

Psychology W3190
Human Motivation and Political Structures
Fall 2005
Eugene Galanter

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I. Bulletin description

PSYC W3190x Human motivation and political structures (seminar)
 3 pts. E. Galanter. W 2:10 to 4:00 PM Room 405 Schermerhorn Hall.

Prerequisites: An Introductory Psychology course (lecture or lab). Statistics or Mathematics required. Political Science, Economics, Philosophy (Logic), and more Psychology helpful.

Theories and data about how individual values, desires, aversions, and motives are combined by various socio-political schemes. Ordinal and cardinal measurement of individual preferences or other valuation structures are examined, and their connections to and ramifications for conflict and cooperation, war and peace, are examined.

II. A full description of the content of the course

Over the millennia civil societies have been organized based on conceptions of human nature. These folk principles of psychology were called upon to justify particular political structures, often representing the foundational nature of human desires and aversions. With the maturation of psychology as a scientific enterprise in the early 19th century, various political issues were resolved conceptually by reference to such scientific principles. As the science developed several disciplines including economics, statistics, and medicine, conjoined with psychological science to provide insights into behavior that crossed boundaries with those disciplines. This seminar will explore connections among the findings of several of these areas of research. Concepts of risk, conflict, decision, and long term needs and desires, and reflections on moral constraints on political behavior will be explored.

III. The rationale for giving the course

Psychology 3190 is an advanced seminar designed for undergraduates with strong interests in the psychological foundations of their own disparate disciplines. In the past, psychology majors have also enrolled to extend the breadth of the reference points that the technical nature of their own discipline

imposed. The seminar calls on the Core Curriculum on which Columbia's undergraduate education has been and continues to be based.

Connections between new findings in psychophysical measurement, decision making under conditions of uncertainty, ramifications of emotional consequences of unanticipated outcomes, constraints on behavior imposed by authority, social organizations, cultural constraints, and other extrinsic forms of social control will be considered from the point of view of relevant behavioral data and its application to pressing issues of human welfare.

Students in disciplines as far ranging as nuclear engineering, sociological sociometry, probability theory and its foundations, economics and business organizations, and practical politics and the law, have all participated in this wide ranging, data based, technically demanding seminar.

It fulfills the following degree requirements:

PSYC W3190 will count as elective credit toward the Psychology major or concentration, but will not apply toward the distribution requirements of either. It will not be applicable toward the science requirement of the College or of the School of General Studies. Depending on the nature of the final paper, PSYC W3190 might fulfill the senior seminar requirement of the Barnard Psychology major.

IV. Seminar schedule, readings and topics

See Appendix for complete references

Motivation-Physiological Mechanisms

9/7/05 Motives and Behavior

Beck, Robert C. *Motivation*. Chapters 1, 2, 7, 10

Berstein, D.A., Penner, L.A.,
Clarke-Stewart, A. Roy, E.J. *Psychology* pp. 55-98, 381-430

9/14/05 Motivation & Emotion

Cannon, W. B. (1927)
American Journal of Psychology, 39. pp. 106-124.

Schachter, S. and Singer, J. L. (1962).
Psychological Review, 69 pp. 379-399.

Solomon's Opponent Processes Discussion

9/21/05 Technical Solutions I

Bernoulli, Daniel. In Miller. Miller's Comments

Galanter, E. The Utility Papers Galanter & Pliner +

Kahneman, D., Slovic & Tversky, A. Heuristics & Biases

9/28/05 Technical Solutions II

Arrow, Kenneth. Social Choice...

Chap. 1,2,3 + 5 conditions, discussion and proof of theorem

10/5/05 Technical Solutions III

Von Neumann, J. & Morgenstern, O. Game Theory

Utility

Appendix 1 Probabilistic

Luce, Siegal, Suppes

Utility experiments

Bunn, Derek

Applied Decision Theory

10/12/05 Political Considerations and constraints

Federalist

10, 47-51

Machiavelli, Nicollo.

Dictatorial solutions

10/19/05 Midterm

10/26/05 Philosophical Analyses of Motives

Hobbes

Part I, Chaps. 13-16 Part II, Chaps. 17-22

Rousseau,

Books 1, 2, and 4

11/2/05 Philosophico-Analytical applications of motivation

Bentham, Jeremy.

Chaps. 1-11

Mill, John Stuart

Utilitarianism

11/9/05 Practical implementations

Marx, Karl.

German Ideo+Feuerbach pp. 195-200

11/16/05 Marx continued

Wilson, Edmond

To the Finland Station

11/23/05 Comparisons and contrasts

Schumpeter, Joseph

Command economies

Plato Republic

Books 1 to 4

11/30/05 Ethics and Morals

Rawls, John.

Chapter 1, 2, 3.

Nozick, Robert

Alternatives

12/7/05 Review

V. Course requirements (as they will be presented to students)

There are three obligations you must fulfill to get a satisfactory grade:

- 1) Make a 15-20 minute class presentation on an approved topic.
- 2) Write a 6000 word paper on an approved topic (about 20 double spaced pages).
- 3) Take the midterm, and a final technical exam.

The term paper is due on 7 December 2005.

Class Schedule

We will meet each Wednesday at 2:10 PM and continue until ca. 4:00 PM.

The Reference list contains both required and suggested readings.

Comments & Queries

Folk wisdom suggests that biological needs (hunger, thirst, sex, etc.) give rise to (biological) drives that motivate action. The awareness of the drive state is the motive. In animal preparations motives are invisible at best, non-existent at worst; therefore drive reductive behavior is the relevant event.

Do these drives and motives serve only to instigate and guide behavior, or do they “paint” the quality of actions with feelings desires and aversions.

This raises the question of the relation between motivation and emotion. Are emotions unique to people, or do (can) animals also exhibit emotional behavior? Are emotions simply a physiological accompaniment of biological needs? Are perceptual events capable of evoking emotional responses?

Before we consider some of the science associated with answers to these questions, we should recognize the long-standing assumptions about motivated human behavior as a basis for civil organizations and the constraints they may impose on possible political solutions to the potential for conflict and the need for cooperation in human affairs.

I would like a presentation of Hobbes and Rousseau for a discussion at our first meeting--at a philosophical level of whether we are risen apes or fallen angels. I will also accept volunteers during the first seminar for students to present positions informed by concepts theories, and data that reflect the positions of Bernoulli, Machiavelli, and Chapters 1 and 2 from Kenneth Arrow's *Social Choice and Individual Values*. Also all read The Federalist (number) 10. I would like to hear a good discussion on factionalism; what it is, what it may or may not produce, and the consequences for the majority rule principle.

Think about multiparty voting procedures. Do they work? Are they fair? Why would you want more than one party? Would you join more than two parties?

Grading is allocated as follows (from cover sheet);

Midterm exam	20%
Final exam	30%
Short paper	10%
20 page paper	10%

VI. APPENDIX

Human Motivation and Political Structures—Psychology 3190x
 Professor Galanter (280-4382), eg53@columbia.edu
 Reading Assignments

Motivation—Physiological Mechanisms

- Beck, Robert C.
Motivation. Chapters 1, 2, 7, 10
 Upper Saddle River, NJ:
 Pearson Education, 2004
- Berstein, D.A., Penner, L.A., pp. 55-98, 381-430
 Clarke-Stewart, A. Roy, E.J.
Psychology
 New York: Houghton Mifflin, 2003
- Cabanac, M. (1979). Sensory Pleasure. pp. 1-29.
 Quarterly Review of Biology, 54.

Motives and Behavior

- Skinner, B. F. *The Behavior of Organisms:
 An Experimental Analysis.* New York:
 Appleton-Century, 1938. Chapters 1, 2, 3
- Miller, G.A., et. al. *Plans & The
 Structure of Behavior.* New York:
 Adams-Bannister-Cox, 1986 Chapters Foreword, 1-3, 9, 4
- Irwin, F.W. *Intentional Behavior
 and Motivation,* Phila.:J. B.
 Lippincott, 1971. Chapters 1, 2, 3, 4
- Lewin, Kurt (1938) *The Conceptual Representation and
 the Measurement of Psychological Forces.* pp. 11 - 70
 Contributions to Psychological Theory,
 I, 4.

Motivation & Emotion

- Cannon, W. B. (1927) The James-Lange theory pp. 106-124.
 of emotions:... *American Journal of
 Psychology*, 39.

Schachter, S. and Singer, J. L. (1962) Cognitive, social, and physiological determinants of emotional states. *Psychological Review*, 69 pp. 379-399.

Technical Solutions

Bernoulli, Daniel. (1738) *Exposition of a New Theory on the Measurement of Risk..* Trans. and reprinted in *Mathematics and Psychology*, George A. Miller. New York:John Wiley & Sons, 1964. *Miller's comments*

Galanter, E. (2001) *The Utility Papers*, Psych Library Reserve On CD Rom As assigned

Kahneman, D., Slovic & Tversky, A. (1982) *Judgment under uncertainty: Heuristics & Biases*, NY:Cambridge, .

Arrow, Kenneth. (1966) *Social Choice and Individual Values*. 2nd ed. New York:John Wiley & Sons. Chap. 1,2,3 and as assigned

Von Neumann, J. & Morgenstern, O. (1951) *Theory of Games and Economic Behavior*. 3rd Ed. Princeton:Princeton Univ.,. Appendix 1

Hamilton, A.; Jay, J.;Madison, J. *The Federalist.*, New York: Modern Library, 1937. 10, 47-51

Machiavelli, Nicollo. (1950) *The Prince and the Discourses*, New York: Modern Library. The Prince, The Discourses

Philosophical analyses of Motives

Hobbes, Thomas. (1651) *Leviathan*, Re-printed from the edition of Oxford:The Clarendon Press, 1962. Part I, Chaps. 13–16 Part II,Chaps. 17–22

Rousseau, Jean Jacques. (1950) *The Social Contract and Discourses*. Books 1, 2, and 4

New York:Dutton.

- Bentham, Jeremy.(1935) *An Introduction to the Principles of Morals and Legislation*. Garden City: Doubleday. Chaps. 1-11
- Mill, John Stuart. (1935) *On Liberty, On Utilitarianism*. Garden City:Doubleday. On Utilitarianism
- Marx, Karl. (1947) *German Ideology, Theses on Feuerbach* New York: International Publishers. pp. 195-200.
- Weber, Max. (1957) *The Theory of Social and Economic Organization*. Glencoe, IL: Free Press. As assigned.
- Additional (Optional) Readings**
- Plato, *The Republic*. Trans. by Henry Davis and George Burges. London:Walter Dunne, (1901). Books 1, 2, 3, and 4
- Locke, John. (1947) *Two Treatises of Government*. Ed. with an intro. by Thomas I. Cook. New York: Hafner Publ. Co. Second Treatise of Civil Government
- Mill, James. (1825) *Essays on Government, Jurisprudence, Liberty of the Press, and Law of Nations*. New York:Augustus M. Kelly, Pubs. 1967. Essay on Government
- Schumpeter, Joseph. (1950) *Capitalism, Socialism, and Democracy*. (3rd ed.) New York:Harper and Row,. Skim
- Wilson, Edmond. (1953) *To The Finland Station*.Garden City, NY: Doubleday, and New York: Farrar, Strauss & Giroux, 1972. Part II, Chaps. 1–3 5-12, 15, 16
- Bunn, Derek, (1984) *Applied decision analysis*, As suggested

NY:McGraw-Hill,.

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| French, Simon, (1986) <i>Decision theory</i> , NY: Wiley. | As suggested |
| Dahrendorf, Ralf, (1968) <i>Essays in the Theory of Society</i> . Stanford: Stanford Univ. Press,. | Chaps 1,5 |
| Rawls, John. (1971) <i>A Theory of Justice</i> . Cambridge, MA:Harvard University Press,. | Chapter 1 |
| Nozick, Robert (1988) <i>Anarchy, State and Utopia</i> | Skim the book |
| Dahl, Robert A. (1956) <i>A Preface to Democratic Theory</i> . Chicago: Phoenix Books. The University of Chicago Press. | Skim the book. |