

functions the producing of an effect on some one else, and all the world uses emotion for this purpose. Anger is used to produce fear, sorrow to evoke sympathy, fear is to bring about relenting, a smile and laughter, friendliness, except where one smiles or laughs *at* some one, and then its design is to bring sorrow, anger, or pain. The leader maintains a hopeful, joyous demeanor so that his followers may also be joyous or hopeful and thus be energized to their best. Morale is the state of emotion of a group; it is raised when joyous, energizing emotions are set working in the group and is lowered when pessimistic deenergizing emotions become dominant. A city or a nation becomes energized with good news and success and deenergized when the battle seems lost.

The spread of emotion from person to person by sympathetic feeling or the reverse (as when we get depressed because our enemy is happy) is a social fact of incalculable importance. The problem of the nervous housewife is a problem of society because she gives her mood over to her family or else intensely dissatisfies its members so that the home ties are greatly weakened.