

Important AP Psychology Terms

MRI- a technique that uses a magnetic field and radio wave that allows you to see the structure of the brain
EX- Amy has an enlarged fluid filled area in her brain. So she would mostly likely need a MRI.

FMRI- a technique used for revealing blood flow. It can show the structure of the brain and how it functions
EX- a person looks at a picture and the doctor is able to see the blood rushing to the back of the head and which areas process visual info.

Medulla- controls heartbeat and breathing
EX- CPU of a computer

Brainstem- begin where the spinal cord enters the skull. It is responsible for automatic survival functions.
EX- a flower stem

Reticular Formation- a nerve network controls your arousal.
EX- lighthouse

Thalamus- brain sensory switchboard, directs messages to sensory receiving areas in the cortex and replies to the cerebellum and medulla.
EX- an Assistant sending messages back and forth between the boss and employees

Cerebellum- controls balance and movement
EX- think of a balance beam.

Limbic System- neural structure that is associated with emotions (fear, aggression, drives(Food &sex)).
EX- bob was scared of a clown this happened because of limbic system.

Amygdala- 2 Neural clusters located in the limbic system that links to emotions.
EX- lima bean structure,

Hypothalamus- neural structure below thalamus that direct maintenance activities (eating, drinking, body temperature) govern endocrine system by the pituitary glands. -Linked to emotions.
EX- think of it as a Janitor

Physical Dependence: A physiological need for a drug accompanied by symptoms of withdraw
EX: When an alcoholic does not drink alcohol, they experience withdraw symptoms such as head aches.

Psychological Dependence: Psychologically needing a drug
EX: Using drugs to relieve negative emotions or stress

Depressants: Reduce neural activity and slow down your body.
EX: Alcohol slows down your reactions

Barbiturates: Reduce anxiety by slowing central nervous system activity, calm you down.
EX: Tranquilizers

Opiates: Reduce pain and anxiety.
EX: Morphine and Heroin, mimics endorphins

Stimulants: Speed up your body functions, "Amp you up."
EX: Caffeine, amphetamines

Hallucinogens: Cause you to perceive things that are not there
EX: LSD & Marijuana

Classical Conditioning: Learning that 2 stimuli work together and are followed by a behavior/feeling
EX: Smelling the rubbing alcohol and then feeling the shot makes you fear the rubbing alcohol

Behaviorism: You should only base Psychology off of visible behaviors
External actions and behaviors such as thumb sucking or violence

Unconditioned Response: How you naturally respond to stimuli.
EX: Being scared of sharp objects like needles or knives

Iconic Memory: Visual Memory ex. watching a movie

Echoic Memory: Memory from which you hear ex. Listening to a set of directions

Long-Term Potentiation: A long-lasting enhancement in signal transmission between two neurons that results from stimulating them synchronously ex. How quickly you can learn something

Implicit Memory: Memory without awareness ex. riding a bike

Explicit Memory: Memory that someone is fully aware of ex. remembering an appointment

Hippocampus: The part of the brain that deals with memory and emotions

Proactive Interference: Old information interferes with new information ex. learning a new language

Retroactive Interference: New information interferes with old information ex. trying to recall old math

Misinformation Effect: When misinformation affects one's recall of their own memory ex. retroactive interference

Algorithm: A set of rules to follow in calculations ex. Mathematical formulas

Selective Attention- We only pay attention to a very small amount of things rather than everything that is going on around us. EX: you don't notice your feet pressing on the floor, your nose in your line of vision, etc.

Inattentional Blindness- We don't notice visible things when our attention is directed elsewhere. EX: Not noticing a gorilla in a group of black shirted people.

Visual Capture- Our sense of vision is dominant to the other senses. EX: The sound of a movie coming from a projector behind us and we think it is coming from the movie screen in front of us.

Gestalt- Organized whole. EX: seeing 9 objects and perceiving that they are grouped into lines and columns

Figure Ground- the organization of the visual field into objects that stand out from their surroundings. EX: the clouds are the figures and the sky is the ground

Visual Cliff- lab device for testing depth perception of babies and young animals. EX: babies not crawling off of the counter and onto a glass table for the fear of falling off the "cliff"

Perceptual Constancy- perceiving objects as unchanging in shape. EX: even when opening a door, we always perceive it as a rectangular shape

Retinal Disparity- the difference between the images from each of our eyes; helps us with knowing the relative distance between 2 objects. EX: The finger sausage trick. The greater the distance is, the more similar the fingers look.

Convergence- the extent to which our eyes converge inward when looking at an object; cross eyed. EX: the closer an object is, the more inward our eyes converge.

Phi Phenomenon- the illusion of moving lights when 2 lights blink on and off in rapid succession. EX: thinking that light is moving around a sign when it is really just the bulbs rapidly blinking on and off.

Assimilation: interpreting ones new experience in terms of ones existing schemas

Ex: If an animal has four legs, than it is a dog.

Accommodation: adapting ones current understanding to incorporate new information

Ex: If a child realizes that a cat has four legs too, so they must create a new schema for cats.

Cognition: mental activities including thinking, knowing, remembering, and communicating

Ex: remembering what you learned in class in order to take a quiz

Sensorimotor Stage: first stage of Piaget's theory, from birth to two years of age, infants know the world mostly in terms of sensory impressions and motor activities

Ex: object permanence and stranger anxiety

Object Permanence: the awareness that things continue to exist even when not perceived

Ex: When a parent hides a toy under a blanket a the child knows that it is still there

Preoperational Stage: second stage of Piaget's theory, from two to six/seven years of age, a child learns to use language but does not yet comprehend the mental operations of concrete logic

Ex: egocentrism

Conservation: A part of concrete operational reasoning, properties such as mass, volume, and number remain the same despite changes in forms of objects

Ex: pouring juice from a short glass into a tall glass

Theory of Mind: People's ideas about their own and other's mental states

Ex: a child is shown a box of Band-Aids and then shown that it is full of pencils, when asked what other children might think is in the box, they say Band-Aids because it is a Band-Aid box.

Concrete Operational Stage: third stage of Piaget's theory, from age six/seven to eleven years, stage of cognitive development, children gain mental operations and enable them to think logically

Ex: conservation

Formal Operation Stage: fourth stage of Piaget's theory, beginning at age twelve, stage of cognitive development, people think logically about abstract concepts

Ex: If John is in school, then Mary is in school; if John is in school, where is Mary?

Structuralism- An early school of psychology that used introspection to explore the elemental structure of the human mind.

Functionalism- A school psychology that focused on how mental and behavioral processes function- how they enable the organism to adapt, survive, and flourish.

Hindsight Bias- The tendency to believe, after learning an outcome, that one would have foreseen it (also known as the I-knew-it-all-along phenomenon.)

Operational Definition- A statement of the procedures (operations) used to define research variables. For example, human intelligence may be operationally defined as what an intelligence test measures.

Case Study- An observation technique in which one person is studied in depth in the hope of revealing universal principles.

False Consensus effect- The tendency to overestimate the extent to which others share our beliefs and behaviors.

Correlation- A measure of the extent to which two factors vary together, and thus of how well either factor predicts the other. The correlation coefficient is the mathematical expression of the relationship, ranging from -1 to +1.

Double-Blind Procedure- An experimental procedure in which both the research participants and the research staff are ignorant (blind) about whether the research participants have received the treatment or the placebo. Commonly used in drug-evaluation studies.

Placebo effect-Experimental results caused by expectation alone; any effect on behavior caused by the administration of an inert substance or condition, which is assumed to be an active agent.

Independent Variable-The experimental factor that is manipulated; the variable whose effect is being studied.

Perceptual adaptation is the means by which the brain accounts for the differences that the subject may witness, particularly alterations in the visual field. For example, if an individual's visual field is altered forty five degrees left, the brain accounts for the difference allowing the individual to function normally

Perceptual set-This is the expectation of a person to see or perceive something based on prior experience. For example, people expect a large man to have a very low voice. This is a stereotype. If instead, the large man in a movie speaks in a very high pitched voice, the audience is surprised and therefore finds the scene funny

Parapsychology is the study a number of ostensible paranormal phenomena, including telepathy, precognition, clairvoyance, psychokinesis, near-death experiences, reincarnation and apparitional experiences.

Circadian rhythm: referred to as the body clock, circadian rhythm is a 24-hour cycle that rules all of us. This internal body clock is affected by outside sources such as sun rise and time zones. And when one's circadian rhythm is disrupted, say by jet lag, sleeping and eating patterns are not the same

REM: rapid eye movement- dreams occur (REM= remember dream)

sleep apnea: stop breathing during sleep (apnea= no breath)

A night terror, also known as a sleep terror, incubus attack, or pavor nocturnus, is a parasomnia disorder, causing feelings of terror or dread, and typically occurring in the first few hours of sleep during stage 3 or 4 non-rapid eye movement NREM sleep (terrified at night- can't remember what happened)

Manifest content: story line of dream (dreaming about failing a test)

Latent content: hidden meaning of dream (unconscious fear of failure)

Posthypnotic suggestion: suggestion that is made to a person who is hypnotized that specifies an action he will perform (usually in response to a cue) after he has awakened (told to stop smoking)

Shaping- operant conditioning procedure, reinforces guide behavior toward closer approximations of desired behavior

Ex) teaching dog hoe to roll over and giving it treats every time it gets closer to doing a 360

Positive reinforcement- increasing behaviors by presenting positive stimuli

Ex) food

Negative reinforcement- increasing behaviors by stopping negative stimuli

Ex) taking aspirin to relieve a headache

Punishment- event that decreases behavior that it follows

Ex) spanking misbehaving child

Continuous reinforcement- reinforcing desired response every time it occurs

Ex) giving dog treats every time it pees outside

Partial reinforcement- responses sometimes reinforced

Ex) salesmen sometimes make sales

Fixed-ratio- reinforce behavior after a set number of responses

Ex) Getting a piece of candy after every 50 crunches

Variable-ratio- reinforce after unpredictable number of responses

Ex) Pop quiz

Fixed-interval- reinforce after fixed time period

Ex) checking to see if Jell-O has set

Variable-interval- reinforce after varying time

Ex) checking to see if the dress you ordered online has arrived because it will come within 10-15 business days

Cerebral Cortex- The brain's control and processing center made by interconnected neural cells


Ex: Control Center

Glial Cells- Support, nourish, and protect neurons

Ex: Guide and Care

Frontal Lobe- Involved in speaking and muscle movements along with making plans and judgment



Ex:  - The leader is in **front**

Parietal Lobe- Allows you to register and process body sensations

Ex: **Pat** down involves touching another person

Occipital Lobe- Includes the visual areas involved in sight

Ex: Optical (glasses)

Temporal Lobe- Includes the auditory which are involved in hearing

Ex: The **temples** are close to the **ears**

Motor Cortex- Control voluntary movement- located in the frontal lobe

Ex: The **motor moves** the car

Sensory Cortex- Registers and processes body touch and movement sensations- located in parietal lobe

Ex: The **5 senses**

Association Areas- Areas of the cerebral cortex not involved in motor or sensory processes- involved in higher mental functions

Ex: To **associate** things involves **thinking**

Broca's Area- Directs the muscle movement involved in speech- located in the left frontal lobe

Ex: **Boca** means mouth in Spanish

Dependent Variable: the outcome factor; the variable that may change in response to the manipulation of the independent variable. Ex: the growth of a plant in response to changes in sunlight

Standard Deviation: a measure of how much scores deviate from the mean. Ex: a standard deviation of 10 with a mean of 50 means the scores are between 40 and 60

Neuron: a nerve cell. Ex: like a brick used to build a wall

Action Potential: a neural impulse; an electrical charge that moves down the axon. Ex: a letter travelling through the post office

Acetylcholine (ACh): a neurotransmitter that assists with learning and memory and triggers muscle coordination. Ex: imbalances are associated with Alzheimer's disease

Sensory Neuron: neurons that send messages back to the brain. Ex: when your hand is on a stove, they tell your brain that it is hot

Sympathetic Nervous System: a division of the autonomic nervous system that arouses the body in stressful situations. Ex: dilates pupils, quickens heart rate, slows digestion, etc.

Parasympathetic Nervous System: a division of the autonomic nervous system that calms the body after a stressful situation has passed. Ex: constricts the pupils, slows heart rate, quickens digestion, etc.

Endocrine System: the body's chemical communication system; secretes hormones. Ex: like a manager directing staff on what to do

PET: position emission tomography; displays brain activity and detects where a radioactive form of glucose goes while the brain performs a given task. Ex: like weather radar showing rain activity

Habituation: Increased stimuli = decreased responses.

Ex: In the beginning of the year, it was surprising to see Joey go to Josh's group every time we were assigned into groups. Overtime, this surprise died down.

Zygote: A fertilized egg; 2 week period of rapid cell development

Ex: Mrs. Gowin is currently three months pregnant, but two and a half months ago, her two fetuses can be considered these.

Wernicke's Area: An area of the brain, located in the left temporal lobe, involved in language comprehension and language expression.

Ex: Comprehending the word *animal* from its denotation and connotation.

Plasticity: After damage, the brain's reorganization and how it modifies itself.

Ex: After having the right hemisphere surgically removed, the left hemisphere took over its job.

Corpus Collosum: Connects the two halves of the brain and carries messages between them.

Ex: Hermes relaying messages between Zeus and Hades. A bridge between two islands.

Social Learning Theory: The concept of learning through modeling, observing, and reinforcements.

Ex: A mom gives her child candy for winning game; another mother sees this and does the same.

Teratogens: Harmful substances (chemicals and viruses) that harm an embryo or fetus in its prenatal environment.

Ex: Chemicals from drugs, such as nicotine from smoking

Rooting Reflex: When a baby is touched on the cheek, it is a tendency to search for a nipple.

Ex: When feeding a baby using a bottle, some parents touch the baby's cheek in order for the baby to latch onto the bottle.

Maturation: Biological growth that enables set changes in behavior and is uninterrupted by one's experiences.

Ex: When a pet is lost, an adult will deal with the situation in a mature way.

Schema: Specific way of how our minds organize and interpret information.

Ex: Dogs have four legs. Cows have four legs. Therefore all animals have four legs.

CONTENT VALIDITY how well a test measures the behavior of interest ex: a chemistry test has questions about chemistry

PREDICTIVE VALIDITY how well a test predicts how you will perform with application of the knowledge ex: SAT predicting success in college

DRIVE REDUCTION THEORY do something in order to satisfy the drive it pertains to ex: eating to satisfy hunger drive

HOMEOSTASIS maintaining a balanced internal state ex: blood/glucose level

SET POINT set weight where a person's "weight thermostat" is set ex: if you are under your weight, you will feel hungry

REFRACTORY PERIOD a man's resting period after an orgasm ex: period after orgasm that can last from a few minutes to over a day

JAMES LANGE THEORY awareness of psychological response equals emotion ex: feel scared after realizing you are shivering

CANNON BARD THEORY emotions and bodily reactions occur simultaneously ex: you feel your heart racing AS you feel scared

TWO FACTOR THEORY cognitive label and reaction leads to your emotion ex: feel thrill with bungee jumping opposed to fear falling off of a cliff

CATHARSIS releasing aggressive emotion with a physical act ex: punching a wall because you are angry

Heuristics: a simple way of thinking that we can use to quickly solve problems Ex- In word scrambles you rule out basic grammar rules that rarely happen, such as two vowels next to each other

Confirmation Bias: looking only for information that confirms your ideas Ex- when you get a test back and your sure your got one of the answers right, you look through the textbook to find it

Mental Set: to solve a problem in the best way we know, especially if it worked in the past Ex: on math problems you've answered a certain way in the past; you will solve similar questions in the same way

Functional Fixedness: thinking of things in terms of the way they are usually used Ex: oil is usually used as gas but can also be used to make plastic

Overconfidence: to be more confident in one's ability or knowledge than they should be Ex: a sports team is winning by a lot and becomes overconfident and loses in the last quarter

Framing: how a question or issue is told Ex: wording bias: asking a question in a specific way so that people will give a certain answer (for a question about abortion you might ask: is killing a baby right?)

Factor Analysis: a procedure in finding groups of related items on a test Ex: people who do well on paragraph comprehension which both can be used to measure verbal intelligence

Normal Curve: a symmetrical bell-shaped curve where most scores fall near the average rather than the extreme Ex: male heights would fall under the normal curve

Validity: if a test measures or predicts what it's supposed to Ex: of the SAT measures aptitude

Reliability: how consistently a test shows results Ex: a psychological test we take to measure personality or sanity, we tend to have the same results each time

John Watson- famous for the "Little Albert" Ex: His view influenced behaviorism

B.F. Skinner- most significant name in behaviorism, conducted research on operant conditioning Ex: Skinner box

Skinner Box- chamber used to research operant conditioning Ex: Contained a bar that an animal can manipulate to receive food or water

Howard Gardner-Argued that people have independent multiple intelligences Ex: Studied people with exceptional abilities who excel in one area

Charles Spearman- Believed there is a general intelligence/ g-factor that underlies all of our intelligent behavior Ex: Helped develop factor analysis

Sigmund Freud- Created psychoanalytic theory that focuses on unconscious motives Ex: Psychoanalysis includes free association

Carl Jung- Believes in collective unconscious that explains how people act Ex: Placed less emphasis on social factors

Lawrence Kohlberg- Constructed a stage theory of moral development Ex: Preconventional, conventional, and post-conventional

Solomon Asch- Conducted the famous study of conformity Ex: Man conformed to wrong answer when asked about line length because everyone else did

Philip Zimbardo- conducted Stanford Prison study Ex: Assigned guards and prisoners and studied responses from role playing

Reaction Formation- Freudian defense mechanism in which an unacceptable impulse becomes the opposite. Ex. Fear becomes bravery

Repression- Freudian defense mechanism that banishes anxiety causing thoughts. Ex. Childhood abuse is entirely forgotten

Fixation- Conflicts at earlier psychosexual stages are unresolved Ex. A 60 year old man still sucks his thumb

Superego- Reservoir of ideals that serve as one's conscience. Ex. Helping an old lady cross the street.

Id- Freud's unconscious area that seeks pleasure and gratification. Ex. Paul wants ice cream due to his id.

Free association- Psychoanalytic method in which patient says whatever comes to mind. Ex. Jim goes to his therapist and relieves stress by saying everything on his mind.

Regression: Freudian defense mechanism that one faced with anxiety retreats to an earlier psychosexual stage. Ex. Child will hug their mother when scared.

Oedipus complex: baby boy's strong love for their mother Ex. Luke slept with his parents at night; where he held onto his mother and kicked his father in the face.

Ego: conscious mind that balances the motives between the id and superego. Ex. A mediator has to pick a good middle point between two extremes.

Psychoanalysis: Freudian theory of personality and treatment based on unconscious motives. Ex. Sally is fearful of strangers because of rape incident as a child.

Iconic Memory- a momentary visual memory Ex: I can remember my whole house in full detail for a split second

Echoic Memory- a momentary memory of auditory stimuli Ex: Remembering the last few words of a teacher's lecture

Long Term Potentiation- an increase in a synapse's firing potential after brief, rapid stimulation Ex: After a neurotransmitter fires, it needs less prompting to fire again

Implicit Memory- a memory independent of conscious recollection Ex: I know how to take a test, I just can't state how I do it

Explicit Memory- memory of facts and experiences that one can know and declare Ex: I can read out the steps of a math formula by memory

Hippocampus- a neural center located in the limbic system that helps process explicit memories for storage Ex: The storage center of the brain

Proactive Interference- prior learning disrupts the recollection of new information Ex: Teacher has a hard time learning new names because of last semester's classes

Retroactive interference- New learning disrupts the recollection of old information Ex: New cell phone number makes it hard for you to remember your old number

Misinformation Effect- incorporating misleading information into one's memory of an event Ex: As time passes I believe it was the coaches' fault for losing the game, when it was mine

Algorithm- a methodical, logical rule that guarantees solving a particular problem Ex: A math problem is always solved by a particular formula that gives a correct solution

Social trap: when two opposing groups both participate in behavior that is equally bad for each group Ex: two countries fighting a war

Passionate love: at the start of a romantic relationship you want to be together all the time Ex: once you start dating you do everything together

Companionate love: when our lives mix with other people's we start to feel attachment towards them Ex: seeing someone everyday and then becoming friends

Self-disclosure: telling your secrets to other people Ex: truth or dare

Altruism: you care more about others than you do about yourself Ex: a firefighter sacrificing himself to save someone else

Mere exposure effect: the more you experience something the more you like it Ex: Easy A "Pocket Full of Sunshine"

Equity: you get what you give in a relationship Ex: when your boyfriend never texts you, you don't feel compelled to text them

Bystander effect: when enough people see something, no one does anything Ex: passersby of a car accident hardly call the police

Social exchange theory: join a relationship/friendship when you can get something out of it and leave once the benefits are over Ex: opportunistic friends

Reciprocity norm: when you help someone you don't expect them to hurt you Ex: golden rule of helping people

Projection disguising threatening impulses into socially approved activities ex) angry so you play football

Rationalization using self-justifying explanations in place of real, more threatening unconscious reasons for one's actions ex) justifying cheating on taxes by saying the government would waste the money anyway

Displacement diverts sexual or aggressive impulses toward an object or person that is psychologically more acceptable than the one who caused the feelings ex) releasing anger on household pet instead of parents

Collective Unconscious Carl Jung's concept of a shared, inherited reservoir of memory traces from our species' history ex) explains why people of different cultures share certain myths or images--- mother being symbol of nurturance

Projective Test used to assess unconscious processes ex) TAT or Inkblot

Self-Actualization Maslow's Theory about the motivation to fulfill one's potential ex) doing your absolute best in school

Unconditional Positive Regard (Rogers) totally accepting another person. ex) revealing true feelings to close friends without fear of them making negative judgments

Personality Inventory a questionnaire designed to gauge a wide range of feelings and behaviors. ex) MMPI

Reciprocal Determinism interacting influences between personality and environmental factors. ex) child's TV viewing habits influencing their viewing preferences, which influences how TV affects their current behavior.

Social-Cognitive Perspective views behavior as being influenced by interaction between people and their social context. ex) a sarcastic person acts the way they do because of how they interact with others.

Groupthink: When people are in a group, conflicting opinions with the overall consensus are sometimes ignored causing non sensible decisions Ex. The group agrees on one thing and you don't, but you say you do to maintain harmony

Prejudice: an attitude toward a group and its members that is usually stereotypical and negative. Ex. You stay away from blonde people because you think they are stupid.

Stereotype: a generalized belief about a group of people Ex. The belief that Asians can't drive

Discrimination: unjustifiable negative behavior toward a group and its members Ex. Mel Gibson towards Jewish people

Ingroup: People whom one shares a common identity Ex. "us"; your group of friends

Scapegoat theory: by blaming someone or something with the use of prejudice, you are releasing anger. Ex: People who feel unintelligent will pick on intelligent people by calling them names.

Just-world phenomenon: the tendency to believe that the world is fair and that people get what they deserve and deserve what get. Ex: People often do not donate to lung cancer foundations because they believe that these patients all smoked.

Frustration-Aggression Principle: frustration leads to anger which leads to aggression. Ex: Ron Artest's fight with beer-throwing fan

Dissociative Disorders- Psychological disorders, such as psychogenic amnesia, fugue & DID, which involve a disruption in conscious processes. -United States of Tara (multiple personalities)

Mood Disorders- Extreme or inappropriate emotions. -Sally can't even get out of bed because she is so depressed that she is incapable of performing basic functions.

Major Depressive Disorder- Severely unhappy for more than two weeks (without a clear reason) with symptoms including loss of appetite, fatigue, lack of interest in enjoyable activities, feelings of worthlessness, etc. -Marcus hasn't left his house all month and has lost an immense amount of weight.

Mania- inflated sense of well-being, often take thoughtless and risky actions. -Jenny's friends notice that she is excessively energetic and has picked up the habit of speeding and running red lights whenever she drives.

Bipolar Disorder- Involves episodes of both depression and mania. -Denise remained bedridden and miserable for 3 weeks, then suddenly seemed full of energy and enthusiasm, then got depressed again.

Schizophrenia- disordered or distorted thinking often shown through delusions and hallucinations (Types: disorganized, paranoid, catatonic, undifferentiated). -Jerry, when told that his sister died, began laughing hysterically.

Personality Disorders- Maladaptive ways of behaving that inhibit people's ability to function. -Dependent personality disorder- Martha cannot walk out of the house without holding her mother's hand and refuses to perform basic functions without her mom's presence or aid.

Anti-social Personality Disorder- No regard for feelings of others or whether behavior is appropriate or acceptable. -A criminal had no remorse for killing a child.

Eclectic Approach- therapists use different psychological approaches in treatment. -Cognitive Behavioral approach.

Resistance- patients disagree with therapist interpretations in order to protect themselves from painful process of coming to terms with repressed or troubling thoughts. -Therapist: It seems to me that you have a deep hatred for your mother. Patient: No! You're wrong! I love her more than anyone!

Attribution Theory- Explaining someone's behavior by either the situation or personality. Saying a bank robber stole to pay off debt (situational) or because he loves to steal (personality).

Cognitive Dissonance- Changing of attitude when it clashes with actions. You're against bullying, but when your best friend insults someone, you change your attitude to say its just.

Normative Social Influence- Behavior based on gaining approval or avoiding disapproval. Stealing a car to get into a gang.

Social Loafing- Trying less in a group to obtain a common goal. Trying less when lifting a large object in a group.

Social Facilitation- Experiencing a boost of performance in the presence of others. Running faster in a race against others than in solo practice.

Group Polarization- The growth of beliefs and ideas when discussed with a group that has similar beliefs. "I don't like" turns to "I hate" in a group.

Deindividuation- in a state of arousal and anonymity within a group, each individual may feel a loss of self-awareness and restraint. A person in a rally might act differently than when by them self.
Information social influence- influence on a person due to the acceptance of another's ideas, thoughts, feelings, opinions, beliefs, ect. A girl at the store sees an ugly shirt, but she watches someone buy then shirt, then realizing the shirt doesn't look so bad.

Foot-in-the-Door Phenomenon- Tendency to agree with a larger request after agreeing with a related smaller one. Agreeing to wash the dishes then agreeing to wash the whole kitchen.

Fundamental attribution theory- when analyzing someone else's behavior, we will usual focus more on the impact of personal disposition, and less on the impact of a situation. Seeing a girl yelling at someone and thinking she is snobby, rather than thinking that someone had provoked her

Superordinate goals - shared goals that override differences between people. Ex: Fixing the water supply at camp

GRIT – Graduated and Reciprocated initiatives in Tension Reduction --- strategy designed to reduce international tensions. Ex: Ghandi's beliefs on aggressiveness

Albert Bandura – researched social theories of learning and observational learning. Ex: Bobo the Clown experiment

Ivan Pavlov – Discovered classical conditioning Ex: Pavlov's dog experiment

Edward Thorndike – Found out that behaviors followed by favorable outcomes, are more likely to re-occur. Ex: Funny people tell more jokes

Abraham Maslow – made the hierarchy of needs Ex: Homeless people more worried about food vs. finding love

Erik Erikson – Stage theory of psychosocial development Ex: A battle between the soldiers of success + failure

Elizabeth Kubler Ross – DABDA, five stages of grief Ex: Simpson's video on DABDA

Leo Vygotsky – wants children to be stretched out mentally, thinks children are more capable with verbal actions Ex. Wants teachers to stretch out school

Stanley Milgram – conducted famous obedience experiment Ex. The shocking experiment

Transference- Associating certain emotions with the therapists that one from other relationships. Ex: A patient who is in love with the therapist.

Social Psychology: Scientific of how we think about, influence, and relate to one another. Ex: Trying to understand how people reacted to the 9/11 attack.

Counterconditioning: Conditions new responses to stimuli that trigger unwanted behaviors. Ex: Putting hot sauce on fingernails to keep from biting them.

Systematic Desensitization: Associates a pleasant relaxed state with gradually increasing anxiety-triggering stimuli. Ex: Starting with a little ledge ad going up to a cliff for acrophobia.

Aversive Conditioning: Associates unpleasant state with an unwanted behavior. Ex: Putting a drug that causes nausea into alcohol.

Active Listening: Empathetic listening that repeats things that were said to show that you were really listening. Ex: Letting the client talk, rephrasing what they said, and asking for them to share more.

Client-Centered Therapy: Using tools such as active listening to make the client feel like you are really focused on them. Ex: Being an empathetic ear.

Token Economies: Gives the client a token as a reward for a wanted behavior. Ex: Cleaning room= token

Meta-analysis: Combining information from many sources. Ex: MEGA-analysis
Cognitive Therapy: Therapy that teaches people to think differently about life. Ex: Positive thoughts instead of negative thoughts

Critical period – optimal period shortly after birth when an organism's exposure to certain stimuli or experiences produces proper development o Ex: playing classical music during newborn babies sleep to make them smarter

Imprinting – process where certain animals form attachments during a critical period very early in life o Ex: duck following a dog like its' mother

Crystallized intelligence – accumulated knowledge and verbal skills (increase with age) o Ex: an older engineer is more reliable than a young engineer from experience

Fluid intelligence – one's ability to reason speedily and abstractly (decrease in late adulthood) o Ex: a college student solving a math equation quicker than a 60 year old man

Sensation – process by which our sensory receptors receive stimulus energies from our environment o Ex: being able to see, smell, and touch flowers

Perception – organizing and interpreting sensory info, enabling us to recognize meaningful objects and events o Ex: knowing you parents from a group of people

Bottom-up processing – analysis that starts with the sensory receptors and works to the brain's integration of sensory info o Ex: touch a fire then realize that it is hot and dangerous

Top-down processing – info processing guided by higher mental process, as we draw on our experiences and expectations o Ex: knowing a stove is hot and not touching it because it would hurt

Absolute threshold – the minimum stimulation needed to detect a particular stimulus 50% of the time o Ex: being able to smell a skunk before your parents shows a smaller absolute threshold

Signal detection theory – predicts how and when we detect the presence of a faint stimulus (signal) amid background stimulation (noise) o Ex: hearing a baby cry in another room while the TV is on

Cones- Retinal receptors that are concentrated near the center of the retina and that function in daylight or well-lit conditions, detect fine detail and give rise to color sensations. (Cones=Color)

Feature Detectors- Nerve cells in the brain that respond to specific features of the stimulus, such as shape, angle or movement (Specific features excite specific detectors)

Parallel Processing- the processing of several aspects of a problem simultaneously (Color, motion, form and depth)

Young-Helmholtz Theory- three different color receptors which when stimulated can produce the perception of any color (YHT=RGB)

Opponent Processing Theory- Opposing retinal processes enable color vision (Black:White, Red:Green, Blue:Yellow)

Color Constancy- Perceiving familiar objects as having consistent color even if changing illumination alters wavelength reflected (Painted rooms)

Gate Control Theory- Spinal cord acts like a neurological gate that blocks pain signals from passing through the brain (Opened by small nerves and closed by large ones)

Cochlea- A coiled, bony, fluid filled tube in the inner ear where sound waves trigger nerve impulses (Snail of the ear)

Kinesthesia- System for sensing the position and movement of body parts (Touching nose with eyes closed)

Vestibular Sense- the sense of body movement and position including sense of balance (Dizziness)

Post Traumatic Stress Disorder – (PTSD) an anxiety disorder characterized by having insomnia, anxiety, nightmares, and social withdrawal for more than four weeks after a traumatic event.

Ex: Veterans having nightmares after returning from war.

Obsessive Compulsive Disorder – (OCD) an anxiety disorder characterized by unwanted, repetitive behavior, thoughts or actions

Ex: washing your five times every morning.

Phobia – an anxiety disorder in which a person has a severe irrational fear

Ex: arachnophobia

Panic Disorder – an anxiety disorder in which a person has panic attacks for no apparent cause

Ex: The feeling of heart-attack-like symptoms that disappear quickly.

Generalized Anxiety Disorder – an anxiety disorder in which a person is in a constant nervous state

Ex: such as constantly worrying about misfortunes

Medical Model – The viewpoint that psychological disorders are diseases and should be treated as such with the objective to cure the disease.

Ex: Therapy for someone with OCD.

Self-Serving Bias – perceiving oneself favorably in a situation.

Ex: Blaming a teacher for a bad grade rather than blaming one's self for not studying.

External Locus of Control – events are determined by outside forces beyond one's control.

Ex: Belief in fate or God

Internal Locus of Control – belief that one controls one's own fate

Ex: A test grade is determined by how much one studies.

Learned Helplessness – when faced with a series of traumatic events that one has no control over, one begins to lose hope

Ex: After receiving a series of shocks, the dog begins to feel hopeless.

Cognitive map-mental map of your environment

Ex: if you have lived in your house for a long time you would still know how to navigate through the rooms because of the mental image in your brain

Latent learning-learning that isn't shown until there is an incentive presented

Ex: Going through an obstacle course you may try and go fast but you would go much faster if there was a cash prize to win

Intrinsic motivation- desire to perform a task because you enjoy the task

Ex: I don't cook dinner because I have to but because I like to cook.

Extrinsic motivation- desire to perform an activity because of an incentive

Ex: If you clean your room I will give you \$50.

Observational learning- learning by watching others

Ex: Kelley can jump rope after watching her sister jump rope with her friends for two weeks.

Modeling- watching and copying certain behaviors

Ex: Many people have to watch what they say in front of toddlers because many of them hear people speak and repeat it without knowing what they are saying.

Flashbulb memory- vivid memory because it has emotional significance

Ex: Many people will remember small details about the day they got married because it was a milestone in their life.

Encoding- getting information into our brains

Ex: reading vocabulary words so that you can remember the definition later

Storage- retain information

Ex: When you press save in a document on the computer and it puts in in a folder so you can view it later

Retrieval- remembering

Ex: When you take a test and remember that McKinley was our president in 1897.

Unconditional Stimulus: (classical conditioning) a stimulus that naturally triggers a response ex: putting a warhead in your mouth automatically makes you salivate

Conditioned Response: (classical conditioning) a learned response to a stimulus ex: if every day you were shot with an air soft gun when a bell rang, the learned reaction of flinching when you hear a bell is this

Conditioned Stimulus: the object that triggers a learned response (classical conditioning) ex: every day you are pinched at the sound of a bell the bell makes you act a certain way.

Acquisition: is a stage of the conditioning processes and occurs when a response has been established ex: trying to teach a lab rat to press a lever after hearing a tone. When the rat presses the lever after hearing the tone, a food pellet is dispensed. After repeated pairings, the rat starts to press the lever whenever it hears the tone

Extinction: when you are presented with a conditioned stimulus without you are not expecting, a behavior will slowly start to vanish ex: every day you were pinched at the sound of a bell and recently you've heard a bell without being pinched. You'll soon start to not expect to be pinched

Spontaneous recovery: the reappearance after a pause of a once forgotten stimulus ex: three months ago used to be pinched at the sound bell then it stopped and you forgot about it. suddenly 3 months later you hear a bell and automatically think you'll be pinched

Generalization: the tendency to associate similar stimuli to get similar responses ex: showing a picture of an angry mother will evoke similar responses of kids who had abusive parents

Discrimination: the ability to tell the difference between two stimuli ex: seeing a shark in the ocean will make your heart race but then seeing a goldfish will not because you can distinguish between the two

Operant Conditioning: a behavior is strengthened if it is reinforced but goes away if you are punished for it ex: being yelled out for cursing will make you stop cursing but having someone laugh at it will encourage the behavior

Law of Effect: the principle that a behavior will increase if followed by a pleasant reward rather than a negative one ex: giving a kid a lollipop after he says yes ma'am and says yes sir will increase his politeness