

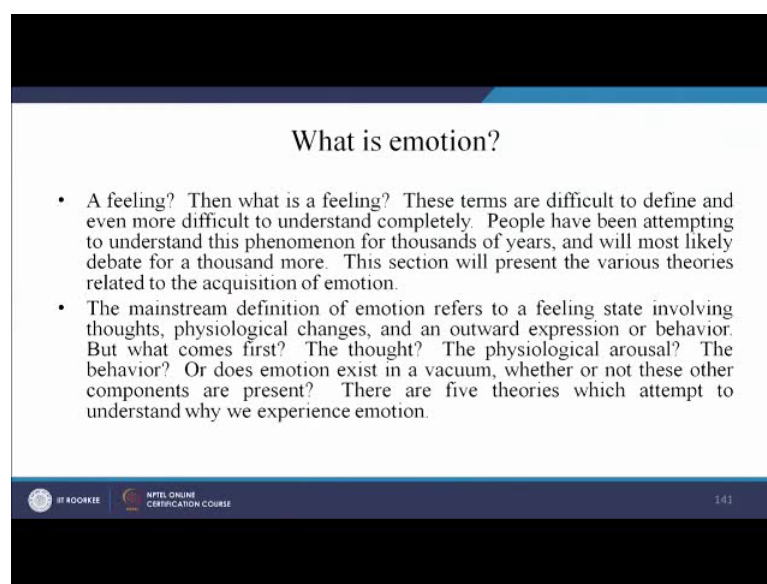
Neurolinguistic Programming
Dr. Smita Jha
Department of Humanities & Social Sciences
Indian Institute of Technology, Roorkee

Lecture – 18
Emotionality

Hello friends, today I am going to discuss emotionality which is one of the important factors of Neurolinguistic programming what is emotionality? Does it mean emotion or how should we get emotionality in hand? Let us discuss this now what is emotion? This is very important to know a feeling then what is kind of feeling? These terms are difficult to define and even more difficult to understand completely is it feeling or it is neuro sensation what it is? People have been attempting to understand this phenomenon for 1000 of years and will most likely debate for a 1000 more because it is really a debatable point.

Now, this section will present the various theories related to the acquisition of emotion, because throughout Neurolinguistic programming, we have been discussing that how to control the nerves? How to control emotion and how to be a good speaker? How to be a good anchor and how to get success in life? So, it is very important to know the emotion and the definition of emotion.

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What is emotion?

- A feeling? Then what is a feeling? These terms are difficult to define and even more difficult to understand completely. People have been attempting to understand this phenomenon for thousands of years, and will most likely debate for a thousand more. This section will present the various theories related to the acquisition of emotion.
- The mainstream definition of emotion refers to a feeling state involving thoughts, physiological changes, and an outward expression or behavior. But what comes first? The thought? The physiological arousal? The behavior? Or does emotion exist in a vacuum, whether or not these other components are present? There are five theories which attempt to understand why we experience emotion.

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So, the mainstream definition of emotion refers to a feeling a state involved being thoughts physiological changes and an outward expression or behavior, but what comes first; the thought; the physiological arousal, the behavior or does emotion exist in a vacuum whether or not these other components are present.

Now, for that we should know some of the important theories related to emotion what are the theories? So, there are 5 theories which attempt to understand why we experience emotion? So, emotionality is the observable behavior and physiological component of emotion and is a measure of a person's emotional reactivity to a stimulus, most of these responses can be observed by other people while some emotional responses can only be observed by the person experiencing them.

So, let us see the theories and first the component. So, the elements of emotional experiences are cognitive component what does it mean? Because cognitive means brain, mind and it is subjective conscious experience and positive psychology.

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The Elements of Emotional Experience

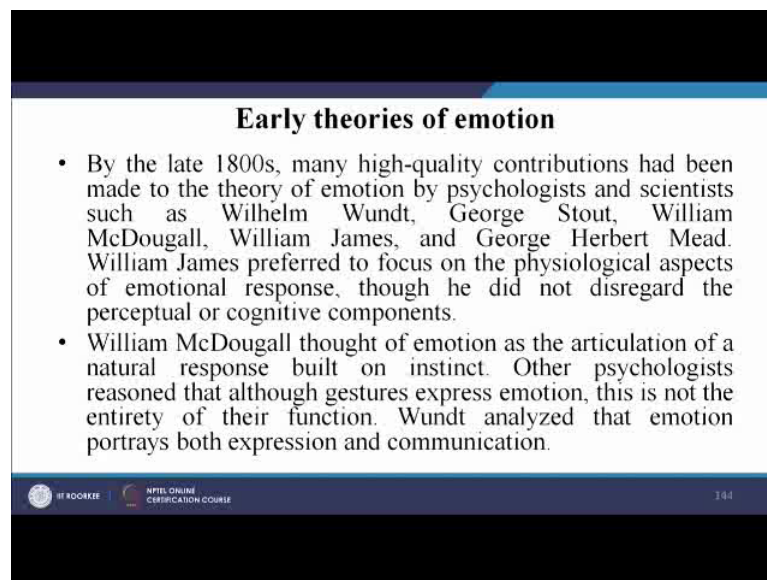
- **Cognitive component**
 - Subjective conscious experience
 - Positive psychology
- **Physiological component**
 - Bodily (autonomic) arousal
- **Behavioral component**
 - Characteristic overt expressions

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Then after comes physiological component which means bodily autonomic arousal, third is behavioral component that is characteristic overt expressions. Now, these elements are very important to know the theories related to emotionality, now early theories of emotions because emotion is not a new thing for centuries people keep on discussing emotion and feelings.

So, what are the early theories of emotion? Now by the late 1800's many high quality contributions had been made to the theory of emotion by psychologists and scientists such as; William Wundt, George stout, William McDougall, William James and George Herbert.

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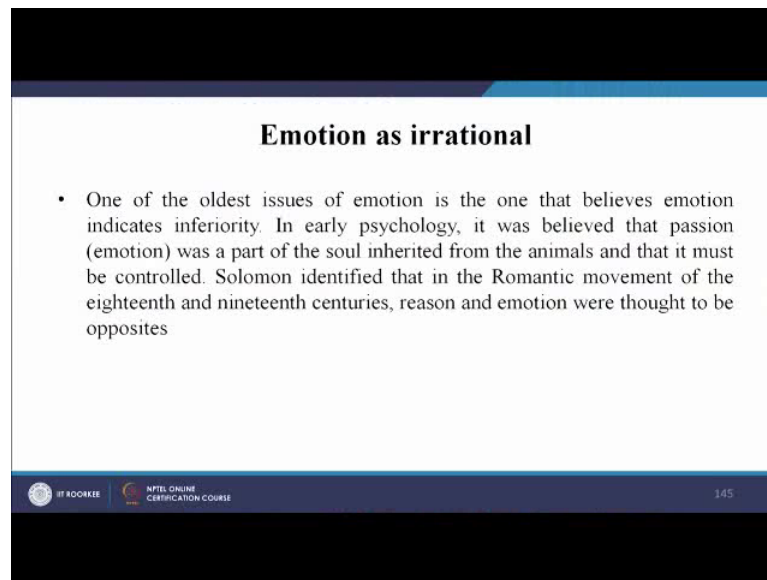
Early theories of emotion

- By the late 1800s, many high-quality contributions had been made to the theory of emotion by psychologists and scientists such as Wilhelm Wundt, George Stout, William McDougall, William James, and George Herbert Mead. William James preferred to focus on the physiological aspects of emotional response, though he did not disregard the perceptual or cognitive components.
- William McDougall thought of emotion as the articulation of a natural response built on instinct. Other psychologists reasoned that although gestures express emotion, this is not the entirety of their function. Wundt analyzed that emotion portrays both expression and communication.

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Emotion as irrational

- One of the oldest issues of emotion is the one that believes emotion indicates inferiority. In early psychology, it was believed that passion (emotion) was a part of the soul inherited from the animals and that it must be controlled. Solomon identified that in the Romantic movement of the eighteenth and nineteenth centuries, reason and emotion were thought to be opposites

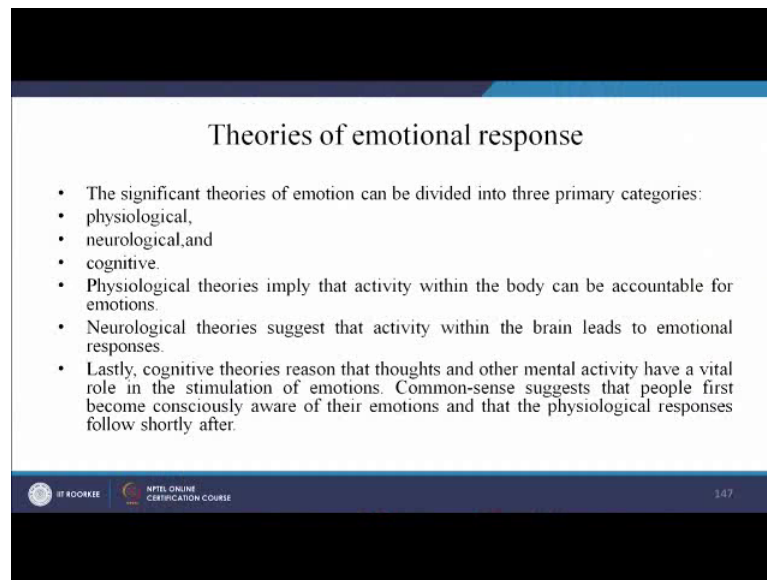
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Now, emotion as irrational one of the oldest issues of emotion is; the one that believes emotion indicates inferiority, because why we get emotional? Now in early psychology it was believed that passion that is emotion was a part of the soul inherited from the animals and that it must be controlled, Solomon identified that in the romantic movement of the 18th and 19th centuries reason and emotion were thought to be opposites because this was also the part of discussion that it is instinct or a kind of deliberate activity.

Because emotion means you know sometimes fear, panicky, passion, cry that is sometimes instinct also. So, it has also been discussed as the emotions were thought to be opposite of reason and logic and emotion, now emotion as physiological. Physiological that is the body responses to emotion originate in the central nervous system because the mind and the body as we keep on discussing I mean not separate from each other what is required for a complete action is the integrity.

So, the autonomic nervous system and the endocrine system some of the responses include; heart rate, sweating rate and depth of respiration and electrical activity in the brain, many researchers have attempted to find a connection between a specific emotions and a corresponding pattern of physiological responses; although it is said that these attempts have rendered unsuccessful conclusions.

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The slide is titled "Theories of emotional response" and contains a bulleted list of three primary categories of emotion theories. The categories are physiological, neurological, and cognitive. Each category is followed by a brief description of what it implies about the relationship between the body, brain, and mind in the experience of emotion. The slide also features logos for IIT Roorkee and NPTEL Online Certification Course at the bottom, along with the slide number 147.

Theories of emotional response

- The significant theories of emotion can be divided into three primary categories:
- physiological,
- neurological, and
- cognitive.
- Physiological theories imply that activity within the body can be accountable for emotions.
- Neurological theories suggest that activity within the brain leads to emotional responses.
- Lastly, cognitive theories reason that thoughts and other mental activity have a vital role in the stimulation of emotions. Common-sense suggests that people first become consciously aware of their emotions and that the physiological responses follow shortly after.

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Now, theories of emotional response because we were discussing the early theories and in early theory some of the vital facts just came up that sometime it is also considered that emotion and the passion and the behavior to different opposite dimensions.

Now, the theories of emotional response the significant theories of emotion can be divided into 3 primary categories; physiological, neurological and cognitive, physiological theories imply that activity within the body can be accountable for emotion neurological theories suggest that activity within the brain leads to emotional responses while cognitive theories reason that thoughts and other mental activity have a vital role in the a stimulation of emotions.

Now, common sense suggests that people first become consciously aware of their emotions and that the physiological responses follow shortly after, there are few well known theories which contradict the common sense theory because what is common sense and what are the theories based on emotionality? So, the first is; James Lange theory of emotion, now the James Lange theory of emotion was proposed by psychologist William James and physiologist Karl Lang that this theory suggests that emotions occur as a result of physiological responses to outside is stimuli or events. For example this theory suggests that if someone is driving down the road and looks at the headlight of another car heading toward them then in their lane their heart begins to raise.

Now a physiological response this is a physiological response the high rate of heart palpitation and then they become afraid, fear begin the emotion and a start feeling afraid because for pulse is also high now this theory of emotion holds that as you see a snake your pulse races and you feel afraid because your pulse is racing. So, event now in James Lange theory of emotion we can put first the event then arousal then interpretation and then emotion now event now anything occurs any incident that disturbed your body and mind arousal some kind of sensation passion take place and then interpretation what kind of sensation excitement passion and then finally it is emotion.

Canon bad theory of emotion: The canon bad theory which was conceptualized by Walter Kaman and Philip bad suggests that emotions and their corresponding physiological responses are experienced simultaneously, thalamus send signals we all know thalamus situated here and controlling the heat of our body, so thalamus send signal simultaneously to the cortex and the autonomic nervous system so the canon bad theory holds that again you see a snake the information is sent to the thalamus which relays the signal is simultaneously to the cortex that is brain and to the autonomic nervous system.

Now, in this particular theory what happened? First event then arousal and emotion both at the same time it is automatic so event arousal and emotion both at the same time, now such a singer theory of emotion, so this is the first a James land second cannon bad and third sacher singer theory of emotion, a Stanley sacher and ziram singer proposed a theory also known as the 2 factor theory of emotion which implies emotion have 2 factors; physical arousal and cognitive level, now this suggests that the physiological activity occurs first then it must cognitively be distinguished as the cause of the arousal and leveled as an emotion, using the example of someone seeing a car coming towards them in their lane their heart would a start to race and they would identify that they must be afraid if their heart is racing and from there they would begin to feel fear.

Now, in this case what happened? It is event then arousal then reasoning because when sensation excitement takes place what is the reason and then emotion? So, we have different stages James land and cannon bard and in sacher single theory we have event then arousal then reasoning and then emotion.

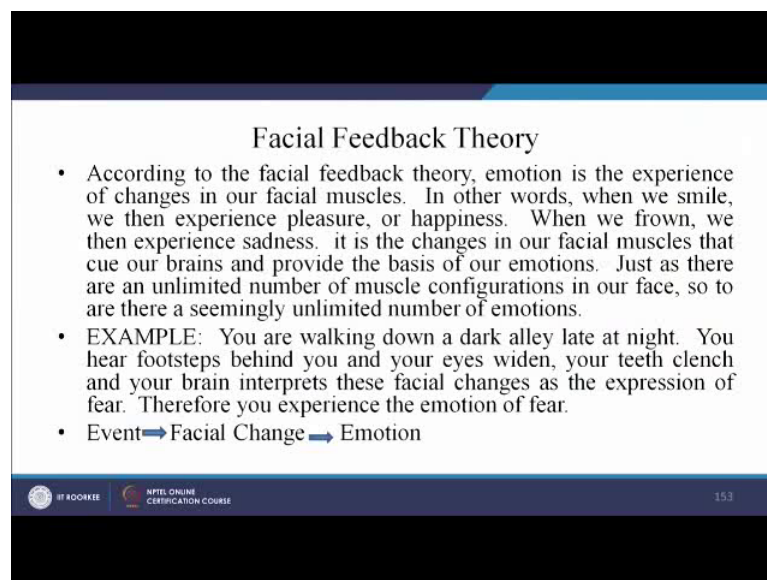
Now, evolutionary theories which indicates innate reactions with little cognitive interpretation, now evolutionary theories of emotion assume that emotions are innate that

is cognitive again innate reactions that require little cognitive interpretation. Robert peel check 1984, 1993 has devised a model of how primary emotions blend together to form secondary emotions.

Now, lazarus theory a states that a thought must come before any emotion or physiological arousal we are a still discussing the theories related to emotionality. So, this is per have the fourth one that lazarus theory a stays that a thought must come before any emotion or physiological arousal, in other words you must for think about your situation before you can experience an emotion.

Now, example that you are walking down a dark alley late at night you hear footsteps behind you and you think it may be a mugger so you begin to tremble and your heart beats faster and your breathing depends and at the same time experience fear all together so in this condition what happened event then thought that is imagination that led to emotion and arousal together, because the person concerned is not aware of who is coming it is only the foot a step, so it is the kind of awareness; so, event then; thoughts, imagination, emotion and arousal.

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The slide is titled "Facial Feedback Theory" and contains the following text:

- According to the facial feedback theory, emotion is the experience of changes in our facial muscles. In other words, when we smile, we then experience pleasure, or happiness. When we frown, we then experience sadness. It is the changes in our facial muscles that cue our brains and provide the basis of our emotions. Just as there are an unlimited number of muscle configurations in our face, so to are there a seemingly unlimited number of emotions.
- EXAMPLE: You are walking down a dark alley late at night. You hear footsteps behind you and your eyes widen, your teeth clench and your brain interprets these facial changes as the expression of fear. Therefore you experience the emotion of fear.
- Event → Facial Change → Emotion

At the bottom of the slide, there are logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, and the page number 153.

Now, facial feedback theory: Now according to facial feedback theory of emotion is the experience of changes in our facial muscles, in other words when we a smile with an experienced pleasure or happiness when we frown we then experience sadness it is the changes in our facial muscles that QR brain and provide the basis of our emotions just as

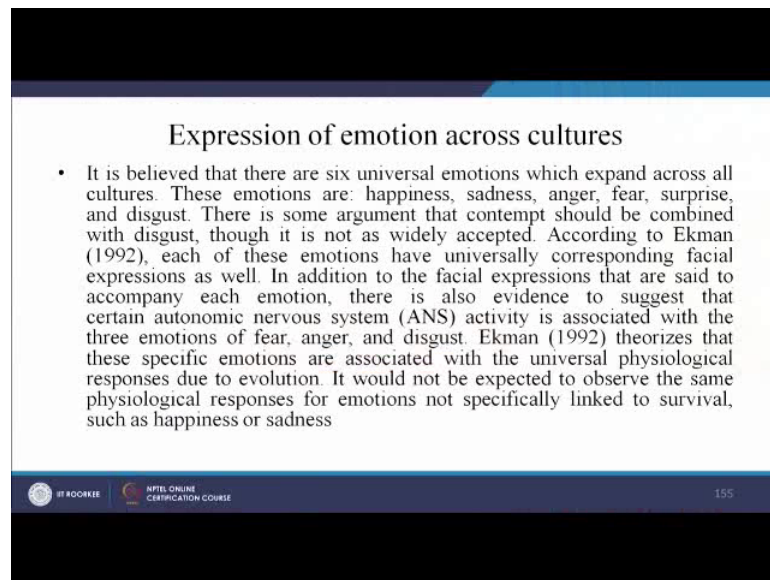
there are an unlimited number of muscles of configurations in our face, so to are there a seemingly unlimited number of emotions and face is the mirror of your emotion you are feeling, even though it is innate in your heart your face reflects that.

So, for example; you are walking down a dark alley a late night you hear footage states behind you and your eyes widen out of fear your teeth clenched and your brain interprets these facial changes, as the expression of fear therefore, you experience the emotion of fear and the face is the clear indication of your feeling whether it is fear or happiness, now in facial feedback theory it is event facial change and emotion event facial change and emotion. Now, gender differences the opposition of rational thought and emotion because this is also one of the important points while I mean the researches going on a people discuss that there are difference in 2 genders I mean the 2 sexes also.

So, the opposition of rational thought and emotion is believed to be paralleled by the similar opposition between male and female and a traditional view is that men are seen as rational and woman as emotional lacking rationality; however, in a spite of these ideas and in spite of gender differences in the prevalence of mood disorder the empirical evidence on gender differences in emotional responding is mixed, because there are some group who says that female are more emotional while mail are less emotional because the kind of brain a structure and the kind of the chemical reaction that take place in male and female totally different this is also one of the views, but it is mixed because some of them are say that women have more power to digest any kind of feeling or emotion.

Now, expression of emotion across culture that is also one of the important points because when we talk of ethic and values because you see Neurolinguistic programming is entirely based on belief and values and your opinion your perception. So, it is very important to know about the various cultures as well. So, how emotions have been taken in various culture? So, it is believed that there are 6 universal emotions which expand across all cultures.

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The slide features a white background with a blue header and footer. The title 'Expression of emotion across cultures' is centered in a bold, black font. Below the title is a single bullet point containing text about universal emotions and Ekman's (1992) research. The footer includes logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, along with the slide number 155.

Expression of emotion across cultures

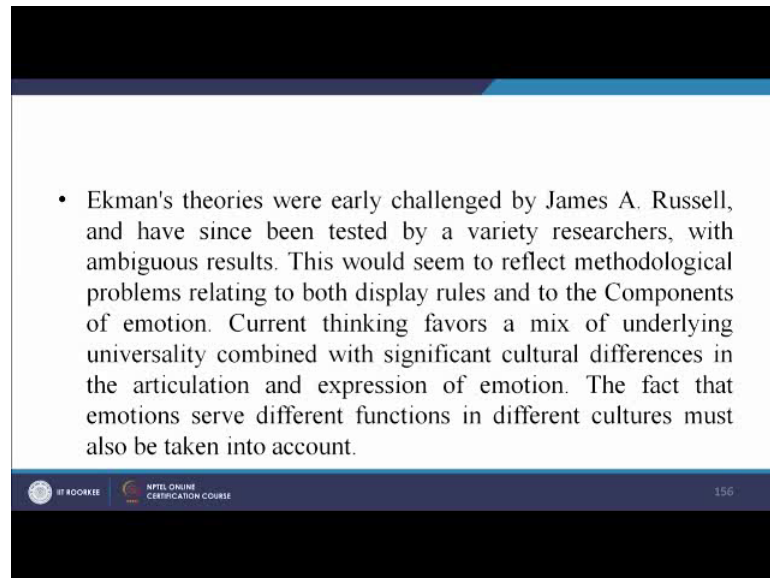
- It is believed that there are six universal emotions which expand across all cultures. These emotions are: happiness, sadness, anger, fear, surprise, and disgust. There is some argument that contempt should be combined with disgust, though it is not as widely accepted. According to Ekman (1992), each of these emotions have universally corresponding facial expressions as well. In addition to the facial expressions that are said to accompany each emotion, there is also evidence to suggest that certain autonomic nervous system (ANS) activity is associated with the three emotions of fear, anger, and disgust. Ekman (1992) theorizes that these specific emotions are associated with the universal physiological responses due to evolution. It would not be expected to observe the same physiological responses for emotions not specifically linked to survival, such as happiness or sadness

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Now, these emotions are; happiness, sadness, anger, fear, surprise and disgust, there is some argument that contempt should be combined with disgust though it is not as widely accepted now according to a man each of these emotions have universally corresponding facial expressions as well, in addition to the facial expressions that are set to accompany each emotion there is also evidence to suggest that certain autonomic nervous system activity is associated with the three emotions of fear, anger, disgust.

Now, Ekman's 1992 theorizes that these specific emotions are associated with the universal physiological responses due to evolve evolution and it will not be expected to observe the same physiological responses for emotion not a specifically linked to survival such as happiness or sadness.

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• Ekman's theories were early challenged by James A. Russell, and have since been tested by a variety researchers, with ambiguous results. This would seem to reflect methodological problems relating to both display rules and to the Components of emotion. Current thinking favors a mix of underlying universality combined with significant cultural differences in the articulation and expression of emotion. The fact that emotions serve different functions in different cultures must also be taken into account.

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Now, Ekman's theories were early challenged by James a Russell and have since been tested by a variety of researchers with ambiguous result this would seem to reflect methodological problem relating to both display rules and to the components of emotion, now current thinking favors a mix of underlying universality combined with significant cultural differences in the articulation and expression of emotion.

So, the fact that emotions serve different function in different culture must also be taken into account, because this is also the part of communication and thus the part of Neurolinguistic programming. So, various culture various emotion, various gesture, how to express in a particular situation is specifically? That that or to know through the study of culture. Now, ability to comply with a request initiate and cease activities according to the situational demands to modulate the intensity frequency and duration of verbal and motor acts in social and educational setting to postpone acting upon a desired object goal and to generate socially approved behavior in the absence of external monitor.

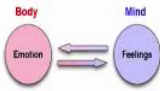
Now, it is very important to go for self regulation because when we talk of emotionality the phrase self regulation automatically come, how to control the emotion especially in a professional world in a public place that is why it is very important to know the various aspect of culture communication as well as the expression of the various culture.

Now at this point it is very important to know the difference between feeling and emotion rather in other what you can say that what is feeling and what is emotion? Are they one or there is distinction between the two.

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Difference Between Feelings And Emotions

Feelings are sparked by emotions and colored by the thoughts, memories, and images that have become subconsciously linked with that particular emotion for you. But it works the other way around too. For example, just thinking about something threatening can trigger an emotional fear response. While individual emotions are temporary, the feelings they evoke may persist and grow over a lifetime. Because emotions cause subconscious feelings which in turn initiate emotions and so on, your life can become a never-ending cycle of painful and confusing emotions which produce negative feelings which cause more negative emotions without you ever really knowing why.



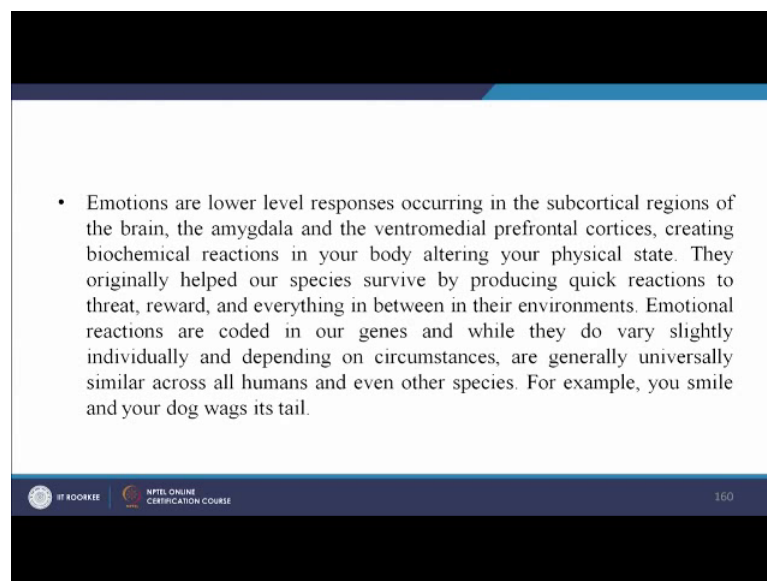
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Now, feelings are sparked by emotions and colored by thoughts, memories and images that have become subconsciously linked with that particular emotion for a person, but it works the other way around too for example; just thinking about something threatening can trigger an emotional fear response while individual emotions are temporary the feelings they evoke may persist and grow over a lifetime.

Because emotions cause subconscious feelings which in turn initiate emotions and so on once life can become a never ending cycle of painful and confusing emotions which produce negative feelings which cause more negative emotion without one ever really knowing why? We have also discussed that when it is the anchoring the aspect of anchoring or a stage fear it is negative feeling that plays a vital role, if your natural negative feeling more and more in your mind you cannot get success even in anchoring and on this stage if you are doing something.

Now, emotions play out in the theatre of the body this is the body and feelings play out in the theater of the mind feeling means you realize means you accept means you get the sensation and that turns into emotion and as we discuss that sadness happiness, cry, panic, fear all such emotions which we show through physical gesture and posture. So, emotions are lower level responses occurring in the subcortical regions of the brain the amygdala and the ventromedial prefrontal cortices creating biochemical reactions in one's body altering one's physical a state.

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- Emotions are lower level responses occurring in the subcortical regions of the brain, the amygdala and the ventromedial prefrontal cortices, creating biochemical reactions in your body altering your physical state. They originally helped our species survive by producing quick reactions to threat, reward, and everything in between in their environments. Emotional reactions are coded in our genes and while they do vary slightly individually and depending on circumstances, are generally universally similar across all humans and even other species. For example, you smile and your dog wags its tail.

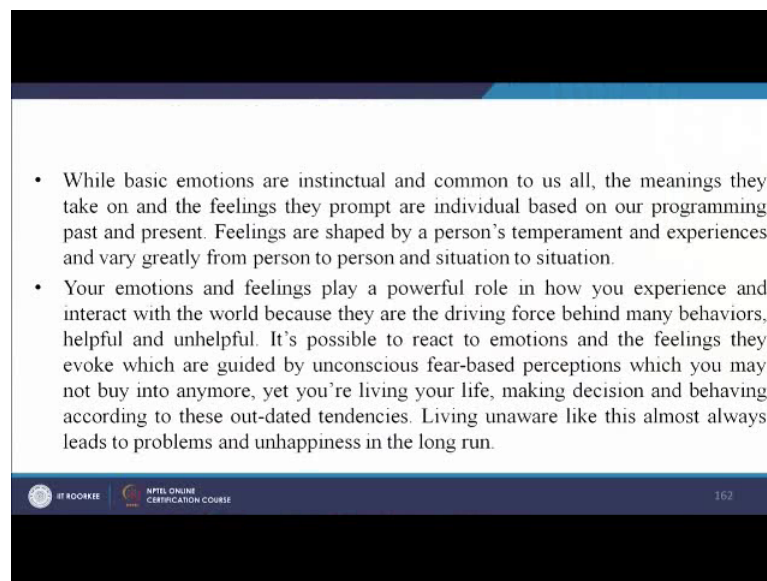
Now, they originally help our species survive by producing quick reactions to threat reward and everything in between in their environments, emotional reactions are coded in our genes and while they do vary slightly individually and depending on circumstances are generally universally similar across all humans and even other species for example; one a smiles and ones dog wags it tail.

Now, feelings originate in the neocortical regions of the brain our mental associations and reactions to emotions and our subjective being influenced by personal experience belief and memories, if feeling is the mental portrayal of what is going on in your body when you have an emotion and is the byproduct of your brain perceiving and assigning meaning to the emotion, feelings are the next thing that happens after having an emotion involved; cognitive input, usually subconscious and cannot be measured precisely.

While basic emotions are instinctual and common to us all the meaning they take on and the feelings they prompt are individual based on our programming past and present, feelings are shaped by a person's temperament and experiences and vary greatly from person to person and situation to situation.

So, once emotions and feelings play a wonderful powerful role in how one experience and interact with the world because they are the driving force behind many behaviors helpful and unhelpful, it is possible to react to emotions and the feelings they evoke which are guided by unconscious fear based perception which may not buy into anymore yet you are living your life making decisions and behaving according to these outdated tendencies leaving unaware like this almost always leads to problem and unhappiness in the long term.

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- While basic emotions are instinctual and common to us all, the meanings they take on and the feelings they prompt are individual based on our programming past and present. Feelings are shaped by a person's temperament and experiences and vary greatly from person to person and situation to situation.
- Your emotions and feelings play a powerful role in how you experience and interact with the world because they are the driving force behind many behaviors, helpful and unhelpful. It's possible to react to emotions and the feelings they evoke which are guided by unconscious fear-based perceptions which you may not buy into anymore, yet you're living your life, making decision and behaving according to these out-dated tendencies. Living unaware like this almost always leads to problems and unhappiness in the long run.

Now, this is very important aspect to practice also because to control the environment or to control the nervous system you have to recognize your feeling as well as your emotion when feeling get intense so please never come to the point when yours feeling get intensed and turn into the emotion it is also true that every individual is different from other and the degree of emotionality varies from one person to other.

But a person who is excess emotional try to control the emotion through; meditation, through understanding other, through talking to other, through walking, through engaging himself or herself in public dealing, through knowing the people, because

Neurolinguistic programming is something that also train you to control your emotion because in my opinion there is no place for emotionality in a professional world you have to be very professional you are sad you are happy you are very happy no need to think, because no need no one is there to take care of it is you who has to take care and it is you who to make a proper balance between mind and body.

Thank you very much.