

French philosopher René Descartes	Known to have believed in more than the souls or mind of the person, and interested in the function of the human body as an integral part of psychology.
Rene DesCartes	Suggested that the human mind operates according to laws that are knowable, but are different from those that affect the body.
DesCartes' interactive dualism.	Mind and body are different, but they interact with each other.
dualism	Belief in the understanding of the inner workings of the mind, and how it works with the body.
John Locke	Englishman who brought philosophy to the threshold of psychology.
John Locke's Enlightenment	Belief in the middle class and its right to freedom of conscience and right to property, in his faith in science, and in his confidence in the goodness of humanity.
Locke's British Empiricism	Focused on the content of the mind and claimed that it is acquired through experience.
Wilhelm Wundt	German physiologist and psychologist who founded the first laboratory for experimental psychology and stressed the use of scientific methods in psychology, particularly through the use of introspection.
structuralism	Theory that uses culturally interconnected signs to reconstruct systems of relationships rather than studying isolated, material things in themselves.
Englishman Edward Titchener	Responsible for the refinement of introspection--to look within.

American philosopher William James	First opened the formal study of psychology within the classroom at Harvard.
functionalism or functional psychology	New type of psychology that was largely American. It was well-established by the 1920's, and was most popular at the University of Chicago.
functionalism theory	Theory that stressed the importance of interdependence among all behavior patterns and institutions within a social system to its long-term survival.
structuralism	Involves the use of a technique called introspection.
introspection	Process of examining what is happening in one's mind and what one is thinking and feeling.
German psychologist Max Wertheimer	Developed Gestalt psychology, a departure from the general intellectual climate, which emphasized a scientific approach characterized by a detachment from basic human concerns.
Gestalt school of psychology	Interprets phenomena as organized wholes rather than as aggregates of distinct parts, maintaining that the whole is greater than the sum of its parts.
behaviorism	School of psychology which seeks to explain animal and human behavior entirely in terms of observable and measurable responses to environmental stimuli.
American psychologist John B. Watson	Introduced behaviorism and insisted that behavior is a physiological reaction to environmental stimuli--rejected the exploration of mental processes as unscientific.
B.F. Skinner	Epitomized the behaviorist approach more than any other psychologist.

humanism	Type of psychology that was in many ways a reaction to behaviorism.
humanism leader Carl Rogers	Humanistic psychologist believed that the individual or self should be the central concern of psychology--argued to get the "person" back into psychology.
homeostasis	Tendency of the human body to maintain internal equilibrium, or balance, by adjusting its physiological processes.
cognitive psychology	School of psychology that examines internal mental processes such as problem solving, memory, and language--a shift away from behaviorism.
Sir Francis Galton, first cousin of Charles Darwin	Intrigued by the theory of evolution and by the possibilities of improving the human race. He reasoned that before one could improve the human condition, one first needed to measure and catalog the range of human abilities and aptitudes as they exist at the moment.
French psychologist Alfred Binet	Known for his research and innovation in testing human intelligence.
Binet and Théodore Simon	Devised a series of tests that, with revisions, came into wide use in schools, industries, and the army.
psychoanalysis	Psychological approach given by Sigmund Freud to a system of interpretation and therapeutic treatment of psychological disorders.
Sigmund Freud with French neurologist J.M. Charcot	Convinced that hysteria was caused not by organic symptoms in the nervous system but by emotional disturbance.
sensory adaptation	Occurs when you are exposed to a stimulus that doesn't change over a period of time--when someone in the same room has a strong scent of perfume, you will smell it strongly at first, but eventually you will not be able to smell the perfume.

Austrian psychiatrist Sigmund Freud	Father and founder of psychoanalysis.
developmental psychology	Concerned with the physical and psychological development of the individual from conception through death.
developmental psychologist	Search for biological and environmental influences on patterns of growth and development.
psychometrics	Development of psychological tests and the statistical interpretation of data--measure intelligence and ability.
experimental psychology such as underlying sensation and perception, learning and memory, motivation and emotion.	Branch of psychology that uses experimental methods to discover principles of behavior.
observational methods in psychology	Designed primarily to help us discover relationships between responses.
R-R relationships	Do not explain cause and effect but such relationships can provide predictions about repetitive patterns in mood and behavior.
mnemonic device	A trick one uses to help memorize something--acronyms, rhymes, or any other trick you use to remember something.
methodological approach	Also called naturalistic observation involves carefully watching behaviors without any outside response or influence by the observer.
observer bias	Occurs when an observer allows their own motives and expectations to interfere with the objectivity of their observations.

experimental methods	Involve a set of operations used to investigate relationships between manipulated events and measured events while other events are controlled.
independent variables	Conditions that the experimenter manipulates.
extraneous variables	Usually referred to as "control variables" by psychologists.
clinical psychology	Includes those psychologists whose concern is with the psychological well-being of the individual.
correlational method in psychology	Utilized as a statistical procedure that can tell us if observations are related to each other.
Psychology has a unique problem in that ethical issues often involve the accumulation of knowledge.	In most sciences, ethical concerns center on the application of knowledge.
psychology	Scientific study of behavior and mental processes.
psychologists	Study processes of sense perception, thinking, learning, cognition, emotions and motivations, personality, abnormal behavior, interactions between individuals, and interactions with the environment.
cognition	Sensing, perceiving, knowing, judging, and problem-solving skills involved in the processing of information about the world in which we live-- thoughts, ideas, and beliefs.
neurons	Individual nerve cells and are considered the building blocks of the nervous system.

cell body	One structure that all neurons have and contain the nucleus of the cell which contains the genetic info that keeps the cell functioning.
dendrites	Number of tentacle-like structures extending away from the cell body.
thyroid gland	Main function is regulating the body's metabolism.
thyroid hormones	Regulate body temperature, metabolic rate, reproduction, growth, blood cell production, and have a powerful effect on body weight.
myelin	White, fatty substance that is found on about half the neurons in an adult's nervous system.
activated receptor cells	Impulses are relayed by sensory neurons toward the brain or spinal cord.
motor neurons	Neurons that carry impulses away from the brain or spinal cord toward our muscles and glands.
interneurons	Nerve cells that transmit impulses from one part of the brain or spinal cord to another.
transmit neural impulses from one place in the nervous system to another	The function of a neuron.
development of new drug treatments--psychoactive drugs and other therapies	Played a big role in reducing the number of patients who have to be placed in institutions for the mentally ill.

neural threshold	The minimum level of stimulation required to get a neuron to fire.
Freud's Eros	Represents the life instinct sourcing from the libido.
Freud's Thanatos	Represents the death instinct.
synapse	Transmission from neuron to neuron.
vesicles	Large number of terminals that contain small packets of chemical molecules at the very end of the axon.
neurotransmitters	Chemicals released by vesicles when a neural impulse reaches the axon.
principle of proximity	Predicts that we will perceive objects that are close together as a group.
system of nerves	The most important, complex, and the most intimately involved system in the control of our behaviors and mental processes.
peripheral nervous system	Includes all neurons outside of the spinal cord and brain.
somatic nervous system (SNS) autonomic nervous system (ANS)	The peripheral nervous system can be subdivided into two systems.

somatic	Nervous system with some voluntary control.
autonomic	Nervous system that serves muscles--bladder, diaphragm, etc.
Gestalt's totality of a perception	The understanding of conscious experience and doesn't rely on breaking the experience into components--focuses on the sum of the parts.
Max Wertheimer	A big name associated with Gestalt psychology.
somatic--also known as the sensory-somatic nervous system	Nervous system includes neurons outside the CNS that serve the skeletal muscles and that pick up impulses from the major receptors--the eyes, ears.
sympathetic division parasympathetic division	Autonomic Nervous System (ANS) is made up of two parts--work in opposition to each other.
sympathetic becomes active	When a person is in a state of emotional excitement.
parasympathetic is activated	When the body is relaxed and quiet.
galvanic skin response (GSR)	Used to measure of a subject's level of anxiety.
endocrine system	Interconnected network of glands that affect behavior through the secretion of hormones into the bloodstream.

endocrine system's glands and hormones	Controlled by both the brain and the autonomic nervous system.
hormones	Variety of chemical compounds, which are secreted by the endocrine glands, and carried through the bloodstream.
spinal cord	Massive collection of neurons within the spine that looks rather like a section of rope or a thick cord.
spinal cord	Surrounded and protected by the hard bone and cartilage of the vertebrae.
rapidly transmit neural impulses to the brain spinal reflexes--very simple automatic behaviors that occur without the conscious voluntary actions of the brain	Spinal cord's two major functions.
pituitary gland	The most important of our endocrine glands.
pituitary gland	Often referred to as the master gland, reflecting the fact that it directly controls the activity of many other glands in the system.
primary reinforcer	A substance or situation that is universally rewarding or punishing--food or shelter.
secondary reinforcer	An acquired reward or punishment value but are not universal--a pat on the back.
Thyroid	Produces the hormone thyroxin and is an endocrine gland located in the neck.

thyroxin	Regulates the pace of the body's functioning- the rate at which oxygen is used and the rate of body function and growth.
adrenal glands	Located on the kidneys and secrete a variety of hormones into the bloodstream.
adrenalin	Hormone is very useful in times of stress or threat, and its effects are felt throughout the body.
development of the electrodes for stimulating and/or recording the activity of individual cells	One of the most significant advances in technology that has aided the study of the brain.
brain spinal cord	Two components of the central nervous system.
medulla nuclei	The brain stem is made of two important structures.
bystander intervention	You are more likely to go to someone's aid if that person is alone.
medulla	The very lowest structure in the brain stem.
medulla	Acts like the spinal cord in that its major functions involve involuntary reflexes.
nuclei	Collections of neural cell bodies that control such functions as reflexive eye and tongue movements.

psychophysics	Study of the relationships between the physical attributes of stimuli and the psychological experiences that they produce--oldest subfield in psychology.
psychophysics	Assess sensitivity of one's senses and on a theoretical level provides a means relating to the physical outside world to that of the inner psychological world.
absolute threshold	Physical intensity of a stimulus that a subject reports detecting 50 percent of the time, and the intensities above the threshold are detected more than 50 percent of the time.
signal detection theory	Stimulus detection involving a decision-making process of separating a signal from background noise.
Abraham Maslow's Hierarchy of Needs	Needs towards the bottom of the hierarchy must be fulfilled before needs towards the top become a motivator.
brightness	The psychological experience of intensity of light.
difference in wave amplitude	The difference between a dim light and a bright light.
monochromatic	Pure light is made up of light waves of all one length or hue.
olfaction	Sense of smell.
gustation	Sense of taste.

<p>sweet, salt, sour, and bitter--all other flavors are odors produced as food is crushed by the teeth.</p>	<p>Four basic sensations of taste.</p>
<p>vestibular system</p>	<p>Designed to detect the position and motion (acceleration) of the head in space--sensory system we are hardly aware of.</p>
<p>maximum perceptual development</p>	<p>Takes place between the ages of three and a half and seven years of age.</p>
<p>general adaptation syndrome</p>	<p>Consists of a series of reactions a person's body progresses through in response to stress.</p>
<p>alarm reaction resistance finally exhaustion</p>	<p>Three stages of general adaptation syndrome.</p>
<p>Piaget's Theory of Cognitive Development</p>	<p>The approach children take to organizing the world into an interrelated network of schemas by which they can categorize and identify people and things for recognition and further understanding--development of schemas.</p>
<p>schemas</p>	<p>Organized mental representations of the world.</p>
<p>accommodation</p>	<p>Involves changing and revising existing schemas in the face of new experiences or new information.</p>
<p>sensorimotor stage preoperational stage concrete operations stage formal operations stage</p>	<p>Piaget's four stages of cognitive development.</p>
<p>sensorimotor stage Causality is the relationship between an event (the cause) and a second event (the effect), where the second event is understood as a consequence of the first.</p>	<p>Children discover by sensing and by doing--includes causality.</p>

object permanence	Children have established that although physical objects may not be present, they still exist, and will at times await their reappearance.
preoperational stage	A time where the child's thinking is self-centered.
concrete operational stage	Children begin to develop many concepts and show that they can manipulate those concepts--rule-governed behavior begins.
behaviorism	Emerged as a reaction against functionalism and states that psychology should focus only on observable behavior.
behaviorists	Focus on objective observable behavior and reject internal events such as states of mind, feelings, etc.
conservation	Involves the cognitive awareness that changing the form or the appearance of something does not necessarily change what it is.
formal operations	The logical manipulation of abstract, symbolic concepts does not appear until the last of Piaget's stages.
light	First enters the eye through the cornea.
pupil	Then light travels through this opening in the iris.
iris	Part of the eye which is pigmented or colored.

visual cliff experiment	Showed that infants are capable of depth perception at an age as early as six months.
hearing or audition	The process by which we transduce air pressure waves into neural messages the brain interprets as meaningful sound.
wave amplitude	Depicts intensity or the force with which air strikes the ear.
loudness	Psychological characteristic which is measured by people not instruments--decibel scale reflects perceived measurement in humans.
wave frequency	Measure of the number of times a wave repeats itself within a given period of time, usually one second.
consciousness	Defined as the awareness, or perception, of the environment and of one's own mental processes--a state of mind, as well as a state of awareness.
sleep	Alters the consciousness of people by gradually reducing alertness, awareness, and perception of events occurring around us.
insomnia	The chronic inability to sleep.
kinesthetic sense	Allows us to locate parts of our bodies without having to see them
sleep spindles	Brief but high amplitude bursts of electrical energy/activity that occur with regularity--occurs when a person is falling asleep.

rapid eye movement (REM)	Discovered in the early 1950's by Nathaniel Kleitman and Eugene Aserinsky.
hypnosis	Altered state of consciousness that one enters voluntarily--unquestioning acceptance of the distortion of reality.
meditation	Self-induced state of altered consciousness characterized by an extreme focusing of attention and relaxation.
extremely difficult to test in the laboratory--making it a theory that no one can prove or disprove	A major criticism of Freud's psychoanalytic perspective.
Freud's psychoanalysis	Emphasizes the existence and influence of the unconscious mind.
psychoactive drugs	Chemicals that alter the consciousness of a person by inducing changes in perception, mood, and/or behavior.
highly focused attention suggestibility/willingness to do what the hypnotist tells him/her to do willingness to accept illogical situations	Three basic characteristics of hypnosis.
chemical stimulants	Stimulate/activate the nervous system and known to produce a heightened sense of arousal, an increase in activity, and the elevation of one's mood.
depressants	Reduce one's awareness of external stimuli, slow normal bodily functions, and decrease the level of overt behavior.
hallucinogens	Have the most predictable effects on consciousness--formation of visual hallucinations.

<p style="text-align: center;">synesthesia</p>	<p>Stimulus of one modality is perceived in a different modality, a crossing-over of sensory processing--an individual may hear colored lights.</p>
<p style="text-align: center;">locus of control</p>	<p>Personality construct referring to an individual's perception of events as determined internally by his/her own behavior vs. fate, luck, or external circumstances.</p>
<p style="text-align: center;">marijuana</p>	<p>Consciousness-altering drug that often acts as a depressant but in high doses can act as a hallucinogen.</p>
<p style="text-align: center;">sleep deprivation</p>	<p>Can result in altered states of consciousness, including hallucinations, mood alterations, and bodily changes.</p>
<p style="text-align: center;">stimulant drugs</p>	<p>Cocaine, caffeine, nicotine, and amphetamines--legal for consumer consumption.</p>
<p style="text-align: center;">learning</p>	<p>Demonstrated by a relatively permanent change in behavior that occurs as the result of practice or experience.</p>
<p style="text-align: center;">conditioning and learning</p>	<p>Synonymous terms and can be used interchangeably.</p>
<p style="text-align: center;">Ivan Pavlov</p>	<p>Used his physiologist skills to try to understand the basic processes of digestion--he discovered a basic principle of conditioning known as a reflex.</p>
<p style="text-align: center;">reflex</p>	<p>Unlearned, automatic response that occurs in the presence of specific stimuli.</p>
<p>In Pavlov's experiment, the dog's reflex--salivating, became a conditioned response to the bell. Salivating is an unconditioned response to food, but a conditioned response to the sound of a bell.</p>	<p style="text-align: center;">Pavlov's study is now known as classical conditioning.</p>

unconditioned stimulus	Stimulus that produces a response, even in the absence of conditioning.
conditioned stimulus--technically referred to as habituation	Neutral stimulus and initially produces a minimal response or a response of no particular interest.
conditioned response	Recurring result of action that indicates a behavior is learned or conditioned.
operant (Skinner)	Behavior that an organism may use to operate on its environment--controlled by their consequences.
aversion therapy	Performed by linking behavior with immediate discomfort.
shaping	Reinforcing successive approximations of the response that one ultimately wants to condition.
Harry Harlow	Learning set was developed with the study of his monkeys which is a prepared, expected approach to solving problems.
latent learning	Hidden learning that is not demonstrated in performance until that performance is reinforced.
humanistic psychology	View behaviorism and psychoanalysis as excessively mechanistic in that they view behavior as primarily controlled by the environment--greater importance is placed the individual's own will.
EC Tolman's cognitive map	Mental representation of the learning situation or physical environment.

<p>Albert Bandura's social theory</p>	<p>Approach to learning is also cognitive in nature but he added a decidedly social aspect to the process--we learn from others.</p>
<p>punisher</p>	<p>Stimulus that decreases the rate or probability of a response that precedes it.</p>
<p>operant conditioning</p>	<p>Generalization occurs when a response reinforced in the presence of one stimulus also occurs in the presence of another similar stimulus--responds equally to both stimuli.</p>
<p>instinctive drift</p>	<p>Brelands' term to note that some behaviors are more difficult to condition than others--an organism will drift toward doing something that comes naturally.</p>
<p>For men, suicide is the eighth leading cause of death and more than four times the rate in women.</p>	<p>Men have a higher suicide completion rate than women.</p>
<p>positive reinforcer</p>	<p>Stimulus presented to an organism that increases the rate of a response that precedes it--rewards.</p>
<p>negative reinforcer</p>	<p>Stimulus that increases the rate of response that precedes its removal--exists to increase the rate of response to a certain stimuli. .</p>
<p>escape conditioning</p>	<p>Part of operant conditioning and demonstrates negative reinforcement--negative reinforcement is removed upon the correct response.</p>
<p>avoidance conditioning</p>	<p>Organism learns to avoid unpleasant and painful situations before it occurs.</p>
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learned helplessness	Condition in which a subject does not attempt to escape from a painful or noxious situation after learning in a previous, similar situation that escape is not possible.
primary reinforcers	Stimuli (usually biologically or physically based) that increase the rate of a response with no previous experience required--food, water, and sex.
secondary reinforcer--also called conditioned/learned reinforcers	Contains stimuli that increase the rate of a response because of their being associated with other reinforcers--money, praise, attention, approval, success, affection and grades.
dominant or recessive	When determining traits in a new child (hair color or eye color), each parent contributes a gene for that trait.
continuous reinforcement schedule	Reinforcement schedule in which each and every response is followed by a reinforcer--the reinforcer eventually loses effectiveness.
intermittent reinforcement schedules	Alternatives to reinforcing each and every response--reinforcing a desired behavior less frequently than each and every time it occurs.
discrimination	Process of differential reinforcement wherein one (positive) stimulus is reinforced while another (negative) stimulus is not.
memory	Cognitive ability to encode, store, and retrieve information.
encoding	Active process of putting information into memory--gathering and sorting that memories are related.
storage	Process of holding the encoded information in the memory until the time of retrieval.

retrieval	The process of locating, removing, and using information stored in one's memory--allows a person to use past experiences to make new decisions.
levels of processing model of memory	A view that states that there is but one memory but that information can be processed within that memory at different degrees, levels, or depths.
sensory memory	Memory that holds large amounts of information registered at the senses for very brief periods of time--only seconds.
iconic memory	Memories are stored in the sensory register which includes the visual system and the auditory system.
icon	The visual copy stored in the sensory store.
echoic memory	Sensory memory linked to auditory perception--plays a key role in language processing.
short-term memory	Memory that has a limited capacity and typically a brief duration.
long-term memory	Storage of an abundance of memory, and is held for long periods of time--almost limitless in its capacity to hold information.
elaborative rehearsal	Mechanism for processing information into long-term memory that involves the meaningful manipulation of the information to be remembered.
procedural memory	Stored in the long-term memory, and is where associations/skilled patterns of responses are stored--how to ride a bike.

semantic memory	A more complex memory which is where vocabulary, simple concepts, and rules are stored--info about ourselves, our world, and the way in which we live.
compulsions	Repetitive behavior or mental activity that one feels compelled to do, even against one's will--constantly checking door locks.
obsessions	Involves unsolicited reoccurrence of disturbing thoughts.
obsessive-compulsive disorder	Obsessions and compulsions both fall under this disorder.
episodic memory	Stores our life events and experiences--specific time-related memory and autobiographical.
metamemory	Long-term memory responsible for storing knowledge of how our own memory systems work--directs all long-term memory searches.
category clustering	The recall one experiences through the process of grouping words together into categories even if they are presented in a random order--done through conceptual processes.
Karen Horney	Proposed that many adult characteristics are produced by attempts to deal with basic anxiety and is known for her Ten Neurotic Needs.
recall	A measure of retrieval in which an individual is provided with the fewest possible cues to aid retrieval--quickly pulling info from a database.
recognition	Measure of retrieval in which an individual is required to identify material previously learned as being familiar--aids in the association/comparison between old/new info.

relearning	Measure of memory in which one notes the improvement in performance when learning material for a second time--prior knowledge
concept	Mental event used to represent a category or class of events or objects.
psycholinguistics	Hybrid discipline of psychologists trained in psychology and linguistics--underlying knowledge and abilities which people must have in order to use language and to learn language in childhood.
language	Large collection of arbitrary symbols that have significance for a community.
words	Symbols that make up language and are the expressions that relay information from one person to another.
naturalistic observation	Research approach in which people or animals are observed in their everyday behaviors.
phoneme	The smallest unit of sound in the spoken language and have no meaning.
one word two words telegraphic speech	Children learn language in three stages.
telegraphic speech	Combining of two or three words into simple sentences and begins at 18 to 24 months of age.
semantics	The study of the meaning of words and sentences.

morpheme	The smallest unit of meaning in a language and a word may contain more than one.
syntax	Units larger than morphemes, such as phrases and sentences, that are isolated in a manner that reflects a hierarchical structure--grammatical sequences within the phrase.
pragmatics	The study of how context affects the meaning of linguistic events--going beyond the literal meaning.
prototype	The best or most typical member of a category or concept and define the concept.
strategy in problem solving	Systematic plan for generating possible solutions that can be tested to see if they are correct--provide control.
algorithm	Problem solving strategy that guarantees that you will eventually arrive at a correct solution--systematically exploring and evaluating all possible solutions.
heuristic strategies	Problem solving in nature, and allow for a hypothesis about a problem's solutions to be generated and tested in a time-saving and systematic way, but does not guarantee an acceptable solution--a rule of thumb.
brainstorming	One of the most popular techniques used to stimulate divergent thinking.
divergent thinking	Creation of many ideas or potential problem solutions from one idea
mental set	Tendency to perceive or respond to something in a predetermined or set way.

phenomenon of functional fixedness	Inability to discover new and appropriate uses in a new function because of experiences of using the same object in some other function-similar to mental set.
convergent thinking	Reduction or focusing of many different ideas into one possible problem solution.
initial state	The first component of any problem.
Carl Jung	Created a variation of psychoanalytic theory, called analytical psychology--broke away from Freud.
intelligence	Capacity to understand the world and the resourcefulness to cope with its challenges. Also defined as the ability to learn and generate new concepts on one's own and successfully implement or express those new ideas.
G-Score	Measure of one's overall, general intellectual abilities--commonly thought of as "IQ".
X and Y chromosomes--genetically female results from receiving an X chromosome from each parent and male is determined by having one X chromosome and one Y chromosome	Chromosomes that determine a person's sex.
gonads	Sex glands (testes) in males.
ovaries	Sex glands in females.
androgen	Male sex hormones that are produced by the testes.

testosterone	Most important of the male sex hormones.
estrogen	Female sex hormone produced by the ovaries.
menopause	As women age and go through a period of decreased estrogen.
progesterone	Most important sex hormone for women.
puberty	Stage of physical development at which one becomes capable of sexual reproduction.
arousal	Indicative of one's level of activation/excitement and will represent their motivational state.
neurotransmitters	Special chemicals that enable neurons to pass messages to one another.
instincts	Unlearned, complex patterns of behavior that occur in the presence of particular stimuli.
drive	State of tension resulting from a need that arouses and directs an organism's behavior--response to a need or desire for something.
Abraham Maslow	Associated with the humanism movement in psychology and combined his concerns for the person with Hull's drive-reduction theory--proposed that human behavior does in fact respond to needs, yet not all are physiological needs.

physiological needs needs of safety love and belonging esteem self-actualization	Maslow's stage theory.
Stanley Schachter's two-factor theory	Emotions have two components: physical arousal and a cognitive label. He believed that emotions were physiologically similar and therefore required conscious interpretation.
incentives	External stimuli that an organism may be motivated to approach or avoid--often dictate future behavior.
homeostasis	State of balance among internal, physiological conditions.
Walter Cannon's homeostasis	First references to a need to maintain a balanced state and concerned with our internal physiological reactions.
set point	Normal, optimum level of equilibrium or balance among physiological or psychological reactions.
cognitive dissonance	Motivating discomfort or tension caused by a lack of balance or consonance among one's cognitions-- person's attitudes, thoughts, or beliefs (cognitions) conflict.
opponent-process theory	Another approach to motivation that relies on the notion of balance and equilibrium--one's emotional reactions to affect-arousing stimuli naturally produce opposite emotional reactions in order to maintain a balanced level of affect or emotion.
hypothalamus	Small brain structure involved in many drives, including thirst, hunger, sex, and temperature regulation.
internal physiological cues	Signals from the (inside) physiological aspect of an individual that indicate something is desired as a result of a physical need.

external psychological cues	Triggered when a person desires a thing that is not driven at a biological level and there is no physical need for such a desire, yet the person still craves the thing psychologically.
third year of life	Age a child has a unique personality.
intrinsic control	Internal, personal process that controls or motivates an individual's behavior.
external control	External, environmental process that exercises control over an individual's behavior or motivations--influences a person's behavior by giving rewards and punishments.
emotion	Reaction involving subjective feelings, physiological response, cognitive interpretation, and behavioral expression.
epinephrine also known as adrenalin	Hormone produced by the adrenal glands that is involved in emotional activity, mostly affecting heart activity.
norepinephrine	Hormone that is secreted by the adrenal glands and is involved in emotional arousal--released directly into the bloodstream.
adrenal glands	Located on the kidneys and are part of the Autonomic Nervous System (ANS)--very involved in emotional reactions.
limbic system	Set of small structures located low in the brain and are involved in motivational and emotional stress--associated with the emotional response to the threat of attack.
conflict	Source of stress in which some goals can be satisfied only at the expense of others.

anxiety	General feeling of tension or apprehension accompanied by a perceived threat to well-being.
defense mechanisms	Techniques, beyond one's conscious control, employed to protect against the feelings of stress.
repression	Motivated forgetting that occurs unconsciously--all memory of an event or experience is blocked from conscious awareness.
denial	Very basic mechanism of defense against stress--a person simply refuses to acknowledge the realities of a stressful situation.
projection	Act of seeing in others those very characteristics and/or motives that cause stress for an individual--allows an individual to see their own undesirable attitudes and behaviors in others.
regression	Return to earlier, childish levels of previously productive behaviors as an escape from stress.
emotional intelligence	Ability to recognize and manage emotions represents a type of behavior--recognizing the emotions of others or empathy.
cross-sectional method	Most of the data gathered on age differences in IQ scores--IQ tests given at roughly the same time to a large number of subjects of different ages.
cross-sequential study	Subjects who were born at the same time but tested at different times are compared.
fluid intelligence	Provides the ability to relate to speed, adaptation, flexibility, and abstract reasoning--includes the sorts of skills that show the greatest decline with age.

crystallized intelligence	Provides the abilities that depend on acquired knowledge, accumulated experience, and general information to include the sorts of skills that remain quite constant or even increase throughout one's lifetime.
mentally gifted	Demonstrate outstanding ability or aptitude in a number of possible areas-- typically high performers on most tests.
mental retardation	Condition indicated by an IQ below 70 that began during the developmental period and is associated with impairment in adaptive functioning.
sublimation	According to the psychoanalytic theory, this is an adaptive defense mechanism that permits the psychological energy associated with unconscious desires and impulses to be translated into socially accepted activities.
down's syndrome	Condition of many symptoms including mental retardation, stunted physical growth, & Mongoloid-like features and caused by an extra 47th chromosome.
gender identity	Basic sense of self-awareness of one's own maleness or femaleness.
gender roles	Attitudes and expectations about how a person should act, think, and/or feel solely on the basis of being male or female.
expert power	Occurs when subordinates see the leader as having superior knowledge and technical expertise relevant to the task at hand--perception is important.
Solomon Asch	Known for his study in which he tested conformity, the extent to which social groups exert pressure on our perceptions, emotions, and behaviors.
androgynous person	Possesses a combination of traits that are both masculine and feminine.

<p>social behaviors of people</p>	<p>Show significant differences between the two genders--areas with the biggest differences are aggression and communication.</p>
<p>Level 1 Pre-Conventional 1. Obedience and punishment orientation 2. Self-interest orientation Level 2 Conventional 1. Interpersonal accord and conformity 2. Authority and social-order maintaining orientation Level 3 Post-Conventional 1. Social contract orientation 2. Universal ethical principles</p>	<p>Kohlberg's Theory of Moral Development.</p>
<p>Critics claim Kohlberg's ideas on morality were influenced by his western intellectual background and therefore not valid among all cultures and ethnicities.</p>	<p>Kohlberg's Theory of Moral Development has been criticized specifically with regard to culture and gender.</p>
<p>attachment</p>	<p>Strong, two-way, emotional/social relationship, usually between a child and its mother or caregiver.</p>
<p>epigenetic model</p>	<p>Interactionist position that suggests that psychological characteristics are the result of neither heredity nor the environment working alone--organisms develop through the interaction of one's genetic programming and one's experiences in the environment.</p>
<p>corpus callosum</p>	<p>Bundle of fibers that links the two hemispheres, or halves, of the brain.</p>
<p>mother's diet</p>	<p>Has a profound impact on the baby's development and subsequent health at birth.</p>
<p>reliability</p>	<p>Refers to the consistency of the results from taking the test repeatedly.</p>
<p>Neonate is a term for a newborn infant less than four weeks old.</p>	<p>Some reflexes have obvious survival value for the neonate; the rooting reflex in which the newborn turns toward a slight pressure on its cheek, the sucking reflex or even the grasping reflex.</p>
<p>egocentrism</p>	<p>One of the most notable cognitive reactions during the preoperational stage of cognitive development. The child becomes very me and I oriented, unable to appreciate the world from anyone else's perspective or point of view.</p>

essential nature of the formal operations stage of cognitive development	Ability to think and reason and solve problems symbolically or in abstract rather than concrete, tangible form.
trust vs. mistrust autonomy vs. shame and doubt initiative vs. guilt industry vs. inferiority	Erikson proposed that there were eight stages of psycho-social development, four of which occur during childhood.
Elisabeth Kubler-Ross	Recognized as a pioneer in the study of grief management and developed a theory that identified the five stages of grief individuals experience when they suffer a loss.
denial anger bargaining depression acceptance	Five stages of grief as proposed by Kubler-Ross.
schemas in Piaget's theory	One's organized mental representations of the world.
personality	Consists of the affects (feelings, moods, or emotions), behaviors and cognition that can characterize people in a number of situations over time.
psychoanalysis	Approach to personality associated with Freud and his followers that relies on instincts and the unconscious as explanatory concepts.
life instincts	Those inborn impulses proposed by Freud that compels one toward survival, including thirst, hunger, and sex.
libido	Energy that activates the life--sexual instincts.
reticular formation	Located in the core of the brain stem and affects arousal.

death instincts	Inborn impulses proposed by Freud that compels one toward destruction, including aggression.
Id	Instinctive aspect of one's personality that seeks immediate gratification of impulses and operates on the pleasure principle.
pleasure principle	Impulse of the id is to seek immediate gratification to reduce tensions.
ego	Aspect of the personality that encompasses the sense of "self" and operates in contact with the real world on the reality principle.
hypothalamus	Limbic system's most important structure.
reality principle	Governs the ego and arbitrates between the demands of the id, the superego, and the real world.
superego	Aspect of the personality that refers to ethical or moral considerations, and operates on the idealistic principle--personality's control over a sense of morality .
idealistic principle	Governs the superego, is opposed to the id and seeks adherence to standards of ethics and morality.
anal stage genital stage latency stage oral stage phallic stage	Sigmund Freud recognized five stages of development, calling them psychosexual.
Neo-Freudians	Some psychoanalysts moved away from Freud's theories.

systematic desensitization	Found to be especially effective in dealing with phobias and involve having patients combine relaxation with the visualization of anxiety-provoking stimuli or situations.
Carl Jung	Student of Sigmund Freud and parted ways with Freud to seek a more mystical approach to the personality-- certainly more positive about one's ability to control his/her own destiny.
nomothetics	Study that seeks to find the commonality of all people.
actor-observer bias	Tendency of an individual to regard situations in which he or she is involved as caused by external factors, and to regard situations he or she observes as caused by the actions of those involved.
self-serving bias	People are very prone to take responsibility for success and to blame others or circumstances for failure.
self-concept	Involves our thoughts and feelings about ourselves, and are formed from one's experiences, perceptions, feedback, and the culture in which he/she lives.