

People	
Abraham Maslow	Analyzed how motives affect us
Albert Bandura	Conducted research on personality, behavior therapy, and aggression
Albert Ellis	Came up with catastrophic thinking and said it leads to problematic emotional reactions
Alexander Thomas and Stella Chess	Said nature and nurture affected a child's temperament
Alfred Adler	Studied individual psychology, striving for superiority, and compensation
Carl Jung	Coined archetypes, introversion, extroversion, personal/collective unconscious
Carl Rogers	Founder of humanism that emphasized personal growth
Erik Erikson	Said people evolve through 8 stages marked by a fundamental question
Hans Eysenck	Said all aspects of personality emerge from extroversion, neuroticism, and psychoticism
Hans Selye	First to identify and name stress in 1940s

People (cont)	
Harry Harlow	Conducted experiment of monkeys to show relationship between caregiving and companionship
Janice Kiecolt-Glaser	Related stress to suppressed immune activity
Jean Piaget	Theory about how kids view the world and proposed four stages of cognitive development
Jerome Kagan	Focused on childhood fear and came up with inhibited (shy) and uninhibited (bold) personalities
Lev Vygotsky	Tested the effects of culture and communication on development
Lawrence Kohlberg	Focused on moral development and made the moral development of the sick wife and stealing
Martin Seligman	Came up with the theory of learned helplessness
Mary Ainsworth	Studied attachment styles between child and caregiver; experiment on attachment styles
Meyer Friedman and Ray Rosenman	Found the positive correlation between heart conditions and Type A personality

People (cont)	
Richard Lazarus	Made a scale to handle everyday hassle stress
Robert McCrae and Paul Costa	Came up with the big five personalities
Robin DiMatteo	Said people delay seeing a specialist because they're afraid of it being nothing, downplay symptoms, don't want to bother a doctor, or are too busy
Shelley Taylor	Concluded that females have a "tend and befriend" response rather than "fight or flight"
Thomas Holmes and Richard Rahe	Developed the Social Readjustment Rating Scale to measure life changes as forms of stress
Walter Cannon	One of the first people to describe fight or flight
Walter Mischel	Chief contributor to personality theory and focused on situational factors and behavior

Personality Tests	
Minnesota Multiphasic	Tests for abnormal personality styles
Personality Inventory	Self-report questionnaire that asks about a person's life to make generalizations about them



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Personality Tests (cont)

Projective Tests	Participants respond to vague stimuli that may reveal things about them
Rorschach Test	Participants shown vague inkblots that allow psychologists to trace their train of thought
Self Report Inventories	Personality tests that ask questions about one's behavior

Conflicts

Approach-Approach	Choosing between two attractive/desirable options
Approach-Avoidance	Choosing an option that has both positive and negative attributes
Avoidance-Avoidance	Choosing between two unattractive/undesirable options

Erik Erickson's Theory of Development

1 (Hope)	Trust vs. Mistrust	0-18 months
2 (Will)	Freedom vs. Shame/Doubt	1.5-3 years
3 (Purpose)	Initiative vs. Guilt	3-5 years
4 (Competency)	Industry vs. Inferiority	5-13 years
5 (Fidelity)	Identity vs. Confusion	13-21 years
6 (Love)	Intimacy vs. Isolation	21-39 years
7 (Care)	Generativity vs. Self Absorption	40-65 years
8 (Wisdom)	Integrity vs. Despair	65+

Jean Piaget's Theory of Development

Sensorimotor	Object permanence established	0-24 months
Preoperational	Centration and egocentrism established	2-7 years
Concrete Operational	Decentration, reversibility, and conservation established	7-11 years
Formal Operational	Abstraction developed	11+ years

Kohlberg's Theory of Development

Preconventional	Punishment and naive reward	0-4 years
Conventional	Conformity and authority	4-13 years
Post Conventional	Social contract and individual principles	13+ years

Big 5 Personalities

Neuroticism
Conscientiousness
Extraversion
Agreeableness
Openness

Pregnancy

Age of Viability	Age at which babies can survive if a premature birth were to happen; Currently 26-28 weeks
Embryonic Stage	Second stage of prenatal development; 2 weeks-8 weeks
Fetal Alcohol Syndrome	Problems associated with excessive drinking during pregnancy
Fetal Stage	Third stage of prenatal development; 2 months- birth

Pregnancy (cont)

Germinal Stage	First phase of prenatal development; conception- 2 weeks
Placenta	Allows oxygen and nutrients to pass into fetus from mom and for waste to exit
Prenatal Period	Extends from conception to birth
Teratogen	External factors that can negatively affect a baby negatively
Zygote	One celled organism formed by union of sperm and egg

Puberty/Sex/Gender

Gender	Culturally constructed distinctions between femininity and masculinity
Gender Differences	Actual differences between sexes in behavior and ability
Gender Roles	Expectations about what's appropriate for each sex
Gender Stereotypes	Wildly held beliefs about male and female abilities, personality traits, and behaviors
Menarche	First menstruation cycle
Primary Sex Characteristic	Structures needed for reproduction
Puberty	Period of sexual maturation where one is able to reproduce
Pubescence Secondary	Secondary sex characteristics (ex. breasts)

Puberty/Sex/Gender (cont)

Sex Characteristics	Physical or behavioral traits that indicate biological sex
Spermarche	First occurrence of ejaculation
Sex	Biologically based categories of male and female

Self

Altruism	Selfless actions done for the sake of someone else
Archetypes	Thought forms with a universal meaning
Compensation	Trying to overcome inferiorities by developing one's abilities
Determinism	Behavior is fully determined by environment
Incongruence	Inconsistency between personality and disposition
Reciprocal Determinism	Internal mental events, external environment, and overt behaviors affect one another
Self-Actualizing Persons	People with exceptionally healthy personalities with constant personal growth
Self-Concept	Beliefs about one's own nature, unique qualities, and typical behavior
Self-Efficacy	One's beliefs about oneself and one's capabilities

Self (cont)

Striving for Superiority	Universal drive to adapt, improve oneself, and master life's challenges
Superiority	Being equal to or above others

Responses to Stress

Aggression	Behavior intended to harm someone either physically or mentally
Burnout	Physical and emotional exhaustion, cynicism, and low self-efficacy brought on by work-related stress
Catharsis	Release of emotional tension
Constructive Coping	Healthful efforts made to cope with stress
Coping	Efforts made to master, reduce, or tolerate demands made by stress
Frustration-Aggression Hypothesis	States that there is a correlation between frustration and aggression
Immune Response	Body's defensive reaction to invasion by foreign substances
Internet Addiction	Spending a lot of time on the internet and not being able to control it
Learned Helplessness	Behavior produced by exposure to unavoidable events

Responses to Stress (cont)

Psychosomatic Diseases	Psychical illnesses caused by stress and other psychological factors
Resilience	Successful adaptation to stress/trauma because of less negative outcomes

Attachment

Anxious-Ambivalent	Never 100% happy, anxious with mom and drama without mom
Attachment	Close bonds established between baby and caregiver
Avoidant	Indifferent
Difficult Temperament	Colic, upset babies, schedule not flexible at all; 10% of babies
Easy Temperament	Happy, flexible schedule for eating and sleeping; 40% of babies
Mixed Temperament	More than one temperament; 35% of babies
Secure	Happy with mom, drama without mom
Separation Anxiety	Distress caused to children when they're separated from someone they're attached to
Slow to Warm Up Temperament	Schedule not as flexible but not super hard to change; 15% of babies
Temperament	One's mood, activity, and emotional reactivity

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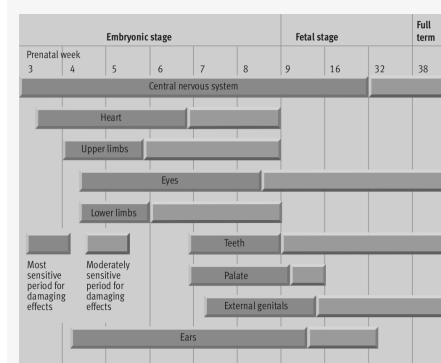
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Development	
Cephal-ocaudal Trend	Head to foot development of motor skills
Cognitive Development	Transition in pattern of thinking for young people which includes reasoning, remembering, and problem solving
Cohort Effects	Age group differences occur when both generations grow up in different time periods
Conservation	Awareness that physical quantities remain constant despite change in shape
Development	Sequence of age related changes from conception to death
Developmental Norms	Typical age at which behaviors and abilities are displayed
Egocentrism	Only understanding things from one's POV
Irreversibility	Inability to envision the reversal of an action
Maturation	Development that shows the unfolding of DNA
Motor Development	Muscular coordination development needed for physical activity
Object Permanence	Able to understand something exists even when it is not directly visible
Proximodistal Trend	Center-outward direction of motor development

Development (cont)	
Socialization	Acquisition of norms and behaviors expected in society
Stage	Developmental period where patterns of behaviors are shown and capacities are established
Temperament	One's mood, activity, and emotional reactivity
Zone of Proximal Development	Questions answered with help- questions answered alone

Prenatal Development



Conscious/ Unconscious

Collective Unconscious	Latent memory from one's past which is shaped amongst a group of people (ex. 9/11)
Conscious	Whatever one is aware of at a given time
Ego	Decision making part of personality that relies on reality
Id	Instinctive component of personality that works with pleasure
Personal Unconscious	Oppressed memory which is unique to one person

Conscious/ Unconscious (cont)	
Pleasure Principle	Wants immediate gratification; part of Id
Preconscious	Just beneath the surface of awareness that is easily retrievable
Reality Principle	Delay's Id's gratification until proper outlets and locations are found
Superego	Moral part of personality that deals with rights and wrongs
Unconscious	Thoughts, memories, and desires that are well below the surface of preconscious

Defense Mechanisms

Defense Mechanisms	Unconscious reaction to protect one from unpleasant emotions
Displacement	Diverting feeling from original source to substitute target
Projection	Attributing one's own thoughts, feelings, or motives to another
Rationalization	Making false but rational excuses to justify unacceptable behavior
Reaction Formation	Behaving in a way that's exactly the opposite of one's true feelings
Regression	Reversion to immature behaviors
Repression	Keeping distressing thoughts in the unconscious



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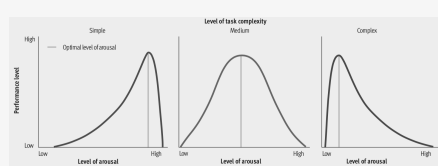
Defense Mechanisms (cont)

Sublimation	Channeling unacceptable unconscious impulses into ones accepted by society
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Stress

Acute Stressors	Threatening events to one's well-being that last a short period of time with a clear endpoint
Catastrophic Thinking	Tendency to become highly self-critical when under stress
Chronic Stressors	Threatening, long-term stressors with no apparent end
Frustration	Pursuit of a goal is interrupted
General Adaptation Syndrome	Model of body's stress response; alarm, resistance, and exhaustion
Life Changes	Life alterations that require readjustment
Pressure	Expectation to behave a certain way
Stress	Circumstances that threaten one's well-being and ability to cope

Inverted-U Hypothesis



Personality Types

Type A Personality	Competitive, impatient, angry, and hostile
Type B Personality	Relaxed, patient, and easygoing



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