**Top AP Psychology Terms**

**Attribution Theory** – tendency to give explanations for someone’s behavior, often by crediting situation or person’s disposition

**Fundamental Attribution Theory** – tendency to overestimate the impact of person’s disposition and underestimate impact of situation

**Foot-in-the-Door Phenomenon** – tendency to apply w/ larger requests after responding to a smaller request

**Zimbardo** – Stanford Prison Experiment/Lucifer Effect – Role Playing: People take on the role of what they feel are proper for the situation

**Cognitive Dissonance** – the mental stress (discomfort) experienced by a person who simultaneously holds two or more contradictory beliefs, ideas, or value.

**Asch** – conformity – tendency to go along with the views and actions of others, even if you know they are wrong – line test

**Milgram** – obedience – people tend to obey authority figures; 60% of participants thought they delivered the max possible level of shock

**Social Facilitation** – improved performance in presence of others; easy tasks get easier as hard tasks get harder

**Normative social influence** - a type of social influence leading to conformity or "the influence of other people that leads us to conform in order to be liked and accepted by them".

**Social Loafing** – in the presence of others, people tend to do less, partly because they believe others will do it

**Deindividualization** – loss of self-awareness and self-restraint, typically in a sense of anomie (mob situation)

**Group Polarization** – if a group is like-minded, discussion strengthens prevailing options and attitudes

**Groupthink** – a mode of thinking that occurs when the desire for harmony in a decision-making group overrides realistic appraisal of alternatives

**Just-World Phenomenon** – tendency of people to believe that the world is just and people get what they deserve and deserve what they get

**Social Traps** – situation in which the confliction parties, by each rationally pursuing their self-interests, become caught in mutually destructive behavior.

**In-group** – people with whom one shares a common identity with

**Out-group** – those perceived as different from themselves

**Hindsight Bias** – tendency to believe, after learning an outcome, that we would have predicted it beforehand and may contribute to blaming the victim and forming prejudices against him/her

**Prejudice** – unjustifiable attitude towards a group and its members

**Mere exposure effect** – the mere exposure to a stimulus will increase the liking of it

**Altruism** – unselfish regard for the welfare to others

**Self-fulfilling prophecy** - when a person unknowingly causes a prediction to come true, due to the simple fact that he or she expects it to come true.

**Bystander effect** – tendency for any given bystander to be less likely to give aid if other bystanders are present

**Reciprocity Norms** – the expectation that we should return help, not harm to those who have helped us

**Biological** – explore the links between brain and mind

**Cognitive** – study how we perceive, thinks, and solve problems

**Humanistic** – study that says that humans are basically good and possess a free-will

**Behavioral** – study that says all behavior is observable and measurable

**Psychoanalytic** – study of the unconscious, includes childhood and aggression issues

**Sociocultural** – study of how cultural and political experiences affect our life

**Evolutionary** – study of the evolutionary of humans over time (from apes)

**Developmental** – study of our changing abilities from womb to tomb

**Wilhelm Wundt** – father of psychology

**Introspection** – looking inward at one’s own mental processes

**Structuralism** – analyze sensations, images, and feelings into their most basic elements

**William James** – the brain and mind are constantly changing

**Functionalism** – underlying causes and practical consequences of certain behaviors and mental strategies – “steam of consciousness”

**John Locke** – Tabula Rosa – mind is a blank slate written on by experiences

**Sigmund Freud** – founder of psychoanalysis

**Psychoanalytic Theory** – all behavior is meaningful and driven by unconscious forces

**Applied Research** – aims to solve practical problems

**Basic Research** – pure science that aims to increase the scientific knowledge base

**Hypothesis** – is a testable prediction, often induced by a thy, to enable us to accept, reject, or revise the thy (educational guess)

**Independent Variable** –a factor, manipulated by the experimenter, and whose effect is studies

**Dependent Variable** – a factor that may change in response to the IV

**Theory** – is an explanation that integrates principles, organizes, and predicts behavior or event

**Operational definition** – a clear statement of what one is looking for in an experiment

**Validity** – it measure what you want it to be measured

**Reliability** – it is replicable and is consistent

**Sampling** – process by which participants are selected

**Population** – the amount of participants that can be selected for the sample

**Representative sample** – take the results from a smaller group and apply that to a larger group of people

**Random sample/selection** – everyone has an equal chance of being selected for the experiment because the participants are chosen at random

**Random Assignment** - refers to the use of chance procedures in psychology experiments to ensure that each participant has the same opportunity to be assigned to either the control group or the experimental group

**Control** – group that does not take part in the critical part of the experimentation process, used as a comparison group

**Experimenter bias** – the experimenter, either unconsciously or consciously, affects the outcome of the experiment

**Single-blind procedure** – the subjects do not know to what group they belong

Double-blind procedure – neither the experimenter nor the subject knows to what group the subjects are in

**Hawthorne effect** – if you know you’re being studied, you will act differently than you normally/typically would

**Placebo** – sugar pill – something administered that has no real effect on the person other than what they think mentally

**Positive correlation** – as one goes up, the other goes up

**Negative correlation** – as one goes up, the other goes down

**Survey** – a technique for ascertaining the self-reported attitudes, opinions, or behavior of people in a questionnaire, or similar way of ascertaining information

**Naturalistic observation** – observing and recording behavior in the wild/natural environment

**Case study** – get a full, detailed picture of one participant or a small group of participants

**Mean** – average of the scores – add them up and divide by total number of scores

**Median** – middle score – when all scores are put numerically in order, the middle score

**Mode** – the most frequently occurring score in the distribution

**Range** – the lowest score subtracted from the higher score

**Standard Deviation** – the average distance of scores around the mean

**Z-score** – a type of standard score that tells us how many standard deviation units a given score is above or below the mean for that group

**Myelin Sheath** – a fatty covering around the axon of some neurons that speeds the neural impulse

**Axon** – wire-like structure ending in the terminal that extends from the cell body

**Neurons** – a nerve cell; the basic building block of the nervous system

**Sensory Neurons (afferent)** – neurons that carry incoming information from the sense receptors (nose, ears, hands) to the central nervous system

**Interneuron** – central nervous system neurons that internally communicate and intervene between the sensory inputs and the motor outputs

**Motor Neurons (efferent)** – neurons that carry incoming information from the central nervous system to the muscles and glands

**Neurotransmitters** – chemical contained in terminal buttons that enable neurons to communicate; they fit into the receptor site of neurons like a key fits into a lock

**Agonist (excitatory)** – excite, by causing neurotransmitters to hit site multiple times

**Antagonists (inhibitor**y) – inhibits, by blocking neurotransmitters

**Central Nervous System (CNS)** – the brain and spinal cord

**Peripheral Nervous System (PNS)** – sensory and motor neurons that connect the CNS to the rest of the body

**Somatic NS** – the division of the PNS that controls the body’s skeletal muscles

**Autonomic NS** – the part of the PNS that controls the glands and muscles of the internal organs, like the heart

**Sympathetic NS** – arouses the body

**Parasympathetic NS** – calms the body

**Pituitary gland** – the endocrine system’s most influential gland, under the influence of the hypothalamus, this regulates growth and controls other endocrine glands

**EEG** – an amplified recording of waves of electrical activity that sweep across the brain’s surface, these waves are measured by electrodes placed on the skull

**PET** – a visual display of brain activity that detects where a radioactive form of glucose goes while the brain performs a certain task

**MRI** – a technique that uses magnetic fields and radio waves to produce a computer generated image that distinguishes between the types of soft tissue in the brain

**Medulla** – connected to the base of the brain stem, controls our blood pressure, heart rate, and breathing

**Reticular Formation** – screens incoming info, and filters out irrelevant info, controls arousal and attention

**Thalamus** – the brains sensory switchboard

**Pons** – above the medulla, makes chemicals involved w/ sleep & facial expressions

**Cerebellum** – the little brain attached to the rear of the brain stem, controls coordination, fire muscles movements and balance

**Limbic System** – associated with emotions like aggression and fear and drives such as hunger and thirst and sex (Hippocampus, Hypothalamus, and Amygdala)

**Amygdala** – part of the limbic system that is involved in emotions, aggression, and fear

**Hypothalamus** – controls the metabolic functions of body temp, sex arousal, hunger, thirst, motivation/emotions, and the endocrine system. the 4 f’s

**Hippocampus** – part of the limbic system involved in learning and memory

**Temporal Lobe** – at side of brain above ears involved in memory, perception, hearing

**Occipital Lobe** – lower back part of brain involved with processing visual info. vision

**Peripheral Lobe** – top of brain, discriminates between textures and shapes

**Frontal Lobe** – located under forehead, involved with complex cognitive functions

**William Penfield** – studied the effects of stimulation on the motor cortex

**Phineas Gage** – first lobotomy after a rod goes through his head; gives psych info on part of brain involved w/ emotions and reasoning

**Broca’s Area** – directs muscle movements involved with speech

**Wernicke’s Area** – involved in language comprehension

**Plasticity** – brain’s ability to modify itself after some kind of injury/illness

**Split Brain** – corpus callosum cut, not allowing info to travel to other side of brain

**Corpus Callosum** – responsible for higher thinking function, connects two sides of brain

**Left Hemisphere**– logical, sequential tasks, solving math problems, verbal . logical

**Right Hemisphere** – facial recognition, puzzle solver, emotional, artistic . creative

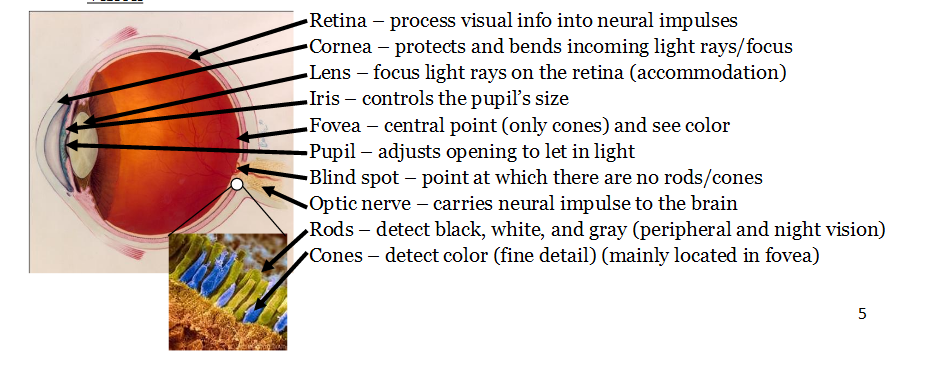
**Sensory Cortex** – receives info from skin surface and sense organs

**Motor Cortex** – controls voluntary movements, on opposite side of body

**Hindbrain** – lower brain, located at rear base of skull, responsible for reflexive or automatic behaviors

**Forebrain** – largest part of brain that controls what we think of as thoughts and reasons

**Midbrain** – located above Pons, integrates and relay sensory info to main part of brain



**Depolarization** – this occurs when positive ions enter the neuron, making it susceptible to fire an action potential

**Refractory Period** – after a neuron has fired an action potential, it pauses for a short period to recharge, until it will fire again

**Threshold** – the level of stimulation required to trigger a neural impulse

**Action Potential** – a neural impulse that travels down the axon. domino effect

**All-or-none** – when the depolarized current exceeds the threshold of a neuron, it will fire unless it’s below, causing is not to fire

**Reuptake** – neurotransmitters that can’t find an area across the synapse to attach will be reabsorbed by the sending neuron

**Acetylcholine** – activates motor neurons and skeletal muscles, too little = Alzheimer’s

Dopamine – contributes to voluntary movements and pleasurable emotions, lack of it causes Parkinson’s as too much causes schizophrenia

**Endorphins** – natural pain killers created by brain, promotes pain relief, like morphine

**Serotonin** – involved in mood, regulation of sleep, appetite, and body temperature, to little leads to depression as too much contributes to OCD and mania

**Norepinephrine** – affects memory, learning, and contributes to changes in mood, undersupply leads to depression

**Top-down Processing** – info processed guided by higher level mental processes, recognizing face &

T/-\E C/-\T (I read ‘the cat’, no thinking)

**Bottom-up Processing** – analysis of the stimulus begins w/ the sense receptor and work up to brain,

/-\ (I see something, oh it’s an A)

**Just Noticeable Difference** – minimum difference between two stimuli required for detection 50 % of the time

**Olfaction** - smelling

**Cocktail Party Phenomenon** – focus of attention on selected aspects of the environment and block out the rest

**Retinal Disparity** – comparing the information from each eyeball, the greater difference between the two images means they are closer

**Transduction** – the conversation of one form of energy into another, translates the incoming stimuli into a neural signal

**Parallel Processing** – the processing of several aspects of a problem, simultaneously

**Young-Helmholtz Theory** – we have three types of cones in the retina: red, blue, green; we get other colors by mixing and lightening/darkening colors

**Opponent Process Theory** – the sensory receptors arranged in the retina come in pairs: red/green, yellow/blue, and black/white

**Afterimage** – the firing of the cones used after viewing something steadily

**Visual Cliff** – process to tell if a baby has a sense of depth Hearing

**Hearing**

* **Intensity** – loudness, measured in decibels
* **Frequency** - the pitch, a tone’s highness/lowness
* **Outer ear** – sound waves collected
* Source .Ear canal . Eardrum (thin membrane that vibrates when hit)
* **Middle ear** – transmits and amplifies the vibration
* Hammer (malleus). Anvil (incus) . Stirrup (stapes) . Oval window
* **Inner ear** – change to neural impulse
* Cochlea (snail shaped membrane filled w/ fluid that changes vibration to an electric symbol) . Auditory Nerve. Brain

**Sensory Deprivation** – if one sense is deprived, another will become stronger, i.e. . blind people have very good hearing

**Sensory Adaption** – after a while of constant stimulation, will stop detecting sense, i.e. watch or bandage

**Vestibular sense** – sense of body position and movement, balance

Perceptual Set – a mental predisposition to see one thing rather than another

**Gestalt** – an organized whole, put all individual pieces together to get big picture

* **Proximity** – objects that are close together are more likely to be perceived as belonging in the same group
* **Similarity** – objects that are similar in appearance are more likely to be perceived “
* **Continuity** – Objects that form a continuous form are more likely to be perceived “
* **Closure** – Objects that make up recognizable image r more likely to be perceived “
* **Constancy** – objects with similar size, shape and brightness are considered a set

**Habituation** - psychological learning process wherein there is a decrease in response to a stimulus after being repeatedly exposed to it. This concept states that an animal or a human may learn to ignore a stimulus because of repeated exposure to it.

**Pavlov** – founder of classical conditioning while trying to study digestive system

**Classical Conditioning** – learning in which an organism comes to associate stimuli

* **NS – neutral stimuli** – stimuli that does not trigger a response
* **UCS – unconditioned stimuli** – stimuli that automatically triggers a response
* **UCR – unconditioned response** – an unlearned, natural response to the UCS
* **CS – conditioned stimuli** – after association with the UCS, elicits a certain response
* **CR – conditioned response** – the learned response to a previously neutral response

**Metacognition** – gain ability to think about the way you think . self-evaluation

**Acquisition** – initial stage of CC, in which the association between the NS and UCS takes place, only lasts about ½ a second

**Generalization** – tendency to respond to similar stimuli in the same way

**Discrimination** – the learned ability to distinguish between the CS and other stimuli

**Spontaneous Recovery** – the reappearing of the CR to the CS

**Extinction** – the fading of the CR to the CS

**John Garcia** – found the effects of radiation on rats (taste aversion)

**Operant Conditioning** – consequences that follow a behavior will increase/decrease likelihood of them happening again

**Skinner** – founder of operant conditioning & Skinner box

**Shaping** – procedure in which reinforces guide behavior through successful approximations

**Positive Reinforcement** – add good – reinforcing behavior by rewarding, give allowance

**Negative Reinforcement** – take away bad – reinforcing behavior by eliminating averse thing

**Positive Punishment** – add bad – reinforcing behavior by adding pain/penalty/etc.

**Negative Punishment** – take away good – reinforcing behavior by take away phone/keys/etc.

**Primary Reinforces** – stimuli that is satisfying and requires no learning, food/water/sex

**Secondary Reinforces** – stimuli that has acquired its reinforcing power thru experiences money, praise, grades

**Reinforcement schedules**

**Continuous** – reinforce behavior every time it happens

**Variable Ratio** – random number of responses. slot machine

**Fixed Ratio** – after a set number of responses. buy one get one free

**Variable Interval** – after a random amount of time. fishing

**Fixed Interval** – after a set rate of time. pay check every 2 weeks

**Bandura’s Social Learning Theory** – learn through watching

**BOBO doll** – after see a parent aggressive, child more likely aggressive – TV violence

**Flashbulb Memory** – a clear memory of an emotionally significant event: 911, JFK

**Encoding** – changing the info into storable content

**Storage** – placing info into a storage spot for use later

**Retrieval** – getting the info out of storage

**Ebbinghaus** **(the effing guy and his effing curve)** - the more time we spend of learning info, the linger we remember it (distributed practice)

**Serial Position effect** – tendency to recall the first and last items of a list

**Primary effect** – tendency to recall the first terms of list

**Recency effect** – tendency to recall the last terms of list

**Mnemonic Devices** – ways of remembering info by using creative memory techniques

**Chunking** – putting many number into parts, change 1,2,3,4,5,6,7,8,9 to 123, 465, 789 (made 9 things into 3 = easier to remember)

**Sensory Memory** – the immediate, very brief recording of sensory info

**Iconic** – visual info/memory

**Echoic** – auditory info/memory

**STM (short term memory)** – temporary memory storage

**LTM (long term memory**) – an almost endless amount of storage ability

**Implicit memory** – memory of the procedure – how to ride a bike

**Explicit memory** – memory of facts – George Washington is first president

**Anterograde Amnesia –** inability to make new memories, can remember old ones b4

**Retrograde Amnesia** – inability to remember memories prior to accident

**Source Amnesia** – inability to remember who told you memory

**Infantile Amnesia** – inability to remember anything before age of 3

**Recall** – retrieval of info already learned – fill in the blank test

**Recognition** – identify info already learned – multiple choice

**Proactive interference** – old info interfere w/ new info

**Retroactive interference** – new info interfere w/ old info

**Repression** – pushing a memory to the back of mind – cannot be retrieved

**Maslow’s Hierarchy of Needs** – physiological needs (food, water) → safety needs (security, shelter) → belongingness needs (friends, family, community) → esteem needs (achievement, flattery for mastery) →self actualization!!!!

**Self-actualization** – the motivation to achieve one’s full potential

**Sexual response cycle** – by Masters and Johnson – Excitement. Plateau. Orgasm.

Resolution

**Refractory Period** – the resting period after an orgasm in which one cannot be achieved

**Homeostasis** – a tendency to maintain a balanced or constant internal state; the regulation of any aspects of body chemistry

**Stress** – the process by which we respond to certain events that we appraise as threatening or challenging

**GAS – General Adaption Syndrome** – made by Hans Selye responses to stress – alarm, resistance, exhaustion (very vulnerable to disease)

**Intrinsic motivation** – desire to perform behavior for own sake

**Extrinsic motivation** – desire to perform behavior for reward at end

**Bulimia** – eating a large amount of food and then purging (barf) it up

**Anorexia** – not eating food at all (starving)

**Obesity** – overeating and gaining excessive amount of weight

**Drive reduction Theory** – physiological need creates an aroused tension states (drive) that motivates an organism to satisfy that need

**James-Lange Theory** – experience of emotion is our awareness of our physiological response to emotionally arousing stimuli (stimuli then response then emote)

**Cannon-Bard Theory** – emotionally arousing stimuli simultaneously trigger both a physiological response and emotion (stimuli then response and emote)

**Schacter & Singer / 2 Factor Theory** – emotion must be physically aroused and cognitively labeled before emotion (stimuli then response and label then emote)

**Consciousness** – our awareness of ourselves and our environment

**Conscious level** – the info about yourself and your environment. What you are currently aware of

**Nonconscious level** – body processes controlled by your mind that we are not aware of (heartbeat, respiration, and digestion)

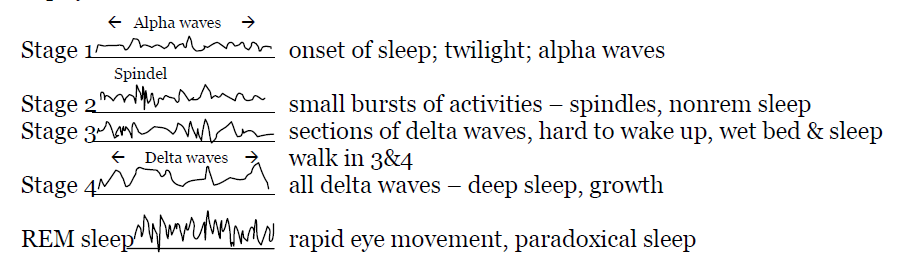
**Preconscious level** – info about yourself and environment that you are currently not thinking about

**Subconscious level** – info that we are not completely aware of but we know exists due to our behaviors

Unconscious level – reservoir of mostly unacceptable thoughts, wishes, feelings, and memories in which we are ashamed of, that why we repressed them their

**Sleep**

**Sleep cycle**



**Nightmare** – a scary dream that wakes up the child

**Night terror** – a high-arousal dream that terrifies a child due to the fact that it occurs in

Stage four sleep, your most relaxed state

**Insomnia** – reoccurring difficulties either falling asleep or staying asleep

**Narcolepsy** – uncontrollable sleep attacks, person randomly collapses into REM sleep

**Sleep apnea** – temporary cessations of breathing during sleep

**Somnambulism** – sleep walking

**Dreams** – “the highway to the unconscious”, sequence of images, emotions, and thoughts passing through a sleeping person’s mind

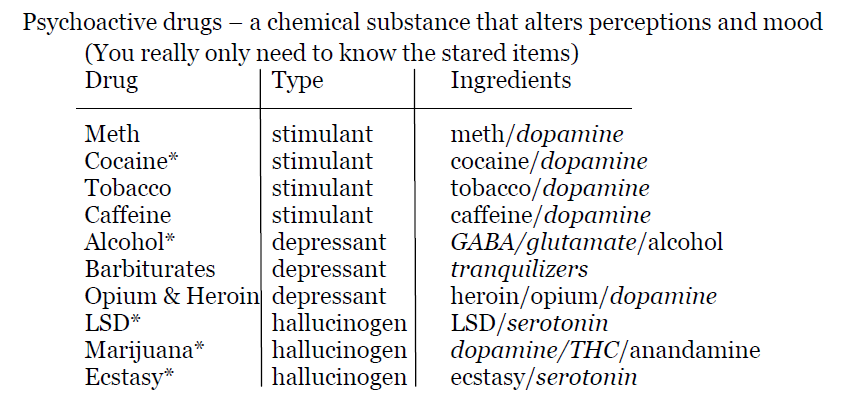
**Manifest Content** – the story line of the dream

**Latent Content** – the underlying meaning of the dream

**Hypnosis** – a social interaction in which one person (the hypnotist) SUGGESTS to another person (the subject) that certain perceptions, feelings, thoughts, or behaviors will spontaneously occur

**Agonists** – excite, by causing neurotransmitters to hit site multiple times

**Antagonists** – inhibits, by blocking neurotransmitters



**Tolerance** – the diminishing effects with regular use of the same dose of a drug

**Withdrawal** – the discomfort and distress that follows discontinuing the use of an addictive drug, usually cause a person to go back on drug

**Stimulants** – drugs that excite neural activity and speed up body functions

**Depressants** – drug that reduce neural activity and slow body functions

**Alcohol** – a depressant ALWAYS, no matter the amount taken (will be on AP test!)

**Hallucinogens** – psychedelic drug that distorts perceptions and evoke sensory images in the absence of a sensory input

**Opiates** – opium and its derivatives, the depress neural activity, temporarily lessening pain and anxiety

**Temperament –** a person’s characteristic emotional reactivity and intensity

**Heritability** – the proportion of variation among individual that can attribute to genes

**Culture** – the enduring behaviors, ideas, values, attitudes, and traditions shared by a group

**Norm** – an understood rule for accepted and expected behavior

**Individualism** – giving priority to one’s own goals over group goals and defining one’s identity in terms of personal attributes rather than group identification

**Collectivism** – giving priority to the goals of one’s goals and defining personal id as so

**Spearman** – proposed that general intelligence is linked to many clusters that can be analyzed by factor analysis (he made up factor analysis)

**Factor analysis** – a statistical procedure that identifies clusters on related items on a test

**Gardner** – wanted to broaden definition of intelligence, created 8 types of intelligence

(Logical-Mathematical, Linguistic, Musical, Spatial, body-kinesthetic, intrapersonal

(self), interpersonal (others), and naturalist)

**Sternberg** – created his three types of intelligences (analytical, creative, and practical)

**Binet** – published first useful test of general mental ability; broke kids up into ‘bright’ and ‘dull’ by how they compared with both their chronological age and mental age

**Terman** – made Binet’s test Americanized

**Wechsler** – WAIS – study personal strengths and weaknesses in 11 different subjects

**IQ formula** – Mental age/Chronological age x 100

**Achievement Test** – designed to determine what an individual has learned

**Aptitude Test** – designed to predict one’s capacity to learn in the future

**Divergent thinking** – test has multiple possible answers (words that begin with s)

**Convergent thinking** – test only has one correct answer (2+2=?)

**Nature v Nurture** – the debate of weather you are shaped by your environment or genes

**FAS (fetal alcohol syndrome)** – physical and cognitive abnormalities in children caused by a pregnant women’s heavy drinking

**Newborn reflexes**

* **Rooting Reflex** – when touched on the cheek, a baby will turn its head and seek a nipple
* **Moro Reflex** – when startled, baby flings limbs out and slowly retract them
* **Babinski Reflex** – when a baby’s foot is stroked, he/she will spread their toes
* **Sucking Reflex** – when an object is placed into baby’s mouth, the infant will suck on it
* **Grasping Reflex** – if an object is placed into baby’s balm, the baby will try to grasp it

**Crystallized intelligence** – one’s accumulated knowledge & verbal skill, increase with age

**Fluid intelligence** – one’s ability to reason speedily & abstractly, decrease with age

**Harry Harlow** – created the Harlow monkey experiment, raise baby monkey’s w/ a wire mother and bottle vs. a terry cloth mother, most monkey’s liked the comfort rather than the food and necessary needs provided by the other mother

**Mary Ainsworth** – studied how different attachment styles affected kids

**Secure attachment** – confidently explore the novel environment while parents are present, are distressed when they leave, and come to parents when they return

**Avoidant attachment** – may resist being held by parent and will explore the novel environment. They do not go to parent for comfort when they return after absence

**Anxious attachment** – have ambivalent reactions to parents. They may show extreme stress when parents leave, but upon return resist being comforted by parent

**Authoritarian** – set strict standard & apply punishment for violations of rules (hard bed)

**Permissive** – do not set clear guidelines for kids & randomly enforce rules (soft bed)

**Authoritative** – have set standards, but able to explain them with kids when broken, encourage independence, but not too strict on punishments (just right bed)

**Erik Erikson**

* **Trust v Mistrust** – birth to one year, infancy – if needs are dependably met, infants develop a sense of basic trust
* **Autonomy v shame/doubt** – age 1 to age 2, toddlerhood – learn to exercise will and do things for themselves, or they doubt their abilities
* **Initiative v guilt** – age 3 to 5, preschooler – learn to initiate tasks and carry out plans, or they feel guilty about efforts to be independent
* **Industry v inferiority** – age 6 to puberty, elementary school – learn the pleasures of applying themselves to tasks, or they fell inferior
* **Identity v role confusion** – teen years to early 20s, adolescence – work at refining a sense of self by testing roles and then integrating them to form a single identity, or they become confused about who they are
* **Intimacy v isolation** – 20s to early 40s, young adulthood – struggle to form close relationships and to gain the capacity for intimate love, or they feel isolated
* **Generativity v stagnation** – 40s to 60s, middle adulthood – people discover a sense of contributing to the world, usually through family and work, or they feel a lack of purpose for their life
* **Integrity v despair** – late 60s to death, late adulthood – when reflecting on their life, the older adult may feel a sense of satisfaction or failure

**Jean Piaget**

* **Sensorimotor** – birth to 2 years of age, experience world through senses and actions, learn object permanence and stranger anxiety
* **Preoperational** – 2 to 6 years of age, representing things with words rather than images, use intuitive rather than logical thinking, very egocentric (only see from own view)
* **Concrete operational** – from ages 7 to 11, think logically about concrete events, grasp concrete analogies and performing arithmetical operations, learn conservation
* **Formal operational** – from age 12 through adulthood, they begin to think abstractly, they understand abstract logic and potential for mature moral reasoning

Kohlberg

* **Preconventional** – obey in order to avoid punishment or get reward
  + in the case of stealing medicine in order to save the life of your wife, someone with this morality would say … no, I don’t want to get in trouble
* **Conventional** – care for others and uphold laws and social rules simply b/c they are laws
  + no, it is illegal to steal and I don’t want to break a law
* **Postconventional** – affirm people’s agreed-upon rights or follow what one personally perceives as correct or ethically ok
  + yes, my wife needs it and a whole life is must more worth the $50 the medicine costs, in truth, I would be doing what anyone would do

**Freud Psychosexual stages**

* **Oral** – infant seeks pleasure through their mouths
* **Anal** – toilet training, pleasure in controlling body
* **Phallic** – realize their gender, love mother, hate father
* **Latency** – repress sexual urges to work w/ everyone
* **Genita**l – pleasure in genitals and sex, last for rest of life

**Oedipus complex** – boys fears father will castrate them b/c of their love for mom

**Electra complex** – same as Oedipus, but with girl’s fear of mother

**Fixation** – if a problem occurs in one stage, similar problems may come up later in life,

i.e. . Smoking is an oral fixation, due to a lack of pleasure in oral stage

**Representative Heuristics** – judging the likelihood of things in terms of how well they seem to represent/match particular prototype, i.e. . a short, slim, poetry reading man is an ivy league professor, not a truck drive (don’t think of the many truck drivers compared to the small number of ivy league professors)

**Available Heuristics** – estimating the likelihood of events based on their availability in memory, i.e. after a horrible house fire, a person will think that a house fire is more common than a tornado hitting house, even if they live in tornado valley, b/c they can still remember they house fire

**Functional Fixedness** – the inability to see the different uses of an object, i.e. . a paper clip’s only use is to clip papers (don’t think about making it into a hook, etc.)

**Noam Chomsky** – the best time to learn a language is during childhood, kids are sponges and able to absorb the language better than in high school (and yet, when do we learn language? High school, make any sense to you???)

**Benjamin Whorf** – linguistic determination – language determines the way we think

**Language acquisition**

* **Babbling Stage** – the stage of speech development in which an infant utters various sounds at first unrelated to the house hold language
* **One-word Stage** – the stage of speech development during which a child speaks mostly in single words, from age 1 to 2
* **Two-word Stage** – beginning at age 2, child speaks mostly in two word statements
* **Telegraphic Stage** – early speech stage in which a child speaks like a telegram (go car) using mostly nouns and verbs, omitting auxiliary words

**Personality** – an individual’s characteristic pattern of thinking, feeling, and acting

* **Type A** – hard-driving, aggressive, anger-prone people (get more heart problems)
* **Type B** – easygoing, relaxed people

**Free association** – unscripted, uncensored talking, which is supposed to provide clues to the unconscious parts of the mind

**Id** – contains a reservoir of unconscious psychic energy that strives for basic sexual and aggressive drives, immediate gratification (devil)

* **Pleasure principle** – id operated on this – strive for pleasure, at all costs

**Ego** – the largely conscious, executive part of personality that mediates between the demands of the id, superego, and reality

* **Reality principle** – ego operates on this – u can’t always get what u want, realistically

**Superego** – the part of the personality that represents internalized ideals and provides standards for judgments and for future aspirations (angel)

**Defense Mechanisms** – ego’s productive method of reducing anxiety by unconsciously distorting reality

* **Repression** – pushing bad thoughts to back of mind, forgetting (Oh, I forgot)
* **Denial –** refusing to accept reality, so say it didn’t really happen (I did get accepted)
* **Displacement** – taking you anger out on someone else (man/wife/boss)
* **Projection** – pushing your own feelings on to someone else (you look tired)
* **Reaction Formation** – showing the opposite feeling you have (I hate you)
* **Regression** – going back to an earlier stage of development (temper tantrum)
* **Rationalization** – giving false reasons why you did what you did (well, I was very tired)
* **Sublimation** – putting bad urges into acceptable social ways (boxing/football)

**Penis Envy (Freud)** – a women’s want for the man’s power (not necessary the actual body part)

**Horney** – Neo-Freudian feminist

* **Womb Envy** – a man’s want to be able to reproduce

**Humanism** – all humans are basically good and have free will

**Rogers** – people are genuine, accepting, and empathic

**Self-concept** – all our thoughts are feelings about ourselves in answer to the question,

“Who am I?” We strive to form a positive one. They difference between a real self and ideal self will form your self-concept

**Real self** – who you really are, in terms of personality

**Ideal self** – who you want to be, your perfect version

**Unconditional Positive Regard** – an attitude of total acceptance towards another person

**Trait Theory** – study, define, and track one’s traits over their life time, they don’t care about the why, just what they are

**Trait** – a characteristic pattern of behavior or a disposition to feel or act, as assessed by self-reporting inventories and peer reports

**THE BIG FIVE PERSONALITY TRAITS:**

* **Conscientiousness** – Organized, carful, and disciplined
* **Agreeableness** – Soft-hearted, trusting, and helpful
* **Neuroticism** (emotional. stability) – Calm, secure, and self-satisfied
* **Openness** – Imaginative, preference for variety, and independent
* **Extraversion** – Sociable, fun-loving, and affectionate

**Projective Tests** – are personality tests that provide ambiguous stimuli designed to trigger projections of one’s inner dynamics

**Rorschach Inkblot** – most widely used projective test, series of ten inkblots, participant looks at inkblot and says what he sees

**TAT** – participant is given a picture and they must make up a story about the picture

**MMPI** – the most widely researched and clinically used of all personality tests.

Originally developed to identity emotional disorders, this test is now used for many other screening purposes

**Internal Locus of Control** – the perception that one can control their own faith

**External Locus of Control** – the perception that one’s fate is controlled by an outside force and that they have no control over it

**Carl Jung** – unconscious is really powerful, but contains more that bad thoughts, etc.

* **Collective Unconscious** – Jung’s concept of a shared, inherited reservoir of memory traces from our species’ history

**Neo-Freudian** – followers of Freud who broke of due to his emphasis on childhood memories and sexually and aggressive urges

**Self-efficacy** – how capable we think we are in controlling event, determined by previous events, comparisons w/ others abilities, listening what others say about our capabilities, and feedback from body

**Learned Helplessness** – when unable to avoid repeated adverse events, the person/animal feels helpless and will not try any more to avoid/escape

**Inferiority Complex** – the avoiding of feelings of inadequacy and insignificance

**Spotlight Effect** – the tendency to overestimate others’ noticing and evaluating our appearances, performances, and blunders

**Self-serving Bias** – a readiness to perceive oneself favorably

You should also know about the following in chapters 12 & 13

- Difference between **obsessions** and **compulsions**

- **Bipolar disorder**

- **DSM-IV**

- **Agoraphobia**

- Difference between **Anxiety**, **Mood,** and **Personality Disorders** or there will probably be a question or two saying, so and so has these symptoms, what is there disorder

- **Schizophreni**a!!! – Symptoms, types (paranoid, cationic, etc.), and factors

- Just have a basic understanding of the terms for therapy, there will be about 3 questions asking which type it is, think smart. If the question says, “James suffers from Parkinson’s diseases, as a treatment, his doctor prescribed medicine to increase the amount of dopamine secreted by the brain, what type of therapy is this?” What perspective deals with chemical imbalances in the brain. Cognitive, therefore, the correct answer will probably be along the lines of cognitive therapy