

TOP 309 (and their locations in the text; where the page is not available, the definition is provided)

1 **Aaron Beck's** view of depression 695

2 **absolute threshold** 199

3 **achievement vs. aptitude tests** 444-5

4 **action vs. resting potential** 55

5 **acuity-vision** 206

6 **Ainsworth Strange Situation** (Paradigm) 156-7

7 **Albert Bandura:** major view on learning and **Bobo Doll experiment** 343

8 **Albert Ellis** - Rational Emotive Therapy (RET) *Confrontational Cognitive therapy*; Challenges illogical thought, self defeating attitudes

9 **Alfred Adler - inferiority complex** A cluster of repressed fears, based on physical inferiority; It describes feelings of inferiority and the overcompensation that often ensue

10 **all-or-nothing law** (all-or-none) of neural firing 56

11 **altruism** 764-7

12 **American Psychological Association** (APA) first American research lab by *G. Stanley Hall, 1883*; APA founded 1892, *G. Stanley Hall first pres.*

13 **amnesia (anterograde & retrograde)** Anter- can't remember anything after the accident; retro-can't remember anything before

14 **apparent motion** is the illusion of movement in a stationary object; it illustrates higher level processing in the brain; movies and tv are examples where the brain creates apparent motion from still pictures

15 **arousal** 471-2

16 **Asch's conformity study** (line segments) 732-4

17 **attachment** 155-161

18 **attribution theory** 724-6

19 **aversive conditioning** (good or bad?) 692-3

20 **aversive conditions:** conditions that do not reinforce a behavior; operant conditioning

21 **Babinsky response** a baby's foot fans out the toes when the bottom is stroked
other reflexes: *moro*, a startled infant flings arms out and then acts like hugging; *palmar*, strong hold on any object placed in the hand; *sucking*; these offer protection or promote survival

22 **behavior as being adaptive** relates to the *evolutionary psychology* approach originating with Darwin; genes that result in behaviors that are adaptive and useful allow those individuals to survive and reproduce; the result of evolution through *natural selection*

23 **bell curve (normal distribution)** 447, Fig. 11.5

24 **Benjamin Whorf's theory of linguistic relativism** (determinism) 418-20

25 **binocular disparity** 245-6

26 **blind spot** 206

27 **blood brain barrier** 60

28 **brain: what part do we share with animals? How do we differ?** Reptilian, mammalian and human brains: 70-80

29 **brainstorming** a group leader defers to all members for free, uncritical expression of ideas by members of a group to more effectively solve a problem

30 **Broca's aphasia** (expressive) located in left frontal lobe 80-1

31 **bystander intervention:** factors that influence it 765-66

32 **Cannon's critique of James-Lange theory** 514

33 **Carl Rogers:** person (client) centered therapy 689-90

34 **Carol Gilligan's critique of Kohlberg's moral development theory** (*Colleague of Kohlberg*) Emphasized the study of female moral reasoning and found differences with males

Females have a care orientation and males have a justice orientation

35 chaining for *operant conditioning*, the last, or target response is reinforced with a primary reinforcer first; you can work backwards reinforcing a long chain of behavior that leads to the target behavior; an example would be when a parent taught you to eat with a spoon; the food is the primary reinforcer;

36 character disorders: major ones 677-79

37 chunking 359-60

38 classical conditioning (& can you distinguish it from operant conditioning) 339 Table 8.3

39 Clever Hans experiment a horse who could do math problems; experimenters were sending signals to him; points out the problem of *experimenter effect*, or *experimenter bias* in affecting the results of an experiment

40 cognitive dissonance 728-30

41 color blindness: kinds 212-13

42 complementary colors 212

43 conflicts: four kinds-- approach-approach, approach-avoid, avoid-avoid, double approach-avoid (approach is something you want; avoid is something you dislike)

44 control group(or condition) 37

45 correlation coefficients 30

46 cortexes of the brain: major ones 74-82

47 cross cultural studies they test hypotheses across groups to see if principles apply across cultures; some behaviors are *culture specific* or *culture bound*

48 cross sectional studies 183

49 crystallized intelligence: acquired and usually does not decline with age 184

50 CS-CR-UCS-UCR 316-7

51 Daniel Goleman's views on emotional intelligence the ability to feel, deal with and recognize emotion. includes: Being self aware; Managing and using effectively; empathy

52 David McClelland's achievement motivation studies Believed fantasies would reflect achievement concerns; High achievers like moderately difficult tasks: they can attribute success to their own skills

53 defense mechanisms: major ones 599-600

54 deindividuation 739

55 deinstitutionalization from the *community mental health movement of the 1960s*, an attempt to make treatment avail. In the local community; drugs and mental health services would be provided outside the isolated hospital environment.

56 dendrite (purpose of) 55

57 depression: tricyclic antidepressants are most widely used to treat it 713-15

58 descriptive vs. inferential statistics *descriptive* provide summary pictures of the patterns of data; examples would be frequency distributions, graphs and measures of central tendency, variation and correlation. *Inferential* tell us which conclusions we can make from the data, using probability theory to determine whether the data occurred by chance; statistically significant data is when there's less than a 5 in 100 chance (shown as $p < .05$) its due to chance;

59 determinism the idea that all physical, behavioral, and mental events are determined or caused by specific factors in the environment or

within the person; Bandura's reciprocal determinism includes the environment as a factor in shaping personality

60 developmental psychology 139

61 Diagnostic Statistical Manual of Mental Disorders (purpose and limits) 644-645

62 difference threshold (jnd) 201

63 discrimination (in learning theory and race relations) learning: 320, 328-29; race relations 743

64 displacement 600

65 dissociative disorders 656-7

66 dominant responses (aided by social facilitation) are the ones we know best; *Robert Zajonc* says when others are present we become aroused; *social facilitation* is when we perform better because others are around; *social impairment* leads to worse behavior with others present; the harder the task the more likely you are to be impaired; the easier the task, facilitated.

67 Down syndrome 452

68 dream analysis 687

69 drives 471

70 Ebbinghaus' research on memory 354-55

71 echoic memory 362

72 effects of marijuana 303-4

73 eidetic memory an *iconic memory* that keeps objects in front of the viewer for about a minute so they can be analyzed; 5 % of school children may have, but very few adults

74 electroconvulsive shock therapy 715-16

75 Elizabeth Loftus' research on eyewitness testimony 387-390

76 endocrine organs and hormones secreted by them 65-67

77 endorphins 59-60

78 engram the storage of learned material in the brain; popularized by *Karl Lashley*

79 episodic memory (a.k.a. flashbulb) 351

80 equity theory of relationships people are happiest in relationships where the give and take are about equal; if one person is getting too little from the relationship, then not only are they going to be unhappy with this—the person getting more out it will also feel guilty about this imbalance.

81 Erik Erikson's stages of psychosocial development 170, Table 4.2

82 ethics of testing 464-466

83 experiment: be able to design one 36-39

84 false consensus effect 606

85 feature (signal) detector cells: Hubel & Wisel's research on visual processing 209-210

86 feature analysis refers to pattern recognition conducted by the visual center of the brain; organizing the stimuli sensed

87 feral children aka "Wild Child" children raised by animals; human contact is needed or we are physically, socially, and emotionally stunted

88 fetal alcohol syndrome (FAS): characteristics 142

89 figure - ground - phenomenon 242-43

90 foot-in-the-door phenomenon 727

91 formal operations (one of Piaget's stages of cognitive development) 148, 154

92 fovea 206

- 93 Francis Galton's research** His research lead to the *eugenics movement*.
His goal: link strength, reaction time, sensory abilities and head size to general mental abilities
- 94 free association** 597, 687
- 95 frequency polygon** a line figure used to represent data from a frequency distribution
- 96 Freudian dream analysis:** two levels of interpretation 286
- 97 Freud's stage of psychosexual development** 598-99
- 98 frustration-aggression hypothesis** (or principle) 751
- 99 functional fixedness** 400
- 100 fundamental attribution error** 724
- 101 galvanic skin response (GSR)** a measure of perspiration in the skin that is thought to reflect anxiety-related physiological arousal
- 102 ganglia** cells in the retina that generate action potentials
- 103 Ganzfeld Procedure** Ganzfeld Experiment: a procedure for testing ESP; the subject is sensory deprived before the test is conducted; advocates claimed evidence of esp; critics highlighted flaws in procedures
- 104 Gate Control Theory of Pain** 226-27
- 105 generalizability of a study:** being able to apply the results of a study to people beyond the group of people in the study; the people in the study are the *sample*, but the group of interest is the *population*.
- 106 genotype & phenotype** genes from parents containing 23 sets of chromosomes, and *phenotype*, how you actually look and act based on your inheritance and the interacting environment
- 107 Gestalt theory** 242-43
- 108 glial cells** 75-76
- 109 group therapy** (advantages of) 697
- 110 groupthink** 740-41
- 111 gustatory sense:** detects only sweet, sour, salty, bitter and umami sense of taste 229-231
- 112 habituation** 143
- 113 Hans Seyle's General Adaptation Response (or syndrome, GAS)** 552-53
- 114 Harry Harlow's research with surrogate mothers** 163-64
- 115 Hawthorne Effect** changes in behavior that occur when people know others are observing them; from the Hawthorne electric plant studies in Cicero, IL between 1924-1932
- 116 heuristics:** major types---representative and availability, 397-8, 401-3
- 117 hierarchy of needs (Maslow)** can you put them in order? 472-3
- 118 high vs. low self-monitors:** highs are better at making a good first impression by adjusting their presentation to produce the desired response; they control their emotions well and are good actors; they are better at spotting deception and judging personalities
- 119 hindsight bias** 20-1
- 120 histogram** a graphic presentation of data that consists of a set of bars
- 121 homeostasis** 471
- 122 Howard Gardner's view of multiple intelligence** 433-4 (Table 11.1)
- 123 hue:** (British term for color) 205
- 124 hybrid:** an organism that is the offspring of genetically dissimilar parents or stock; especially offspring produced by breeding plants or animals of different varieties or breeds or species
- 125 hypnosis:** major theories of 290-96
- 126 hypothalamus** 73-4, 475, 490
- 127 id, ego, superego** 598

128 IDEAL (strategy for solving problems) identify the problem, develop solutions, evaluate ideas for solutions, act-apply the solution, look back---evaluate

129 identical twin research 97-99, 116-17

130 identification vs. internalization (Freudian terms) Sigmund Freud, internalizing your parents' and cultural values leads you to develop your superego

131 illusory correlation 33-34

132 imaging techniques: PET, CAT, MRI, FMRI 68-70

133 imprinting 156

134 incentives 471

135 independent/dependent variables 38, 39

136 induced motion when you're tricked into seeing movement: looking up at the sky on a cloudy night you "see" the moon move through the clouds; the frame of reference is wrong

137 inductive vs. deductive reasoning reasoning from the specific to the general--drawing conclusions about all based on observing only some v. reasoning from the general to the specific--finding the most important clue from a number of them.

138 industrial (organizational) psychology 499

139 ingroup and outgroup bias 746-7

140 inner ear - vestibular sense 234

141 instinct 470-1

142 instrumental - operant conditioning *E.L. Thorndike* explained that operant responses are conditioned to recur when they are instrumental in receiving rewards

143 Intelligence Quotient (I.Q.) 442-4

144 intelligence tests (major kinds used) 442-450

145 interference (proactive vs. retroactive) 379-380

146 internal consistency and reliability: the extent to which tests or procedures assess the same characteristic, skill or quality. It is a measure of the precision between the observers or of the measuring instruments used in a study. Example: a researcher designs a questionnaire to find out about college students' dissatisfaction with a particular textbook. Analyzing the internal consistency of the survey items dealing with dissatisfaction will reveal the extent to which items on the questionnaire focus on the notion of dissatisfaction.

147 internalization (from Freud) incorporating attributes of a person of importance into one's personality; from the area of learning: adopting new ideas or skills

148 James-Lange theory of emotions 514

149 John Garcia's ideas on the limits of conditioning 321-22

150 just-world phenomenon 748

151 Karen Horney's views on development 601

152 kinesthetics (sense) 233-34

153 Kohlberg's stages of moral reasoning 168-69, Fig. 4.22

154 Kubler Ross' stages of dying Terminally ill pass thru 5 stages (*dabda*)

Denial unacceptance of illness. *Anger* ask, Why me? *Bargaining* with God

Depression loss of everything and everyone *Acceptance* peaceful, accepting one's fate

155 L-dopa the levorotatory form of dopa; as a drug it is used to treat Parkinson's disease

156 learning curve: refers to rapid progress in initial stages of learning followed by a drop off with continued practice

157 limbic system: structures and function 72-74

- 158 linear perspective** 248
- 159 linkage analysis:** the use of several DNA sequences that are near or within a gene of interest to track within a family the inheritance of a disease-causing mutation in that gene
- 160 lithium** (bi-polar disorders) 715
- 161 localization of sound** (how is it done? Why are two ears needed?) 219-220
- 162 long term potentiation** 365-66
- 163 longitudinal study** 183
- 164 loss of information from short term memory** 351-53, 362-3
- 165 major neurotransmitters** serotonin, acetylcholine, dopamine, endorphins (59-60), GABA, norepinephrine; see chart p. 58
- 166 Martin Seligman's "learned helplessness"** 625-626
- 167 measures of central tendency:** mean, median, mode 41
- 168 measures of variability:** range and standard deviation 42-3
- 169 memory:** kinds (sensory, short-term, long-term) 351
- 170 mental age** 442
- 171 mental set** 400
- 172 metacognition:** the knowledge of what strategies to apply, when and how so that new knowledge can be developed
- 173 method of loci:** a *mnemonic* memory device where you remember things by their location
- 174 milieu therapy:** *humanistic* approach for treating *schizophrenia* by creating climate of self respect, responsible behavior, and meaningful activity
- 175 Minnesota Multiphasic Personality Inventory (MMPI)** Test: use for what? 616-18
- 176 misinformation effect** 381-3
- 177 modeling;** for learning, 341; for aggression, 752-4
- 178 monocular vs. binocular depth cues** 246-9
- 179 motion aftereffect:** occurs when you gaze at a moving object for a long period of time then look at something stationary; the new thing appears to move in the opposite direction; also called the waterfall effect; this is evidence that motion-sensitive neurons exist in the visual cortex
- 180 motion parallax:** a depth cue whereby the difference in the apparent rate of movement of different objects gives you information about the relative distance of the objects; for example, objects that would be nearer to you would speed across your visual field; 248
- 181 myelin sheath:** where and purpose? 55
- 182 narcissism** self love; excessive amounts can relate to personality disorder 677
- 183 nature vs. nurture controversy** 8-10, 134-37
- 184 nervous system:** major parts 61-65
- 185 neuron:** three basic parts 55-56
- 186 neurotransmitters:** major kinds (see no. 165)
- 187 newborn baby reflexes** (see no. 21)
- 188 next-in-line-effect** you tend not to remember what was said by people who speak before you do; you're too preoccupied with rehearsing what you're going to say, thus you don't encode what they said in your memory
- 189 normative social influence** 733
- 190 norms** 120
- 191 novelty preference** (see no. 112)
- 192 obesity** (role of hypothalamus) 585-588
- 193 Obsessive Compulsive Disorders (OCD)** 651-2
- 194 occipital lobe** 76-7
- 195 Oedipal conflict** 598-9

196 **one eye problem** - what you couldn't do well if you had only one eye 245-6

197 **operationalizing a definition** 25

198 **opponent-process theory of emotions** Richard Solomon: when one emotion is experienced the opposite is suppressed; is used to explain thrill seeking behavior but little evidence has been found for it

199 **opponent-process theory of visual processing** (afterimages) 213

200 **optic disc** hole in the retina where the optic nerve exits the eye; no receptors here

201 **optic nerve** 206

202 **pancreas** regulates level of sugar in blood, releasing insulin, as part of the endocrine system; also part of the sympathetic nervous system (the arousal system)

203 **panic attacks** (& what's the best treatment?) 650

204 **paradoxical sleep**: why is REM called this? 276, 288-9

205 **paresis** a disorder characterized primarily by impaired mental function caused by damage to the brain from untreated syphilis.

206 **perceptual constancy** (size, color, shape) 250-253

207 **perceptual set** 257-261

208 **personal space** 120

209 **perspectives in psychology** (major ones) see Table 1, page 11

210 **phenylketonuria (PKU)** *phenylketonuria*, it causes the body to create toxins out of milk or other food; an inherited cause of *mental retardation*

211 **phi phenomenon** 250

212 **phonemes vs. morphemes** 410-11

213 **photoreceptors** nerve cells in the retina that code light energy into neural activity

214 **Piaget's stages of cognitive development** see Table 4.1, page 148

215 **pineal gland** (function and what makes it unique?) part of the *endocrine system*, releasing *melatonin* which adjusts our biological clocks (circadian rhythm)

216 **pitch** 216-219

217 **pituitary gland** 66

218 **plasticity** 82-3

219 **positive reinforcement** 329

220 **post traumatic stress disorder** 652-3

221 **Premack principle** a preferred activity can serve as a reinforcer for any other less preferred activity; *operant conditioning*; example: parent lets you use their car if you first mow the lawn; David Premack

222 **primacy effect** the ability to recall accurate the first several items in a list

223 **projective tests**: TAT & Rorschach 602

224 **prosocial behavior**: what is it and give an example 343-4

225 **proximity** (effects on relationships) important aspect of attraction; the more often we make contact with someone the more likely we are to like them; *the mere exposure effect* relates; most of our friends are neighbors, co-workers, or classmates: we see them more often 244, 758

226 **prototype** 396-7

227 **punishment**: why it may not be effective and might backfire 332-3

228 **Rational Emotive Therapy** (see no. 8)

229 **reality principle** (function of ego) 598

230 **recessive vs. dominant genes**: a recessive gene will not show up unless paired with a recessive gene; a dominant gene takes precedence over other genes for a particular trait

231 reflex arc the simplest neural pathway; represents a basic activity of the nervous system: response to a stimulus without willful initiation (its involuntary); except for skilled movements, body motions are largely reflexive: heartbeat, respiratory movements, digestive activity, postural adjustments, digestive activity, postural adjustments; contains the *receptor, sensory neuron, interneuron, motor neuron, and effector*

232 reliability vs. validity in testing 448

233 REM sleep 276-79

234 repression 604-5

235 reticular formation: related to sleep, arousal, attention 71

236 retinal disparity (a.k.a. binocular disparity) 246

237 Robert Rescorla's findings on conditioning 321

238 rods and cones (structures & differences) 206-8

239 rooting reflex 142

240 sample 28, 42

241 scatterplot: most often used to plot correlations 30-32

242 schedules of reinforcement (5 kinds - which are most effective?) 329-331

243 schema 147, 258

244 schizophrenia 669-677

245 selective attention 237-240

246 self-efficacy (*Albert Bandura*), learned expectations about the probably of success in a given situation; if you think the environment responds to your efforts you're more likely to be active and self assured

247 self-fulfilling prophecy acting in ways that verify or live up to expectations

248 self-serving bias 633-636

249 semantic memory 356

250 serial position effect 356

251 set point 476, 585

252 sexual characteristics (primary vs. secondary) 165

253 sexual identity vs. gender identity 599

254 shaping 328-9

255 signal detection theory 199-200

256 sleep disorders: major kinds 284 ff.

257 sleeper effect strong arguments that are initially not very persuasive because they come from questionable sources, but become persuasive over time; you forget the source, remembering the argument and begin to believe it

258 social cognitive theory 623-631

259 social exchange theory 766

260 social facilitation 738

261 social loafing 738

262 social trap 756

263 somatoform disorders: major kinds psychological problem; there are symptoms of a physical disorder without a physical cause; classic one is *conversion disorder*; example, the person is blind but has no physiological problem; another: *hypochondriasis*, an unjustified fear one is sick

264 somatosensory cortex: location and used for what sense? 77

265 stages of learning (acquisition, extinction, spontaneous recovery, etc.) 318-319

266 standard deviation 42

267 Stanley Milgram's experiment with obedience 734-737

268 Stanley Schachter's Two Factor Theory 514

- 269 **stereotype** 743
- 270 **stimulus generalization** 319-320
- 271 **stranger anxiety** 155
- 272 **systematic desensitization:** a.k.a. a kind of counterconditioning 690
- 273 **Tay-Sachs disease** metabolic disorder resulting from a pairing of recessive genes with the child progressively losing their mental functioning, vision and motor ability over two to four year period, eventually dying; people of Jewish ancestry carry the gene
- 274 **testable hypothesis** 25
- 275 **thalamus** (& what sense doesn't get routed through here?) 72
- 276 **Thorndike's Law of Effect** 327
- 277 **thyroid gland** an *endocrine system* gland that controls metabolic rate
- 278 **token economy** 693
- 279 **Tourette's syndrome** a tic, or motor control disorder; *dopamine* blockers control their involuntary movements
- 280 **tragedy of the commons** the "commons" is any resource which is shared by a group of people; however, selfish households accumulate wealth from the commons by acquiring more than their fair share of the resources and paying less than their fair share of the total costs; ultimately, as population grows and greed runs rampant, the commons collapses and ends in "the tragedy of the commons" (*Garrett Hardin*)
- 281 **transduction** 204
- 282 **Turner's syndrome** (X with missing chromosome) a sex linked chromosomal abnormality; the child has one X chromosome instead of two, with the second being defective or missing; he is short, with webbed neck, eyelid folds, and a shield like chest
- 283 **validity:** different kinds
- 284 **vestibular sense** 234
- 285 **visual cliff** 245
- 286 **water balance** (role of hypothalamus) body water is distributed in two major areas, intracellular water and extracellular water; intracellular water is the major component of cells; extracellular water is the water component of interstitial fluids and the water component of extracellular solids.
- 287 **Weber's law** 202
- 288 **Wernicke's aphasia** (receptive) located in left temporal lobe 81
- 289 **Wilder Penfield's research on the brain** the areas of the cortex that move the various body parts, the *motor cortex*; and those that receive sensory input, the *somatosensory cortex* were mapped; also showed that pain has little cerebral cortex representation
- 290 **Wilhelm Wundt (structuralism)** 4-5
- 291 **William James (functionalism)** 5-6
- 292 **Yerkes/Dodson Arousal Law** the arousal-performance relationship; arousal increase performance up to a point; for simpler tasks high arousal is necessary; for difficult tasks low arousal is key.
- 293 **Zajonc's "Mere Expose Effect"** 759
- 294 **Zimbardo's prison experiment** 727-8
- 295 **androgyny** associated with characteristics of both male and female
- 296 **catharsis** 756
- 297 **haptic memory** sensory memory exists for each sensory channel: *iconic memory* for visual stimuli, *echoic memory* for aural stimuli and **haptic memory** for touch; information is passed from sensory memory into short-term memory by attention, then filters the stimuli to only those which are of interest at a given time.

298 syllogism deductive reasoning in which a conclusion is derived from two premises;
example: every virtue is laudable; kindness is a virtue; therefore kindness is laudable.

299 expectancy theory (aka mental set) people have generalized notions of their likelihood of success or failure (*Julian Rotter*); *internals* believe they influence events with their skill; *externals* believe the outcomes are due to chance

300 algorithm 397-8

301 positive and negative symptoms (in mental disorders) in schizophrenia, for example, *positive symptoms* manifest as cognitive impairment, also called thought disorder, and psychotic symptoms, e.g., hallucinations and delusions; *negative symptoms* reflect the diminishment of self--lack of emotions, colorless speaking tone, and an overall disinterest in life.

302 two kinds of deafness: Conductive and nerve *conductive* problems disrupt the conduction of sound through the outer and middle ear affecting hearing before the sound reaches the cochlea and the nerve receptors of the inner ear; *nerve* deafness occurs as a result of damage within the sensory cells of the inner ear and other in related areas dealing with hearing; it is usually uneven and not a loss of all hearing; those afflicted with this type of hearing loss, may lose sensitivity to different tones

303 intrinsic vs. extrinsic motivation 335

304 divergent vs. convergent thinking searching for multiple answers v. searching for the one correct answer; divergent is more related to *creativity*

305 Flynn effect 447-8

306 tip-of-the-tongue effect being almost but not quite able to remember something; relates to *semantic* memory

307 primary vs. secondary reinforcers 330

308 Cooper's research on visual processing (using cats) kittens developed selective blindness to certain visual forms (horizontal or vertical) when denied experience with that form when they were developing; although improving they never fully recovered

309 agonist vs. antagonist chemicals 59-60

310 stereotype threat

311 triarchic theory of intelligence (Sternberg)

312 triangular theory of love

313 person-situation theory

314 locus of control (Julian Rotter)

315 ethnocentrism