

# Psychology Review Guide

## Unit 1

**The four humors:** idea that an imbalance of four fluids influences personality traits

**Galen:** comes up w/ four humors

**Socrates:** focused on human nature

**Aristotle:** naturalistic approach

**John Locke:** humans born a "blank slate"

**Dualism:** mind/body separate and distinct

**Rene Descartes:** link btwn mind and body

**Natural selection:** continuation of favorable traits

**Wilhelm Wundt:** German professor, founder of psychology

**Structuralism:** basic elements make up mental experience, uses introspection

**Introspection:** method of self-observation

**William James:** founder of functionalism, published first psych textbook

**Functionalism:** how do our mental/behavioral processes function

**Francis Galton:** how does heredity influence a person

**Gestalt psych:** emphasized the whole pattern

**Sample:** a small group out of total population

**Representative:** when subjects in sample mirror population

**Stratified sample:** when subgroups in a population are represented proportionally in the sample

**Naturalistic observation:** observation in a natural setting

**Case study:** one person studied in depth (tests/interviews)

**Survey:** asking individuals a fixed set of questions

**Longitudinal study:** research collected over a # of years

**Cross-sectional study:** groups of different ages researched

**Hindsight bias:** tendency to think we would have got it right

**Correlation:** measure of relationship btwn 2 variables

**Positive correlation:** both variables increase/decrease together

**Negative correlation:** one variable increases/the other decreases

**Hypothesis:** an educated guess abt two variables' relationship

**Variables:** conditions/behaviors that are subject to change

**Independent variable:** experimenters change this so they can observe - what they control

**Dependent variable:** changes bc of independent variable (what they measure)

**Experimental group:** receives independent variable

**Control group:** doesn't receive experimental treatment

**Behavioral approach:** emphasizes scientific study of observable behavioral responses/influences

**Biological approach:** focuses on the body (brain/nervous system/genetics)

**Cognitive approach:** emphasizes knowing, memory, info processing

**Humanistic approach:** emphasizes positive qualities, capacities for positive growth, choose destiny

**Psychoanalytical approach:** unconscious instincts, conflicts, motives

**Sociocultural approach:** how social/cultural environments influence behavior

**Falsifiable:** able to be disproven

**Sigmund Freud:** founder of psychoanalysis

# Unit 2

- neurotransmitters:** chemical messengers that cross gaps btwn neurons
- sensation:** when a stimulus activates one of your receptors
- perception:** the process of organizing/interpreting sensory info
- threshold:** how much a stimulus has to do for a person to sense it
- absolute threshold:** the weakest amount of a stimulus that a person can detect 1/2 the time
- difference threshold:** smallest change in a physical stimulus that can be detected 1/2 the time
- signal detection theory:** study of the tendency to make correct judgement in detecting stimuli
  - says there isn't a single true absolute stimulus
- gestalt:** an organized whole is more than the sum of its parts
- consciousness:** state of awareness
- wakeness:** high levels of awareness, behavior, thought
- sleep:** low levels of physical activity, reduced sensory awareness
- circadian rhythm:** biological clock, 24 hour cycle
- stage 1 sleep:** light sleep, alpha waves
- stage 2 sleep:** bursts of rapid, rhythmic brainwave activity
- stage 3 sleep:** deep sleep transition, large, slow delta waves
- stage 4 sleep:** deepest sleep, large, slow delta waves
- REM:** rapid eye movement
- dopamine:** regulates motor behavior, motivation, pleasure, emotional arousal
- serotonin:** hunger, sleep, arousal, mood
- adrenaline:** response to physical/mental stress /also a neurotransmitter
- fight/flight response:** initial rxn
- neuron:** nerve cell
- dendrite:** branch-like neuron part, receives info
- axon:** passes messages
- brainstem:** oldest part, central core, automatic survival functions
- cerebellum:** "little brain"-processes sensory input/COORDINATING movement output/balance
- limbic system:** neural system associated with emotions/drives
- hippocampus:** processes memories
- amygdala:** fear/anger
- cerebral cortex:** blankets brain hemisphereS, center for info processing / control
- frontal lobe:** movement, speech, impulsive behavior
- parietal lobe:** processes info about senses/touch
- occipital lobe:** vision
- temporal lobe:** hearing/language
- Papez:** has brain injury, injury showed how brain influences personality
- plasticity:** brain's ability to modify itself
- left hemisphere:** processes logical tasks
- right hemisphere:** processes perceptual/nonverbal tasks
- corpus callosum:** large band of neural fibers, carries messengers btwn hemispheres
- lateralization:** specialization of function in each hemisphere

# Unit 3

**classical conditioning:** associations made btwn natural stimuli/neutral stimuli

**neutral stimulus:** stimulus that doesn't initiate response

**unconditioned stimulus:** provokes response w/o conditioning

**unconditioned response:** brought about by unconditioned stimulus

**conditioned stimulus:** once-neutral, causes conditioned response

**generalization:** similar responses to different stimuli

**discrimination:** ability to respond differently to diff. stimuli

**Pavlov:** classical conditioning w/ dogs

**extinction:** diminishing of a conditioned response

**operant conditioning:** behavior strengthened if followed by reinforcer, diminished if punishment

**reinforcement:** strengthens behavior

**primary reinforcer:** naturally rewarding (food)

**secondary reinforcer:** linked to primary reinforcer (money)

**fixed ratio schedule:** specific # of correct responses is required before reinforcer

**variable ratio schedule:** reinforcer used after random amount of responses

**fixed-interval schedule:** reinforces response after specified time has elapsed

**negative reinforcement:** removal of unpleasant stimulus

**memory:** input, storage, retrieval of what has been learned

**encoding:** using senses to establish/record a memory

**storage:** process by which info is maintained over a period of time

**retrieval:** calling up stored info

**sensory memory:** very brief memory storage immediately following stim. of receptor

**short term memory:** activated memory that holds a few things briefly

**maintenance rehearsal:** memorization by repetition, not finding meaning

**chunking:** grouping items to make them easier to remember

**primacy-recency effect:** remembering beginning/end of list

**long-term memory:** permanent info storage

**declarative memory:** knowledge that can be called forth

**procedural knowledge:** permanent storage that doesn't require conscious recollection

**recognition:** like multiple choice test

**recall:** person must retrieve/reconstruct info (fill in the blank test)

**confabulation:** filling in memory gaps w/ false info

**schema:** what ppl use to make sense of the world

**decay:** fading of a memory

**interference:** blockage of a memory

**elaborative rehearsal:** linking of new info to already known info

**mnemonic device:** using associations to memorize/retrieve info

**phoneme:** smallest unit of sound

**morpheme:** smallest unit of meaning

**syntax:** grammar/language rules

**semantics:** study of meaning in lang

**Noam Chomsky:** universal grammar, humans naturally learn language

**Jean Piaget:** development in children

**assimilation:** fitting objects/experiences into schemas

**accommodation:** adapting our current understandings to incorporate new schemas

**object permanence:** knowing something is there even when u can't see it

**representational thought:** when a kid can picture something



**Conservation:** properties like mass, volume, & remain same despite form changes

**egocentric:** kids can't understand others' POVs

**Sensory motor stage:** seeing world directly thru senses

**Preoperational stage:** language use - no logic

**Concrete operational stage:** capable of logical thought, not abstract thinking

**Formal operational stage:** thinking logically abt abstract things

**Critical period:** specific time when things most easily learned

**Discreteness:** sounds/words combined into ideas

**Grammar:** rules that say how to combine language units

**Productivity:** the use of lang to send messages

**Displacement:** talking abt things not present

## Unit 4

**Objective personality tests:** limited response, unambiguous test items, objective scoring

**Projective tests:** stimuli w/o specific meaning presented

**Self-actualization:** realizing one's unique potential

**Psychological needs:** need to belong, love, have esteem

**Fundamental needs:** need for food, water, physical safety

**Intrinsic motivation:** doing things bc they are personally rewarding

**Extrinsic motivation:** fulfill biological needs

**Incentive:** motivates behavior

## Unit 5

**Primacy effect:** forming opinions from 1<sup>st</sup> impressions

**Attribution theory:** collection of principles based on our explanations of the causes of ppl's behavior

**Nonverbal communication:** body language/space/facial expressions

**Stereotype:** assumptions about a ppl group

**Fundamental attribution error:** attributing other's behavior to internal causes, discount factors

**Contributing to ur own behavior**

**Self-serving bias:** ppl take personal credit for success, blame extrinsic factors for failures

**Actor-observer bias:** own behavior = situational factors, behavior of others = dispositional factors

**Group:** bunch of ppl w/ common goal

**Norms:** shared behavioral standards

**Ideology:** set of principles, attitudes, etc.

**In-group:** group where individual identifies as a member

**Out-group:** ppl not in in-group

**Primary group:** small group w/ face to face communication

**Secondary group:** large, impersonal group whose members work towards a goal

**Social facilitation:** improved performance in presence of others

**Social inhibition:** decrease in performance when others are around

**Groupthink:** poor group decisions made when group emphasizes unity over critical thinking

**Conformity:** acting in accord w/ group norms/customs

**Obedience:** changing behavior bc of authorities/social pressure

**Compliance:** change in behavior to avoid discomfort/rejection → gain approval

**Aggression:** causes physical/psychological harm

**Altruism:** helping others, often w/ a risk, w/o reward

**Diffusion of responsibility:** when others' presence makes ppl feel they have less responsibility

**Bystander effect:** when an individual doesn't take action bc others are present

**Social loafing:** working less hard bc of others working w/ u