

# Reversal theory – Motivation, Emotion and Personality

Reversal theory is an innovative psychological theory exploring human motivation, emotion and personality.

Reversal theory can improve understanding in the following key areas:

- athletes' motivational states when performing
- athletes' motivational characteristics
- identifying performance problems
- athletes' experiences of stress
- intervention strategies
- eating disorders
- exercise addiction.

It focuses on the normal human experience to describe how a person regularly reverses between psychological states, reflecting their motivational style and the meaning they attach to a given situation at a given time. For example, sometimes a roller coaster seems exciting; other times, it may cause anxiety. Sometimes a crying baby creates sympathy; other times it causes irritation.

Reversal Theory proposes that our motives can be organized into four categories (called *domains*). Within each category (or domain), there are two opposite *motivational states*. You are motivated by one state in each domain at any given time (so four states are active at once). This figure shows the domains and states



The four pairs (or domains) are as follows:

- **Means-Ends** - The two states in the first pair are called "Telic" (or "Serious") and "Paratelic" (or "Playful") and refer to whether one is motivated by achievement and future goals, or the enjoyment of process in the moment.

# Reversal Theory Motivation Emotion And Personality

**John Kerr**



## **Reversal Theory Motivation Emotion And Personality:**

**Reversal Theory** Michael J. Apter, 2007-02-15 In this authoritative work Michael Apter one of the leading figures in the development of reversal theory provides a clear systematic and up to date introduction to the theory

**Reversal Theory** Michael J. Apter, 1989 Michael Apter one of the leading figures in the development of reversal theory provides a clear systematic and up to date introduction to the theory for psychologists psychiatrists medical researchers and other social scientists

*Advances in Reversal Theory* M.J. Apter, J.H. Kerr, S. Murgatroyd, 1993-01-01 Explores some of the recent thinking in psychology along the lines that people are inherently inconsistent over time and that the differences within an individual are as important as the differences among individuals The 26 papers most presented at conferences since 1988 and many researchers have

**Progress in Reversal Theory** M.J. Apter, J.H. Kerr, M.P. Cowles, 1988-04-01 Reversal Theory is a new general theory of motivation emotion personality psychopathology and stress which challenges previous ideas in these fields and sets up an unusually broad and integrative conceptual framework of its own The papers in the six sections which make up this volume are concerned with developing the theory itself looking at different research areas or psychological problems from the perspective of reversal theory describing empirical studies of different kinds aimed at testing ideas drawn from the theory

*Counselling Athletes: Applying Reversal Theory* John Kerr, 2002-08-27 Reversal theory is an innovative psychological theory exploring human motivation emotion and personality This is the first book in the field to examine how reversal theory can be used by practitioners in applied sport psychology in their counselling work with athletes Counselling Athletes explores the key elements of reversal theory and comprehensively demonstrates how reversal theory can improve understanding in the following key areas athletes motivational states when performing athletes motivational characteristics identifying performance problems athletes experiences of stress intervention strategies eating disorders exercise addiction Each chapter includes real life case study material from elite performers in sport as well as guides to further reading and questions for discussion Counselling Athletes is essential reading for all practising sport psychologists and coaches and for any student of sport psychology

**Motivation And Emotion In Sport** John H Kerr, 2013-10-15 First Published in 2004 Why did Michael Jordan quit basketball and take up baseball Why was Martina Navratilova so successful as a professional tennis player Why did Diego Maradona take performance enhancing drugs during the 1994 soccer World Cup Why did ice skater Tonya Harding involve herself in physical attacks on her Olympic rival Nancy Kerrigan These and many other questions about aspects of motivation and emotion in sport are addressed in this book The theoretical background to the book is provided by reversal theory a general psychological theory which is demonstrating its usefulness and versatility as it is being increasingly applied within sport psychology Reversal theory's systematic conceptual framework allows a unique perspective for interpreting behaviour in sport contexts Topics discussed include the motivation behind individual participation in different types of sport and the special attraction of dangerous sports the psychological

processes involved in winning and losing in competitive sport the enjoyment of being aggressive and violent in team contact sports the maintenance and enhancement of individual well being including stress management and coping through sport and exercise problems which may arise as result of over participation and stress burnout and overload in competitive sport Real life examples are combined with research findings to provide an understanding of the emotional background and changes which accompany the individual s unique experience in sport In addition suggestions as to applications of reversal theory in new areas of sport psychology and the future direction of reversal theory based sport research are outlined For those interested in a truly insightful understanding of human behaviour in sport this book will be required reading

**Stress And Emotion** Charles D. Spielberger, Irwin G. Sarason, Zsuzsanna Kulcsar, Guus L. Van Heck, 2015-10-23 This volume based on an international conference on current research in Stress And Emotion Covers In Four Sections Theoretical Aspects perception cognition and emotion the physiological and biological Concomitants Of Emotion And Type A Behaviour And Emotion

**Rethinking Aggression and Violence in Sport** John H. Kerr, 2004-06-01 Rethinking Aggression and Violence in Sport explores the psychological aspects of these two intrinsic elements of competitive sport This book critically examines the important issues associated with aggression and violence in sport including a review of current theory in the psychology of aggression exploration of how players become acclimatised to physical violence discussion of the psychological benefits of sanctioned and unsanctioned sport violence examination of the moral and ethical dimensions of the debate the psychological basis of spectator aggression case studies from a wide variety of sports This text is a must read for researchers and students within sport studies psychology and sociology with an interest in human violence and aggressive behaviour

**Re-constructing Emotional Spaces** Radek Trnka, Karel Balcar, Martin Kuška, 2011

**Playing with Mental Models** Henri de Jongste, 2020-06-03 In this book the author uses a mental model theory of communication to investigate the acclaimed British situation comedy The Office The approach taken is multi disciplinary and focuses on questions as What are mental models and what role do they play in communication in general and in creating and watching The Office in particular Whose mental models are involved in creating and watching The Office How do these mental models relate to each other How exactly do the creators of The Office and their audience engage in constructing exchanging and coordinating mental models How do mental models and their comic use relate to humour and humour theories and what is the nature of play in the deployment of mental models in comedy The book is aimed at humour scholars from various backgrounds and at people interested in communication in general

[A Companion to Media Studies](#) Angharad N. Valdivia, 2008-04-15 A Companion to Media Studies is a comprehensive collection that brings together new writings by an international team to provide an overview of the theories and methodologies that have produced this most interdisciplinary of fields Tackles a variety of central concepts and controversies organized into six areas of study foundations production media content media audiences effects and futures Provides an accessible point of entry into this expansive and interdisciplinary field Includes the writings

of renowned media scholars including McQuail Schiller Gallagher Wartella and Bryant Now available in paperback for the course market

**Work and Organizational Psychology** Christine Doyle, 2004-01-10 In this unique text Christine Doyle provides the student with a cutting edge introduction to the field of work and organizational psychology The main focus is on recent changes that have occurred in the world of work incorporating their causes consequences proposed solutions to the associated problems and above all the challenges they pose for work and organizational psychology Among the topics covered are motivation at work the concept of stress and the causes of individual accidents and organizational disasters Solutions to such problems might include lifelong learning and training performance management career development and employee assistance programmes This lively provocative and highly readable book will be an essential resource for advanced undergraduate and postgraduate students of work and organizational psychology as well as business management students managers and anyone with an interest in human resources management

Digital Advertising Shelly Rodgers, Esther Thorson, 2017-02-17 Digital Advertising offers a detailed and current overview of the field that draws on current research and practice by introducing key concepts models theories evaluation practices conflicts and issues With a balance of theory and practice this book helps provide the tools to evaluate and understand the effects of digital advertising and promotions campaigns New to this edition is discussion of big data analysis privacy issues and social media as well as thought pieces by leading industry practitioners This book is ideal for graduate and upper level undergraduate students as well as academics and practitioners

**Coping and Emotion in Sport** Joanne Thatcher, Marc Jones, David Lavallee, 2011-08-09 The emotional highs and lows of competitive sport whether experienced as a competitor spectator or coach may be the essential ingredient that gives sport its universal and compelling appeal Emotion is clearly a pervasive force within competitive sport and this is reflected in the burgeoning interest over recent decades in athletes emotions and strategies for coping with these emotions The interplay between emotion and coping is a critical factor in determining through its influence on key psychological functions an athlete's potential success in competitive sport This fully revised and updated edition of the classic text on coping and emotion in sport goes further than any other book in examining the central role that these two factors play in sports performance The book explores theory and measurement current research and contemporary issues and special populations respectively Each chapter closely integrates cutting edge research themes with discussion of practical and applied issues with case studies and reflections from practitioners working in elite sport woven throughout the book With contributions from leading international scholars and consultant psychologists this book is vital reading for all students and professionals working in sport psychology

**Exercise Dependence** John H. Kerr, Koenraad J. Lindner, Michelle Blaydon, 2007-08-09 Exercise dependence or addiction has been described as a positive addiction but it can have links with damaging dysfunctional and excessive behaviours including eating disorders Clinical and sport psychologists now acknowledge the condition and report that it can be found in recreational exercisers and competitive athletes This is the first

text to provide a comprehensive guide to exercise dependence The text contains case studies and reviews research into exercise dependence in both exercise and sports contexts The authors examine the condition in the widest sense exploring different types of exercise dependence risk factors associated with the condition the experiences and motivational characteristics of sufferers links with eating disorders and a number of approaches to counselling This text will be of significant interest to psychologists working in sport health and clinical practice as well as to athletes and sports coaches particularly those involved in endurance sports associated with higher incidences of exercise dependence **De Gruyter**

**Handbook of Humor Studies** Thomas E. Ford, Władysław Chłopicki, Giseline Kuipers, 2024-07-22 The De Gruyter Handbook of Humor Studies consolidates the cumulative contributions in theory and research on humor from 57 international scholars representing 21 different countries in the widest possible diversity of disciplines It organizes research in a unique conceptual framework addressing two broad themes the Essence of Humor and the Functions of Humor Furthermore scholars of humor have recognized that humor is not only a universal human experience it is also inherently social shared among people and woven into the fabric of nearly every type of interpersonal relationship Scholars across all academic disciplines have addressed questions about the essence and functions of humor at different levels of analysis relating to how narrowly or broadly they conceptualize the social context of humor Accordingly the editors have organized each broad thematic section into four subsections defined by level of analysis The book first addresses questions about individual psychological processes and text properties then moves to questions involving broader conceptualizations of the social context addressing humor and social relations and humor and culture By providing a comprehensive review of foundational work as well as new research and theoretical advancements across academic disciplines the De Gruyter Handbook of Humor Studies will serve as the foremost authoritative research handbook for experienced humor scholars as well as an essential starting point for newcomers to the field such as graduate students seeking to conduct their own research on humor Further by highlighting the interdisciplinary interest of new and emerging areas of research the book identifies and defines directions for future research for scholars from every discipline that contributes to our understanding of humor The Psychology of Embezzlement David Curnow, 2021-08-06 Using recent research and case studies this book offers an evidence based insight into the embezzler s mindset as they commit crimes that are costing nations organisations and individuals increasingly more each year This mindset is described in detail as the embezzler develops their motivation to steal from their employer finds a method of stealing assesses the risks executes the theft and then determines whether to continue to steal The organisational landscape of security capabilities culture and financial circumstances provide the environment that this mindset operates within The embezzler s approach to the crime is broken down into four stages Pre Existing Vulnerabilities Induction to First Theft Ongoing Theft and Detection to Resolution The author recommends strategies based on the embezzler s mindset for organisations to enhance their ability to protect themselves from such inside

threats that attack their reputation productivity morale and in the worst cases financial viability

**Organizational Gamification** Mikko Vesa, 2021-02-25 This edited volume presents an interdisciplinary collection of texts that examine the practice of gamification the use of game design elements in non game contexts specifically as an organization and management research problem As we travel deeper into the twenty first century it is becoming increasingly clear the late modernity is re defining its take on games and play Following what has been termed a general ludification or playification of society corporations are beginning to see games and play as resources rather than as a wasteful practice We are witnessing the emergence of the practice of gamification with the intention of mobilizing play s motivational power for capitalist production This book outlines both the essential how tos and also critically explores their links to diverse strands of organization theory such as institutionalism business ethics critical theory and organizational behavior Gamification research has been mostly conducted within disciplines such as information studies game studies and information systems science This is a paradoxical state of affairs whilst gamification aims at being a transformative intervention in work processes and practices and is being deployed as such by practitioners This book will be of value to researchers academics and students interested in management and organization studies

**Metacognition** Vincent Y Yzerbyt, Guy Lories, Benoit Dardenne, 1998-06-09 Metacognition cognitive processes that apply to themselves is becoming increasingly recognized as a fundamental aspect of human psychology In this broad ranging book internationally renowned authors show how a full analysis of human reasoning and behaviour requires an understanding of both cognitive and metacognitive activities Important insights from across social and cognitive psychology are drawn together to offer an unmatched overview of this major debate and a number of key questions are addressed including Are metacognitive activities similar to standard cognitive processes or do they represent a separate category How do people reflect on their cognitive processes Does our metacognitive knowledge affect our behavioural choices

**Reversal Theory** M. J. Apter, D. Fontana, S. Murgatroyd, 2014-02-25 First published in 1985 In the eight years since the publication of the first papers by Apter and Smith outlining the basic principles of the theory of psychological reversals interest in the theory has grown rapidly So within this book the emphasis is very much upon opening up fresh avenues and interests with a view to stimulating and guiding those psychologists who whether as academics or as practitioners are involved with reversal theory at any level Some of the papers are based upon material presented at the International Symposium on Reversal Theory held under the sponsorship of the Welsh Branch of the British Psychological Society in September 1983 while others have been written specially for this book The topics covered have been carefully selected to give a representative flavour of what reversal theory is currently about

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## **Table of Contents Reversal Theory Motivation Emotion And Personality**

1. Understanding the eBook Reversal Theory Motivation Emotion And Personality
  - The Rise of Digital Reading Reversal Theory Motivation Emotion And Personality
  - Advantages of eBooks Over Traditional Books
2. Identifying Reversal Theory Motivation Emotion And Personality
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Reversal Theory Motivation Emotion And Personality
  - User-Friendly Interface
4. Exploring eBook Recommendations from Reversal Theory Motivation Emotion And Personality
  - Personalized Recommendations
  - Reversal Theory Motivation Emotion And Personality User Reviews and Ratings
  - Reversal Theory Motivation Emotion And Personality and Bestseller Lists
5. Accessing Reversal Theory Motivation Emotion And Personality Free and Paid eBooks
  - Reversal Theory Motivation Emotion And Personality Public Domain eBooks
  - Reversal Theory Motivation Emotion And Personality eBook Subscription Services
  - Reversal Theory Motivation Emotion And Personality Budget-Friendly Options



6. Navigating Reversal Theory Motivation Emotion And Personality eBook Formats
  - ePub, PDF, MOBI, and More
  - Reversal Theory Motivation Emotion And Personality Compatibility with Devices
  - Reversal Theory Motivation Emotion And Personality Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Reversal Theory Motivation Emotion And Personality
  - Highlighting and Note-Taking Reversal Theory Motivation Emotion And Personality
  - Interactive Elements Reversal Theory Motivation Emotion And Personality
8. Staying Engaged with Reversal Theory Motivation Emotion And Personality
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Reversal Theory Motivation Emotion And Personality
9. Balancing eBooks and Physical Books Reversal Theory Motivation Emotion And Personality
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Reversal Theory Motivation Emotion And Personality
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Reversal Theory Motivation Emotion And Personality
  - Setting Reading Goals Reversal Theory Motivation Emotion And Personality
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Reversal Theory Motivation Emotion And Personality
  - Fact-Checking eBook Content of Reversal Theory Motivation Emotion And Personality
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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