mation on nursing books, visit our website www.jaypeebrothers.com, for detailed information on nursing books, visit our website www.jaypeebrothers.com

Applied Psychology for NURSES

As per the Revised INC Syllabus for BSc Nursing



SECOND EDITION

AN Venkatesh Reddy

JAYPEE

Contents

1. Introduction.....1

- History and Origin of Science of Psychology *2*
- Meaning, Definition and Scope of Psychology *7*
- Methods of Psychology *12*
- Relationship with Other Subjects *17*
- Significance and Uses of Psychology to Nursing *22*
- Applied Psychology to Solve Everyday Issues *25*

2. Biology of Behaviour.....27

- Body-Mind Relationship—Modulation Process in Health and Illness *27*
- Genetics and Behaviour *30*
- Brain and Behaviour *34*
- Peripheral Nervous System *39*
- Autonomic Nervous System *39*
- Psychology and Sensations *40*
- Muscular and Glandular Controls of Behaviour *42*
- Nature of Behaviour of the Organism *46*
- Integration of Responses *47*
- Applications *47*

3. Cognitive Processes.....50

- Observation *51*
- Attention *51*
- Perception *57*
- Learning *72*
- Habit Formation *95*
- Memory *101*
- Thinking *110*
- Intelligence *122*
- Aptitude *136*
- Psychometric Assessments of Cognitive Processes *137*
- Applications *140*

4. Motivation, Emotion and Attitudinal Processes 145

- Motivation *146*
- Emotions *159*
- Attitudes *173*
- Applications *180*

5. Personality 184

- Meaning and Definition of Personality *185*
- Classification of Personality *186*
- Theories of Personality *190*
- Psychometric Assessment of Personality *203*
- Will and Character in Personality *206*
- Alterations in Personality *207*

6. Developmental Psychology 210

- Development *210*
- Psychology of People at Different Ages from Infancy to Old Age *211*
- Introduction to Child Psychology *216*
- Psychology of Vulnerable Individuals: Challenged, Women and Sick *220*
- Psychology of Groups *222*
- Role of Nurse with Vulnerable Group *224*

7. Mental Hygiene and Mental Health 226

- Concepts of Mental Hygiene and Mental Health *227*
- Characteristics of Mentally Healthy Person *228*
- Warning Signs of Poor Mental Health *228*
- Causes of Mental Illnesses *229*
- Promotive and Preventive Mental Health Strategies and Services *230*
- Defense Mechanisms *232*
- Implications of Mental Mechanisms *235*
- Frustrations and Conflicts *236*
- Personal and Social Adjustments *245*
- Counseling and Guidance *247*
- Role of Nurse in Reducing Frustration and Conflicts and Enhancing Coping *251*

8. Psychological Assessment and Tests 254

- Psychological Tests *254*
- Role of Nurses in Psychological Assessment *258*

9. Application of Soft Skills 261

- Concept of Soft Skills *263*
- Ways of Communication *265*
- Building Relationship with Client and Society *268*
- Interpersonal Relationships *270*
- Survival Strategies *274*
- Applying Soft Skills to Workplace and Society *277*
- Use of Soft Skills in Nursing *278*

10. Self-empowerment 280

- Dimensions of Self-empowerment *281*
- Self-empowerment Development *282*
- Importance of Women's Empowerment in Society *282*
- Professional Etiquettes *283*
- Personal Grooming *284*
- Role of Nurse in Empowering Others *284*

Bibliography *287*

Terminology *289*

Index *295*

CHAPTER 4

Motivation, Emotion and Attitudinal Processes

⊙ Specific Learning Objectives

Motivation is the essential force for any behaviour. Motivation explains the 'Why' of behaviour. Motives are known as the dynamics of behaviour. Every behaviour of individual is determined by his motives.
Emotions on the other hand also influence our behaviour. Emotions are the stirred up or disturbed conditions of individual. Emotions lead to healthy life as well as to sickness. In addition to the motivation and emotions, stress and attitudes also influence the behaviour of people.
At the end of learning, the student shall be able to:

- Know the meaning and definition of motivation, types of motives and motivation cycle.
- Understand the meaning and development of emotions, role of emotions in health and sickness.
- Understand how to deal with emotionally sick client.
- Know the meaning of stress and coping with stress.
- Study and understand the role of attitudes in determining behaviour and importance of attitude change.
- Know the meaning of attitudes and how attitudes either positive or negative determine the behaviour of the patient and how to change the attitudes if needed.
- Know the psychometric assessment of emotions and attitudes.

Chapter Outline

- Motivation: Meaning and definition, motives and behaviour, types, theories.
- Emotions: Definition, components, changes during emotions, emotional adjustments, emotions in health and illness, theories.
- Stress: Meaning, stressors, cycle, effect, adaptation and coping.
- Attitude: Meaning and nature, development, factors affecting behaviour and attitudes, attitude change
- Psychometric assessment of emotions and attitudes
- Alterations in emotions
- Role of a nurse in caring for emotionally sick client
- Applications

JAYPEE BROTHERS

MOTIVATION

Meaning and Definition

An electric fan can run only if there is electricity. A windmill can move only if there is sufficient movement of air. In the same way, some force is necessary for the movement of any object. Likewise some force is necessary for the movement of human or animal beings also. Such a force may be a 'stimulus' and the movement may be called as a 'response or behaviour'. Psychology not only deals with behaviour, but also tries to find answers to why and what of behaviour. That is, 'why' people behave as they behave? The answer to this question lies in the fact that there must be some force which is causing the behaviour. In other words, there cannot be any behaviour without a stimulus. The stimulus need not always be an external one. Many times we behave even in the absence of external force. Here the force is internal. Such a force which initiates some action is called motive. Motive literally means 'to move', 'to energize' or 'to activate'. This force not only initiates action but also directs us towards a goal.

Hence, motivation is defined as a 'driving force within the individual which results in persistent behaviour directed towards a particular goal.'

Stimulus is caused by external or environmental force. Whereas motive is an internal or inner force which may arise due to physical or psychological needs.

Motives and Behaviour

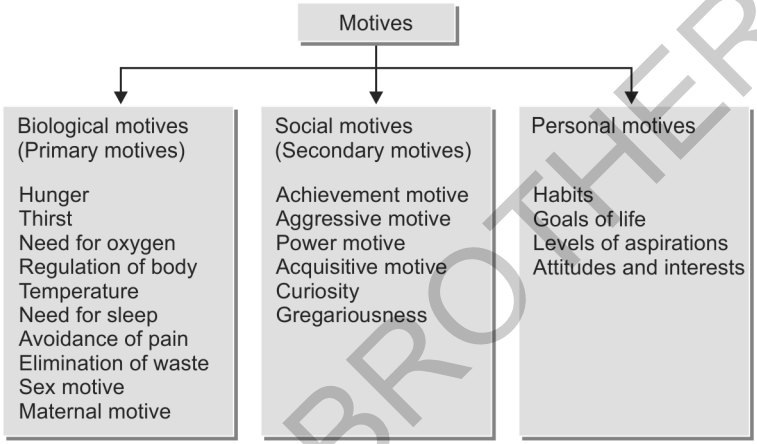
Motive activates the organism for action or behaviour and such behaviour is goal-directed behaviour. The goal here may be fulfillment of a want or a need. Whenever a need arises, the organism is driven to fulfill that want or need. If there is no need in the organism, there will be no behaviour. For example, horse and water. Horse does not drink water unless it has thirst or if it is not motivated. Unlike the external stimuli, the motives are limited. The behaviour to fulfill such needs is mechanical and alike in all the organisms. Hunger is a motive which stimulates the organism to have food. We develop hunger when the food that was taken earlier is exhausted. The need for food drives us to go in search of food and to have it. Here the hunger motive not only initiated the action, but also continued until the goal (having food) is reached. The motives are powerful forces. They do not allow us to

JAYPEE BROTHERS

stop our action or behaviour until the need is satisfied. Hence, they are called the 'dynamos' of behaviour.

Types of Motives

Psychologists have divided motives into three types—biological motives, social motives and personal motives.



Biological Motivation and Homeostasis

Biological motives are called as physiological motives. These motives are essential for the survival of the organism. Such motives are triggered when there is imbalance in the body. The body always tends to maintain a state of equilibrium called 'Homeostasis'- in many of its internal physiological processes. This balance is very essential for the normal life. Homeostasis helps to maintain internal physiological processes at optimal levels. The nutritional level, fluid level, temperature level, etc., are maintained at certain optimal level or homeostasis levels. When there is some variation in these levels, the individual is motivated for restoring the state of equilibrium.

Physiological Motives

- **Hunger motive:** We eat to live. The food we take is digested and nutritional substances are absorbed. The biochemical processes get their energy from the food in order to sustain life. When these substances are exhausted, some imbalance exists. We develop hunger motive in order to maintain homeostasis.

JAYPEE BROTHERS

This is indicated by contraction of stomach muscles causing some pain or discomfort called hunger pangs. Psychologists have demonstrated this phenomenon by experiments.

- **Thirst motive:** In our daily life regularly we take fluids in the form of water and other beverages. These fluids are essential for our body tissues for normal functioning. When the water level in the body decreases, we develop motive to drink water. Usually thirst motive is indicated by dryness of mouth. Experiments by psychologists have shown that just dried mouth getting wetted is not enough. We need to drink sufficient quantity of water to satiate our thirst.
- **Need for oxygen:** Our body needs oxygen continuously. We get it through continuous respiration. Oxygen is necessary for the purification of blood. We cannot survive without regular supply of oxygen. Lack of oxygen supply may lead to serious consequences like damage to brain or death.
- **Motive for regulation of body temperature:** Maintenance of normal body temperature (98.6°F or 37.0°C) is necessary. Rise or fall in the body temperature causes many problems. There are some automatic mechanisms to regulate body temperature, like sweating when the temperature rises above normal or, shivering when it falls below normal. These changes motivate us to take necessary steps. For example, opening of windows, put on fans, take cool drinks, remove clothes, etc., when the temperature increases to above normal level; and closing doors and windows, wear sweaters, take hot beverages, when temperature falls down. In this way we try to regulate the body temperature.
- **Need for sleep:** Sleep is an essential process for normal functioning of body and mind. When our body and mind are tired, they need rest for rejuvenation of energy. It is observed that there is excess accumulation of a toxin called 'Lactic acid' when tired. After sleep, it disappears and the person becomes active. Sleep deprivation also leads to psychological problems like confusion, inability to concentrate, droopy eyelids, muscle tremors, etc.
- **Need for avoidance of pain:** No organism can continue to bear pain. Whenever we experience pain, we try to avoid it. We are motivated to escape from painful stimulus. For example, when we are under hot sun we go to shade. When something is pinching, we avoid it.

JAYPEE BROTHERS

- **Drive for elimination of waste:** Our body cannot bear anything excess or anything waste. Excess water is sent out in the form of urine or sweat. So also digested food particles after absorption of nutritional substances are sent out in the form of stools. We experience discomfort until these wastes are eliminated.
- **Sex motive:** This is a biological motive, arises in the organism as a result of secretion of sex hormones, like androgens and estrogens. Sex need is not essential for the survival of the individual, but it is essential for the survival of the species. However, fulfillment of the sex need is not like satisfying hunger or thirst. The society and the law exercise certain codes of conduct. Human being has to adhere to these rules. Usually this need is fulfilled through marriage.
- **Maternal drive:** This is an instinct or an inborn tendency. Every normal woman aspires to become a mother. Psychologists have learnt from related studies that this is a most powerful drive. That is why in many cases the women who cannot bear children of their own, will sublimate that motive and satisfy it through socially acceptable ways, like working in orphan schools, baby sittings or adopting other's children.

Social Motives

Physiological motives discussed above pertain to both animals and human beings, but the social motives are specific only to human beings. These are called social motives, because they are learnt in social groups as a result of interaction with the family and society. That is why their strength differs from one individual to another. Many social motives are recognized by psychologists.

Some of the common social motives are:

- **Achievement motive:** Achievement motivation refers to a desire to achieve some goal. This motive is developed in the individual who has seen some people in the society attaining high success, reaching high positions and standards. He/she develops a concern to do better, to improve performance. David C McClelland who conducted a longitudinal study on characteristics of high and low achievers found that the high achievers choose and perform better at challenging tasks, prefers personal responsibility, seeks and utilizes feedback about the performance standard, having innovative ideas to improve performance. On the other hand, low achievers do not accept challenges, put on average standards

JAYPEE BROTHERS

and accept failures easily. Parents must try to inculcate leadership qualities in children for better achievement in their future life. They must allow children to take decisions independently, and guide them for higher achievement from the childhood, so that the children develop high achievement motivation.

- **Aggressive motive:** It is a motive to react aggressively when faced frustrations. Frustration may occur when a person is obstructed from reaching a goal or when he is insulted by others. Even in a fearful and dangerous do or die situation the individual may resort to aggressive behaviour. Individual expresses such behaviour to overcome opposition forcefully, which may be physical or verbal aggression.
- **Power motive:** People with power motive will be concerned with having an impact on others. They try to influence people by their reputation. They expect people to bow their heads and obey their instructions. Usually people with high power motive choose jobs, where they can exert their powers. They want people as followers. They expect high prestige and recognition from others. For example, a person may aspire to go for jobs like Police Officer, Politician, Deputy Commissioner, etc.
- **Acquisitive motive:** This motive directs the individual for the acquisition of material property. It may be money or other property. This motive arises as we come across different people who have earned a lot of money and leading a good life. It is a human tendency to acquire all those things which appear attractive to him.
- **Curiosity motive:** This is otherwise called stimulus and exploration motive. Curiosity is a tendency to explore and know new things. We see people indulge in a travelling to look at new places, new things and new developments taking place outside their environment. People want to extend their knowledge and experiences by exploring new things. Curiosity motive will be very powerful during childhood. That is why they do not accept any toy or other articles unless they examine them from different angles, even at the cost of spoiling or breaking the objects.
- **Gregariousness:** This is also known as affiliation need. Gregariousness is a tendency to associate oneself with other members of the group or same species. The individual will be interested in establishing, maintaining and repairing friendly

JAYPEE BROTHERS

relationships and will be interested in participating in group activities. Individual will conform to social norms, mores and other ethical codes of the groups in which he/she is interested. To the greater extent, gregariousness is developed because many of the needs like basic needs, safety and security needs are fulfilled. In addition to the above, there are some other social motives like need for self-esteem, social approval, self-actualization, autonomy, master motive, combat, defense, abasement, etc.

Personal Motives

In addition to the above said physiological and social motives, there are some other motives which are allied with both of the above said motives. These are highly personalized and very much individualized motives. The most important among them are:

- **Habits:** We see different people having formed different habits like chewing tobacco, smoking, alcohol consumption, etc. There may be good habits also like regular exercising, reading newspapers, prayers, meditations, etc. Once these habits are formed, they act as drivers and compel the person to perform the act. The specialty of habits is that, they motivate the individual to indulge in that action automatically.
- **Goals of life:** Every normal individual will have some goals in the life. They may be related to education, occupation, income, sports, acquisition of property, public service, social service, etc. Once a goal is set, he will be motivated to fulfill that goal. The goals people set, depend upon various factors like knowledge, information, guidance, support, personality, facilities available, aspirations, family and social background, etc.
- **Levels of aspirations:** Aspiration is aspiring to achieve or to get something or a goal. But such achievement depends upon the level of motivation the individual has. Every individual will have a goal in his life and strive to reach that goal. But the effort to attain that goal varies from one individual to another. The amount of satisfaction he gains depends upon his level of aspiration. For example, if a student is expecting 80% of marks in examination, gets only 75%, he may be unhappy. On the other hand, a student expecting failure may feel very happy if he gets just 35% passing marks, because, the student with high level of aspiration works hard, whereas the student with low level may not. Hence, always higher level of aspiration is advisable. However, it should be on par

JAYPEE BROTHERS

with his abilities also. Because, if an individual aspires for higher level of achievement without possessing required ability, he will have to face frustration and disappointment.

- **Attitudes and interests:** Our attitudes and interests determine our motivation. These are specific to individual. For example, a person within the family, may have positive attitude towards family planning and all others having negative attitudes. So also, interests differ from one individual to another. Example, interest in sports, TV, etc. Whenever we have a positive attitude, we will have motivation to attain. In negative attitude, we will be motivated to avoid. If a person is interested in music, he will be motivated to learn it.

  In this way, our personal motives determine our behaviour.

Unconscious motives: Sigmund Freud, the famous psychologist, has explained elaborately about unconscious motivation. According to him, there are certain motives of which we are unaware, because they operate from our unconsciousness. These motives or desires which are repressed by our consciousness remain in our unconsciousness and will be influencing our behaviour. Our irrational behaviour, the slip of tongue, slip of pen, amnesia, multiple personality, somnambulism, etc., are some examples of such behaviours for which we do not have answers apparently. These motives can be delineated only by psychoanalysis. Many times psychosomatic disorders like paralysis, headaches, gastric ulcers, etc., also may be due to unconscious motivation. Detailed information regarding formation of unconscious motivation is given in Chapter 5 (Personality).

Theories on Motivation

There are different views on motivation. These views are explained as theories of motivation. The theories of motivation try to provide general sets of principles to guide our understanding of the urges, wants, needs, desires, strivings and goals that come under the heading motivation.

- **Optimal-level theory:** This is also called as theory of homeostasis. Claud Bernard coined the word homeostasis to explain the state of equilibrium in the body. This is a 'hedonistic' (hedonism-doctrine that happiness is the highest good) theory which says that, there is a certain optimal level for normal functioning of the body. Maintenance of optimal level leads to equilibrium which

JAYPEE BROTHERS

gives pleasure. Disequilibrium leads to displeasure. Hence, every individual strives to avoid disequilibrium by maintaining optimal level of the needs like food, water, body temperature, etc.

- **Psychoanalytic theory:** This theory which has been explained by Sigmund Freud, deals with unconscious motivation. According to Freud, the inborn tendencies called instincts influence our behaviour. There are two groups of instincts with opposite nature: (1) Life instincts (Eros): these instincts have the life energy called libido—which motivates the individual towards constructive activities like love, sympathy, helping others, etc. (2) death instincts (Thanatos)—motivate the individual for destructive activities like murder, suicides, aggression, attack, etc.

  Freud has emphasized that the unconscious motives play more dominant role in determining our behaviour, than conscious or preconscious. He pointed that our actions are determined by our unconscious motives. According to him, our unconscious mannerisms, slips of tongue and pen, phobias are the result of these hidden motives. These hidden motives may also drive the people towards various psychosomatic disorders like chronic headaches, insomnia, gastric troubles, etc. Our motives also appear in the form of dreams according to Freud.
- **Humanistic theory:** This theory believes in striving tendency of the individual for realizing his potentialities, especially creative ones, strengthening self-confidence and attaining the ideal self. There are two important persons related to this theory—Abraham Maslow and Carl Rogers.

Abraham Maslow (1908–1970) formulated 'Need Hierarchy' theory **(Fig. 4.1)** in which he has classified motives into five categories and arranged them in hierarchical fashion. These are:

1. Biological motives like hunger, thirst, etc.
2. Safety and security needs (protection from external threats)
3. Love and belongingness needs (Affection, warmth, etc.)
4. Esteem needs (self-esteem, respect, approval, etc.)
5. Self-actualization motive (achieving maximum development of one's potentialities).

Maslow has explained that every individual struggles to fulfill basic needs first, and then followed by safety, love, esteem and finally actualization needs. According to him, the needs at one level should be satisfied at least partially, before the next level needs become active. Most of the people end their struggle to reach third or fourth

JAYPEE BROTHERS

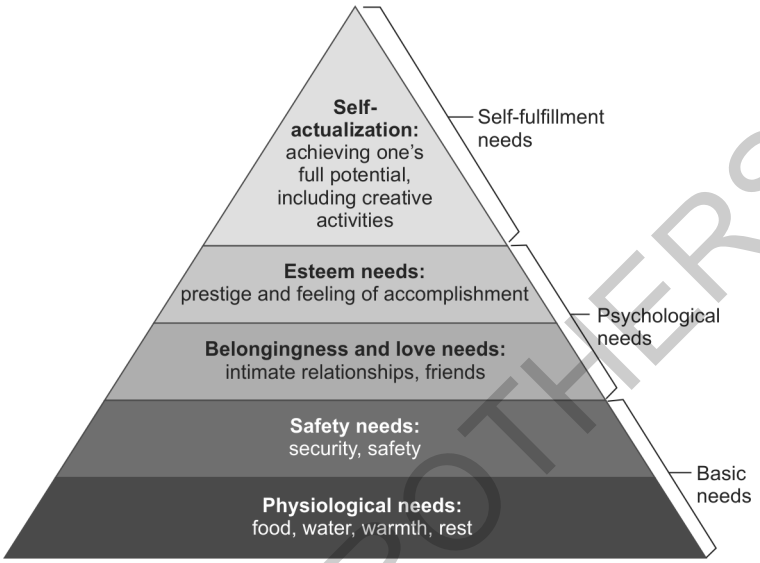
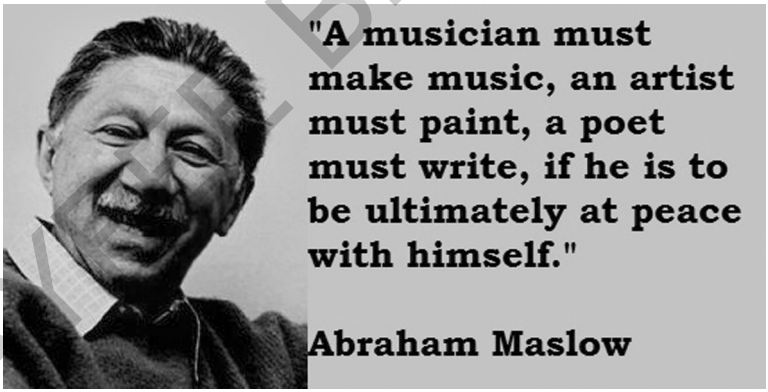


Fig. 4.1: A schematic presentation of Maslow's need hierarchy theory.



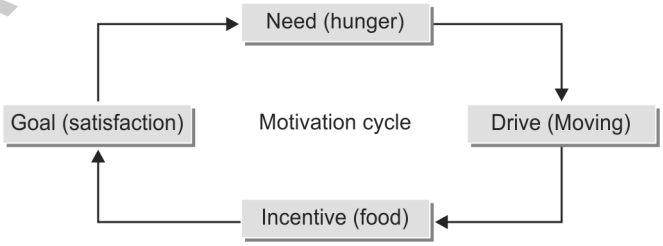
level needs. Only a few will aspire for self-actualization which is the ultimate goal of life. Self-actualization means becoming everything one is capable of, or becoming what he can, that is, fulfillment of his basic potentialities. Maslow explains that the self-actualized people experience what he calls the 'peak experiences', when they fulfill the need for self-actualization (The triangular **Figure 4.1** signifies the decreasing size of population in their effort to fulfill the higher order needs).

JAYPEE BROTHERS

Carl Rogers, as a humanist believes in the strength and potentialities of human beings. According to him all human beings have a natural inclination for learning and a desire to grow and progress known as self-actualizing tendency. Every individual will strive to realize his potentialities and to grow to become a fully functioning person. Hence in the view of Rogers, the motivation for self-growth and becoming a fully functioning person are important concepts.

Motivation Cycle

Have we ever thought why the individual is always engaged in one or the other activity? He starts with one activity and after completing or attending to that he will be engaged in some other activity. Why does he do so? The answer is motives. Motives make the individual to move. This process of movement is with a purpose of attaining something which is necessary for survival or to balance some deficiency. When there is no deficiency, there is no need for action. Such balanced state in the organism is known as 'Homeostasis'. This is well explained by Claud Bernard in his Optimal-level theory. (For details refer to theories of motivation in the same chapter). For example, when a person is hungry, after taking, food his hunger is satiated, he does not move or attracted towards food immediately. But when the person is hungry, he needs food. Then naturally he is driven towards food. i.e., he goes in search of food. He finds food, consumes food. Food here is an incentive which gives satisfaction for which man is striving. His goal is to attain satisfaction or satiation of hunger. In this way some need arises causing imbalance or disequilibrium, make the individual move towards attainment, find satisfaction and regain equilibrium or homeostasis. This process of a circular movement is called 'Motivation Cycle'. This can be explained diagrammatically and more meaningfully.



As stated above motivation cycle begins with the need (disequilibrium) arousal which triggers the behaviour leading to a goal and

JAYPEE BROTHERS

finally ends with satisfaction. If one need is achieved then some other new need like drinking water, reading some book, etc. creeps in and follow the same pattern. This circular movement of need arousal – drive – incentive – goal is known as motivation cycle. Every individual will be involved in one or the other activity every moment. Even while sleeping also he will be breathing in order to supply oxygen to his body which is a need for survival. Need may be physical, physiological, psychological or social which causes some imbalance or disequilibrium and make the person to strive towards satisfying that need and restore equilibrium. Individual cannot be happy or peaceful when there is imbalance. He is disturbed physically or psychologically because both body and mind are closely related.

Need

A need is a state of deprivation that causes tension within the organism, which tends to organize the field of organism with respect to certain incentive or goal and drive towards its attainment.

Drive

The need gives rise to drive. Concept drive is used to mean that the organism is particularly sensitive to certain stimulation and usually is driven to activity. Activity persists until the goal is attained, for example, a thirsty person will go in search of water and does not stop his activity until he finds water and drinks it by any means.

Incentive

Incentive is anything or some means that motivate or encourage someone to do something. In other words, incentive is anything strengthening of drive towards an end or objective by attaching more value to that objective. For example, food, water, praise, gift, money, appreciation, etc.

Goal

Goal is the end result towards which action, muscular or mental, is directed towards the attainment of an objective of which the individual is conscious or unconscious strives. In simple words, the goal is to attain satisfaction. When a person is hungry, his goal will be to satisfy hunger or satiation. Here the person strives to replace balance or homeostasis.

JAYPEE BROTHERS

for detailed information on nursing books, visit our website www.jaypeebrothers.com, for detailed information on nursing books, visit our website www.jaype

Applied Psychology
for Nurses

Applied Psychology for Nurses has been prepared for undergraduate students of nursing. This book is based on the revised syllabus of Indian Nursing Council (INC). In this revised syllabus, the INC has done a remarkable job by including many new chapters which are essential for nurses of present and future generation. The new chapters such as Women Empowerment, Child Psychology, Hard and Soft Skills are very useful to nurses. This book is also useful for students of Diploma in Nursing as it includes that syllabus also.

In addition to the syllabus, many important points related to the chapters in syllabus are also explained to enrich the knowledge of future nurses of 21st century.

AN Venkatesh Reddy MA PhD PGDPC PT has served as teacher, researcher and administrator for over 30 years. He is the author of 6 books and has published many research articles in noted journals and is also involved in translation of books on psychology. He has been engaged in teaching general psychology and psychiatry for Diploma, BSc, MSc Nursing students since many years along with guidance in MSc project works. In addition to teaching and writing, the author is also engaged in counseling profession. He is doing assessment of learning problems, behavioural problems, mental disorders of children and help them to overcome these problems by extending counseling and guidance as a Counseling Psychologist in Child Guidance Centre in a renowned hospital.

Printed in India

Available at all medical bookstores
or buy online at www.jaypeebrothers.com



JAYPEE BROTHERS
Medical Publishers (P) Ltd.
EMCA House, 23/23-B, Ansari Road,
Daryaganj, New Delhi - 110 002, INDIA
www.jaypeebrothers.com

Join us on facebook.com/JaypeeMedicalPublishers

