp. Selye as others on physiological homeostatic systems as they be low or under stress.

318. Davis: homeostasis, (sweating in humans to reduce temperature excess).

318 Cannon had envisioned principle of homeostasis in operation at a level far beyond the physiology of the individual.

314/5 Flaholter want to extend homeostasis to psychology.

316/7 advocates of psychical homeostasis

318/19 opponent: Weber, Young

325 C.A. Mace homeostasis-basis for psychology of values: values must be constant with the nature of the individual adjustment metric.

366 Summary of critique of homeostasis; does not allow for spontaneous activity, altruistic or creative

367 emotion = moving out (cf. - Young, Emotion in Man & Animal, 1943, NY Wiley)

394 activation, a term to Schlosberg. (to be the active or reactive, continuum of activation for sleep to strong emotion (!?) Schlosberg)

394 del no

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Cofer -

activation.

399 Arnyzig Hagom (1949) = electrical stimulation of reticular formation leads to appearance of "activation problem in K.S.S.G."

407 Hebb CNS <sup>1949</sup> continuously active, & hence problem of motivation and K of activation or arousal behavior but the patterning & direction of behavior taken.

lecta renard (1955, 58) - renard in Revis.

while the brain is always active, the activity is not the kind that is transmitted or leads to behavior. feeder time inhibition & fatigue in nerve system. Penney separation experiment: some degree of stimulation of the environment is necessary to maintain the learning & integrity of cortical function

469 Hull (behaviorist) "Usually organism must act to reduce needs. "Drives become active in situations that, if more intense or prolonged, would become injurious." (1943) Hull main emphasis survival.

497 acquired drives Muller, 1948 responses (emotions) produce strong stimuli as are learned to other responses.

510 Tolman: primary needs: hunger as a sort of general need, & like as a secondary need, like guppies men

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571. Woodworth, 1918, ... mechanisms can become drivers. acquired skills could develop a motivation bias person / their own skill would endure even though the ends take longer sought. old habits can become drivers.

572 Allport spoke of "functional autonomy, certain behaviors like making money or climbing mountains, develop their own value / their own, since in other motives necessitate them.

572 Commonplace to assert that most of the motivational characteristics are learned or acquired. "learned drive", "acquired drive" "secondary drive", "psychogenic drive", "learned drive" are used interchangeably.

600. Fechner. "The nervous system is an apparatus serving the function of abolishing stimuli when needed, or of reducing excitation to the lowest possible level, an apparatus that would cease, if there were freedom, maintain itself in an altogether unstimulated condition." (Instincts & their vicinities, Collected Papers (II) p. 63

instinct

604. As Fechner pointed out, (p. 317) Fechner's principle actually fits better with the concept of dynamic homeostasis than it does the notion of death instinct. (p. 317). But Rüggeles von Sturm (1949) that Fechner does not use 4 degrees of stability, one of them, "absolute stability" might have been to mean an equivalent of death instinct.

conversion



Jones (II, p. 276-77) says that Kapp & Penrose = physics & Brown - biology show that one can not seek support for unitary principle of death in physics & biology.



Cofer

661 J. Self-actualization

J. Allport.

662 Jung called self-actualization ~ this means, according to Halle Lindzey "the fullest most complete differentiation and harmonious blending of all aspects of man's total personality."

664 Rank - reaching individuality

666 List / recent theories emphasizing self actualization.

666 Rogers: "basic nature of man, when the human being, when functioning fully, is constructive and trustworthy."

668/11. Maslow is characteristic of self actualizing people.

675 Fromm, condition of human existence.

677 Maslow, basis / hierarchy of needs physiological needs, like hunger, thirst etc. -> safety needs -> love needs - esteem needs

678 Basic needs are instinctoid. (Maslow 1954, p. 33-44.)

679 destructions not instinctoid - but later doubt it.

680 Self-actualizers are not motivated!

681 Goldstein emphasizes the importance of brain injured people of avoiding catastrophic situations - situations in which they are no longer able to cope with.

682ff. mothering, effect of visual aspects on.

7688 Pineau critique of Spitz 1955 (in one study changes occurred before children were separated)

772/3 Depending behavior - almost nothing. Some tests Sears.

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# Cofer 41.

- 744/5 Asperanza: 1. instinctive or 1.4  
2. reactive & frustration  
3. acquired drive  
4. learned, become reinforced.

745. Burr 187/8 - attempts to do it except death instead.

745 Saul (1956) ag = reaction & child's experience

Hony (1955) - ag = coping with basic anxiety.

745 F. A. Hypokin. Moller: Not all frustration leads to ag. but all ag. presupposes frustration.

745/6 Moller & Dollard (1941) ag is learnable.

746 Burr: Unless ag. is angry ag. Burr would see no reason for drive interpretation.

746 Sears et al. Child learns that he can obtain compliance v. his mother's ag. (instrumental ag.) P. Sears, R. Whitling et al (1953) Some child-rearing antecedent of ag. as dependent on young children, Gen. Psychol. Monog. 47, 135-234

746/7 Burr explanation of ag.

1. frequency with which attack, frustration & anger are experienced

2. reinforcement of ag (success of ag.)

3. social facilitation (models)

4. temperament.

752 Bandura & Walters: in ag. anti-social adolescent boys, ag. related to (m) permissiveness & express. of,

759 Behavior - mixed results.

817. no evidence that hormonal level is modified i.e. reduced of cortisol.

