

**Abnormal Behavior:** Patterns of emotion, thought, and action considered pathological (diseased or disordered) for one or more of these reasons: statistical infrequency, disability or dysfunction, personal distress, or violation of norms.

**Absolute Threshold:** Minimum amount of a stimulus that an observer can reliably detect

**Accommodation:** Automatic adjustment of the eye, which occurs when muscles change the shape of the lens so that it focuses light on the retina from objects at different distances.

**Accommodation:** In Piaget's theory, adjusting old schemas or developing new ones to better fit with new information

**Achievement Motivation:** Desire to excel, especially in competition with others.

**Acquisition:** Basic classical conditioning when a neutral stimulus (NS) is consistently paired with an unconditioned stimulus (UCS) so that the NS comes to elicit a conditioned response (CR)

**Action Potential:** Neural impulse, or brief electrical charge that carries information along the axon of a neuron. The action potential is generated when positively charged ions move in and out through channels in the axon's membrane.

**Activation-synthesis Hypothesis:** Hobson's theory that dreams are byproducts of random stimulation of brain cells, the brain attempts to combine (or synthesize) this spontaneous activity into coherent patterns, known as dreams.

**Active Listening:** Listening with total attention to what another is saying; involves reflecting, paraphrasing, and clarifying what the person says and means.

**Activity Theory of Aging** Successful aging is fostered by a full and active commitment to life.

**Addiction:** Broad term describing a compulsion to use a specific drug or engage in a certain activity.

**Ageism:** Prejudice or discrimination based on physical age.

**Agonist Drug:** Mimics a neurotransmitter's effect.

**Aggression:** Any behavior intended to harm someone.

**AIDS (Acquired Immunodeficiency Syndrome)** Human immunodeficiency viruses (HIVs) destroy the immune system's ability to fight disease, leaving the body vulnerable to a variety of opportunistic infections and cancers.

**Algorithm:** Logical, step-by-step procedure that, if followed correctly, will eventually solve the problem.

**Alternate States of Consciousness (ASCs):** Mental states other than ordinary waking consciousness, found during sleep dreaming, psychoactive drug use, hypnosis, and so on.

**Altruism:** Actions designed to help others with no obvious benefit to the helper.

**Alzheimer's (ALSTS-high-merz) Disease:** Progressive mental deterioration characterized by severe memory loss.

**Amplitude:** Height of a light or sound wave – pertaining to light, it refers to brightness; for sound, it refers to loudness.

**Amygdala:** Limbic system structure linked to the production and regulation of emotions (e.g., aggression and fear)

**Androgyny:** Exhibiting both masculine and feminine traits; from the Greek *andro*, meaning “male,” and *gyn*, meaning “female”.

**Anorexia Nervosa:** Eating disorder characterized by a severe loss of weight resulting from self-imposed starvation and an obsessive fear of obesity.

**Antagonist Drug:** Blocks normal neurotransmitter functioning.

**Anterograde Amnesia:** Inability to form new memories after a brain injury; forward-acting amnesia.

**Antianxiety Drugs:** medications used to produce relaxation, reduce anxiety, and decrease over-arousal in the brain.

**Antidepressant Drugs:** medications used to treat depression, some anxiety disorders, and certain eating disorders (such as bulimia).

**Anti-psychotic Drugs:** Medications used to diminish or eliminate hallucinations, delusions, withdrawal, and other symptoms of psychosis; also known as neuroleptics or major tranquilizers.

**Antisocial Personality Disorder:** Profound disregard for, and violation of, the rights of others.

**Anxiety Disorder:** Overwhelming apprehension and fear accompanied by autonomic nervous system (ANS) arousal.

**Applied Research:** Research designed to solve practical problems

**Approach-Approach Conflict:** Forced choice between two or more desirable alternatives.

**Approach-Avoidance Conflict:** Forced choice between two or more alternatives of which have both desirable and undesirable results.

**Archetypes [AR=LKEH-types]:** According to Jung, the images and patterns of thoughts, feelings, and behavior that reside in the collective unconscious.

**Arousal Theory:** Organisms are motivated to achieve and maintain an optimal level of arousal.

**Assimilation:** In Piaget’s theory, absorbing new information into existing schemas.

**Association Areas:** So-called quiet areas in the cerebral cortex involved in interpreting, integrating, and acting on information processed by other parts of the brain.

**Attachment:** Strong affectional bond with special others that endures over time.

**Attitude:** Learned predisposition to respond cognitively, affectively, and behaviorally to a particular object.

**Attribution:** An explanation for the cause of behaviors or events.

**Audition:** Sense of hearing.

**Automatic Processes:** Mental activities requiring minimal attention and having little impact on other activities.

**Autonomic Nervous System (ANS):** Subdivision of the peripheral nervous system (PNS) that controls involuntary functions, such as heart rate and digestion. It is further subdivided into the sympathetic nervous system, which arouses, and the parasympathetic nervous system, which calms.

**Availability Heuristic:** Judging the likelihood of probability of an event based on how readily available other instances of the event are in memory.

**Aversion Therapy:** Pairing an aversive (unpleasant) stimulus with a maladaptive behavior.

**Avoidance-Avoidance Conflict:** Forced choice between two or more undesirable alternatives.

**Axon:** Long, tube-like structure that conveys impulses away from the neuron's cell body toward other neurons or to muscles or glands.

**Babbling:** Vowel/consonant combinations that infants begin to produce at about 4 to 6 months of age.

**Basic Anxiety:** According to Horney, the feelings of helplessness and insecurity that adults experience because as children they felt alone and isolated in a hostile environment.

**Basic Research:** Research conducted to advance scientific knowledge.

**Behavior Therapy:** Group of techniques based on learning principles used to change maladaptive behaviors.

**Behavioral Genetics:** Study of the relative effects of heredity and environment on behavior and mental processes.

**Behavioral Perspective:** Emphasizes objective, observable environmental influences on overt behavior.

**Binge Drinking:** Occurs when men consume five or more drinks and women consume four or more drinks in about 2 hours.

**Binocular cues:** Visual input from two eyes that allows perception of depth or distance.

**Biofeedback:** Involuntary bodily process (such as blood pressure or heart rate) is recorded, and the information is fed back to an organism to increase voluntary control over that bodily function.

**Biological Preparedness:** Built-in (innate) readiness to form associations between certain stimuli and responses.

**Biological Research:** Scientific studies of the brain and other parts of the nervous system.

**Biomedical Therapy:** Using biological interventions (drugs, electroconvulsive therapy, and psychosurgery) to treat psychological disorders.

**Biopsychosocial Model:** Unifying theme of modern psychology that incorporates biological, psychological, and social processes.

**Bipolar Disorder:** Repeated episodes of mania (unreasonable elation, often with hyperactivity) alternating with depression.

**Blind Spot:** Point at which the optic nerve leaves the eye; contains no receptor cells for vision -- thus creating a "blind spot."

**Borderline Personality Disorder (BPD):** Impulsivity and instability in mood, relationships, and self-image.

**Bottom-Up Processing:** Information processing beginning "at the bottom" with raw sensory data that are sent "up" to the brain for higher-level analysis; data driven processing that moves from the parts to the whole.

**Brainstem:** Area of the brain that houses parts of the hindbrain, midbrain, and forebrain, and helps regulate reflex activities critical for survival (such as heartbeat and respiration).

**Bulimia Nervosa:** Eating disorder involving the consumption of large quantities of food (bingeing), followed by vomiting, extreme exercise, and/or laxative uses (purging).

**Burnout:** State of psychological and physical exhaustion resulting from chronic exposure to high levels of stress and little personal control.

**Cannon-Bard Theory:** Arousal and our subjective experience of emotion occur simultaneously ("I'm crying and feeling sad at the same time"); in this view, all emotions are physiologically similar.

**Case Study:** In-depth study of a single research participant.

**Cell Body:** Part of the neuron containing the cell nucleus, as well as other structures that help the neuron carry out its functions; also known as the soma.

**Central Nervous System (CNS):** Brain and spinal cord.

**Cerebellum [sehr-uh-BELL-um]** Hindbrain structure responsible for coordinating fine muscle movement, balance, and some perception and cognition.

**Cerebral Cortex:** Thin surface layer on the cerebral hemispheres that regulates most complex behavior, including sensations, motor control, and higher mental processes.

**Chromosome:** Threadlike molecule of DNA (deoxyribonucleic acid) that carries genetic information.

**Chronic Pain:** Continuous or recurrent pain over a period of six months or longer.

**Chronic Stress:** State of ongoing arousal in which the parasympathetic system cannot activate the relaxation response

**Chunking:** Grouping separate pieces of information into a single unit (or chunk).

**Circadian Rhythms:** Biological changes that occur on a 24-hour cycle (circa = "about" and dies = "day")

**Classical Conditioning:** Learning that occurs when a previously neutral stimulus (NS) is paired (associated) with an unconditioned stimulus (UCS) to elicit a conditioned response (CR). (One must realize that the word *conditioning* is just another word for *learning*, and Learning is known in psychology to be a relatively permanent change in behavior or mental processes due to experience. Conditioning is a process of learning associations between environmental stimuli and behavioral responses. )

**Classical Conditioning** Learning that occurs when a previously neutral stimulus (NS) is paired (associated) with an unconditional stimulus (UCS) to elicit a conditioned response (CR)

**Unconditioned Stimulus (UCS)** Stimulus that elicits an unconditioned response (UCR) without previous conditioning.

**Neutral Stimulus (NS)** Stimulus that, before conditioning, does not naturally bring about the response of interest

**Conditioned Stimulus (CS)** Previously neutral stimulus that, through repeated pairings with an unconditioned stimulus (UCS), now causes a conditioned response (CR)

**Conditioned Response (CR)** learned reaction to a conditioned stimulus (CS) that occurs because of previous repeated pairings with an unconditioned stimulus.

**Client-Centered Therapy:** Roger's therapy emphasizing the client's natural tendency to become healthy and productive; techniques include empathy, unconditional positive regard, genuineness, and active listening.

**Cochlea:** Three-chambered, snail-shaped structure in the inner ear containing the receptors for hearing.

**Coding:** Converting sensory inputs into different sensations.

**Condition:** mental activities involved in acquiring, storing, retrieving, and using knowledge.

**Cognitive Behavior Therapy:** Combines cognitive therapy (changing faulty thinking) with behavior therapy (changing faulty behaviors)

**Cognitive Dissonance:** A feeling of discomfort resulting from a mismatch between an attitude and a behavior or between two competing attitudes.

**Cognitive Map:** Mental image of a three-dimensional space that an organism has navigated.

**Cognitive Perspective:** Focuses on thinking, perceiving, and information processing.

**Cognitive Restructuring:** Process in cognitive therapy to change destructive thoughts or inappropriate interpretation

**Cognitive Social Theory:** emphasizes the roles of thinking and social learning in behavior.

**Cognitive Therapy:** Therapy that treats problem behaviors and mental processes by focusing on faulty thought processes and beliefs.

**Collective Unconscious:** Jung's concept of a reservoir of inherited, universal experiences that all humans share.

**Collectivistic Cultures:** Needs and goals of the group are emphasized over the needs and goals of the individual.

**Comorbidity:** Co-occurrence of two or more disorders in the same person at the same time, as when a person suffers from both depression and alcoholism.

**Companionate Love:** Strong and lasting attraction characterized by trust, caring, tolerance, and friendship.

**Concept:** Mental representation of a group or category that shares similar characteristics (e.g., the concept of a river groups together the Nile, the Amazon, and the Mississippi because they share the common characteristic of being a large stream of water that empties into an ocean or lake)

**Concrete Operational Stage:** Piaget's third stage (roughly age 7 to 11); the child can perform mental operations on concrete objects and understand reversibility and conservation, but abstract thinking is not yet present.

**Conditioned Emotional Response:** (CER) Classically conditioned emotional response to a previously neutral stimulus (NS)

**Conditioned Response:** (CR) learned reaction to a conditioned stimulus (SS) that occurs because of previous repeated pairings with an unconditioned stimulus (UCS)

**Conditioned Stimulus:** (CS) Previously neutral stimulus that, through repeated pairings with an unconditioned stimulus (UCS), now causes a conditioned response (CR)

**Conditioning:** Process of learning associations between environmental stimuli and behavioral responses.

**Conduction Deafness:** Middle-ear deafness resulting from problems with transferring sound waves to the inner ear.

**Cones:** Visual receptor cells, concentrated near the center of the retinae, responsible for color vision and fine detail; most sensitive in brightly lit conditions.

**Confirmation Bias:** Preferring information that confirms preexisting positions or beliefs, while ignoring or discounting contradictory evidence.

**Conflict:** forced choice between two or more incompatible goals or impulses.

**Conformity:** changing behavior because of real or imagined group pressure.

**Conscious:** In Freudian terms, thoughts or motives that a person is currently aware of or is remembering.

**Consciousness:** An organism's awareness of its own self and surroundings.

**Conservation:** Understanding that certain physical characteristics (such as volume) remain unchanged, even when their outward appearance changes.

**Consolidation:** Process by which neural changes associated with recent learning become durable and stable.

**Constructive Processes:** Mental activities requiring focused attention that generally interfere with other ongoing activities.

**Continuous Reinforcement:** Every correct response is reinforced.

**Control Group:** Group that receives no treatment in an experiment.

**Controlled Processes:** Mental activities requiring focused attention that generally interfere with other ongoing activities.

**Conventional Level:** Kohlberg's second level of moral development, in which moral judgments are based on compliance with the rules and values of society.

**Convergency:** Binocular depth cues in which the closer the object, the more the eyes converge, or turn inward.

**Convergent Thinking:** Narrowing down a list of alternatives to converge on a single correct answer (e.g., standard academic tests generally require convergent thinking.)

**Cooing:** This is vowel-like sounds that infants produce beginning around 2 or 3 months of age.

**Corpus Callosum:** Bundle of nerve fibers connecting the brain's left and right hemispheres.

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**Correlation Coefficient:** Number indicating the strength and direction of the relationship between two variables. (p 32)

**Correlational Research:** Researcher observes or measures (without directly manipulating) two or more naturally occurring variables to find the relationships between them

**Creativity:** Ability to produce valued outcomes in a novel way.

**Critical Period:** A period of special sensitivity to specific types of learning that shapes the capacity for future development.

**Critical Thinking:** Process of objectively evaluating, comparing, analyzing, and synthesizing information.

**Cross Sectional Method:** Measures individuals of various ages at one point in time and gives information about age differences.

**Crystallized Intelligence:** Knowledge and skills gained through experience and education that tend to increase over the life span.

**Debriefing:** Informing participants after the research about the purpose of the study, the nature of the anticipated results, and any deceptions used. see page 19

**Defense mechanisms:** In Freudian theory, the ego's protective method of reducing anxiety by distorting reality.

**Deindividuation:** Reduced self-consciousness, inhibition, and personal responsibility that sometimes occur in a group, particularly when the members feel anonymous.

**Delusions:** Mistaken beliefs based on a misrepresentation of reality.

**Dendrites:** branching neuron structures that receive neural impulses from other neurons and convey impulses toward the cell body.

**Dependent Variable:** (DV) Variable that is measured: it is affected by (or dependent on) the independent variable.

**Depressants:** Drugs that act on the brain and other parts of the nervous system to decrease bodily processes and overall responsiveness.

**Depth Perception:** The ability to perceive three-dimensional space and to accurately judge distance

**Descriptive Research:** Research methods that observe and record behavior and mental processes without producing causal explanations.

**Developmental Psychology:** Study of age-related changes in behavior and mental processes from conception to death.

**Diagnostic and Statistical Manual of mental Disorders (DSM-ICV-TR):** Classification system developed by the American Psychiatric Association used to describe abnormal behaviors; the "IV-TR" indicates it is the text revision (TR) of the fourth major revision (IV)

**Diathesis-Stress Model:** suggests that people inherit a predisposition (or "diathesis") that increases their risk for mental disorders if exposed to certain extremely stressful life experiences.

**Difference Threshold:** Minimal difference needed to notice a stimulus change; also called the "just noticeable difference"

**Diffusion of Responsibility:** The dilution (or diffusion) of personal responsibility for acting by spreading it among all other group members.

**Discrimination:** negative behaviors directed at members of a group.

**Discriminative stimulus:** Cue signals when a specific response will lead to the expected reinforcement.  
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**Disengagement Theory of Aging:** Successful aging is characterized by mutual withdrawal between the elderly and society.

**Dissociative Disorder:** Amnesia, fugue, or multiple personalities resulting from a splitting apart of experience from memory or consciousness.

**Dissociative Identity Disorder:** (DID): Presence of two or more distinct personality systems in the same individual at different times; previously known as multiple personality disorder.

**Distress:** Unpleasant, objectionable stress.

**Distributed Practice:** Practice (or study) sessions are interspersed with rest periods.

**Divergent Thinking:** Thinking that produces many alternatives from a single starting point: a major element of creativity (e.g. finding as many uses as possible for a paper clip)

**Dopamine Hypothesis:** Theory that over activity of dopamine neurons may contribute to some forms of schizophrenia.

**Double Standard:** Beliefs, values, and norms that subtly encourage male sexuality and discourage female sexuality.

**Dream Analysis:** In psychoanalysis, interpreting the underlying true meaning of dreams to reveal unconscious processes.

**Drive-Reduction Theory:** Motivation begins with a physiological need (a lack or deficiency) that elicits a drive toward behavior that will satisfy the original need; once the need is met, a state of balance (homeostasis) is restored and motivation decreases.

**Drug Abuse:** Drug taking that causes emotional or physical harm to the drug user or others.

**Eclectic Approach:** Combining techniques from various theories to find the most appropriate treatment.

**Ego:** In Freud's theory, the rational part of the psyche that deals with reality by controlling the id, while also satisfying the superego: from the Latin term ego, meaning "I."

**Egocentrism:** The inability to consider another's point of view, which Piaget considered a hallmark of the preoperational stage. p 333

**Egoistic Model:** Helping that's motivated by anticipated gain – later reciprocation, increased self-esteem, or avoidance of distress and guilt. p 570

**Elaborative Rehearsal:** Linking new information to previously stored material (also known as deeper levels of processing).

**Electroconvulsive Therapy (ECT):** Biomedical therapy based on passing electrical current through the brain; used almost exclusively to treat serious depression when drug therapy does not work.

**Embryonic Period:** Second stage of prenatal development, which begins after uterine implantation and lasts through the eighth week.

**Emotion:** Subjective feeling that includes arousal (heart pounding), cognitions (thoughts, values, and expectations), and expressions (frowns, smiles, and running)

**Emotion-Focuses Coping:** Managing one's emotional reactions to a stressful situation

**Emotional Intelligence:** Goleman's term for the ability to know and manage one's emotions, empathize with others, and maintain satisfying relationships. p 432.

**Empathy:** In Rogerian terms, an insightful awareness and ability to share another's inner experience.

**Empathy-Altruism Hypothesis:** Helping because of empathy for someone in need.

**Encoding:** Processing information into memory system.

Encoding Specificity Principle

Retrieval of information is improved when conditions of recovery are similar to the conditions when information was encoded.

**Endocrine System:** Collection of glands located throughout the body that manufacture and secrete hormones into the bloodstream.

**Endorphins:** Chemical substances in the nervous system that are similar in structure and action to opiates, involved in pain, control, pleasure, and memory.

**Episodic Memory:** Subsystem of explicit/declarative memory that stores memories of personally experienced events; a mental diary of a person's life.

**Ethnocentrism:** Believing that one's culture is typical of all cultures; also, viewing one's own ethnic group (or culture) as central and "correct," and judging others according to this standard.

**Eustress:** pleasant, desirable stress

**Evolutionary/Circadian Theory:** Sleep evolved to conserve energy and as protection from predators; also serves as part of the circadian cycle

**Evolutionary Perspective:** Focuses on natural selection adaptation, and evolution of behavior and mental processes.

**Evolutionary Psychology:** Branch of psychology that studies how evolutionary processes, like natural selection and genetic mutations, affect behavior and mental processes.

**Excitement Phase:** First stage of the sexual response cycle characterized by increasing levels of arousal and increased engorgement of the genitals.

**Experiment:** Carefully controlled scientific procedure that involves manipulation of variables to determine cause and effect.

**Experimental Group:** Group that receives a treatment in an experiment,

**Experimenter Bias:** Occurs when researcher influences research results in the expected direction.

**Explicit (Declarative) Memory (Declarative) Memory:** Subsystem within long-term memory that consciously stores facts, information, and personal life experiences.

**External Locus of Control:** Believing that chance or outside forces beyond one's control determine one's fate.

**Extinction:** Repeatedly presenting the CS without the UCS, which gradually weakens the CR.

**Extrasensory Perception (ESP)** Perceptual, or "psychic," abilities that supposedly go beyond the known senses (e.g., telepathy, clairvoyance, precognition, and psychokinesis)

**Extrinsic Motivation:** Motivation based on obvious external rewards or threats of punishment.

**Facial-Feedback Hypothesis:** Movements of the facial muscles produce and/or intensify our subjective experience of emotions.

**Factor Analysis:** Statistical procedure for determining the most basic units or factors in a large array of data.

**Family Therapy:** Treatment to change maladaptive interaction patterns within a family.

**Farsightedness:** (Hyperopia) Visual acuity problem resulting from the cornea and lens focusing an image behind the retina.

**Feature Detectors:** Specialized neurons that respond only to certain sensory information.

**Fetal Alcohol Syndrome:** (FAS) Combination of birth defects, including organ deformities and mental, motor, and/or growth retardation, that results from maternal alcohol abuse.

**Fetal Period:** Third, and final, stage of prenatal development (eight weeks to birth), which is characterized by rapid weight gain in the fetus and the fine detailing of body organs and systems.

**Five-Factor Model (FFM)** Trait theory of personality that includes openness, conscientiousness, extroversion, agreeableness, and neuroticism.

**Fixed Interval (FI) Schedule:** Reinforcement occurs after a predetermined time has elapsed; the interval (time) is fixed.

**Fixed Ration (FR) Schedule:** Reinforcement occurs after a predetermined set of responses; the ration (number of amount) is fixed.

**Fluid Intelligence:** Aspects of innate intelligence, including reasoning abilities, memory, and speed of information processing, that are relatively independent of education and tend to decline as people age.

**Foot-in-the –Door Technique:** A first, small request is used as a setup for a later, larger request

**Forebrain** – Collection of upper level brain structures including the thalamus hypothalamus, limbic system, and cerebral cortex.

**Formal Operational Stage** – Piaget's fourth stage of cognitive development (around age 11 and beyond), characterized by abstract and hypothetical thinking.

**Fovea** – tiny pit in the center of the retina filled with cones; responsible for sharp vision.

**Free Association** – In psychoanalysis, reporting whatever comes to mind without monitoring its contents.

**Frequency theory** – Explains that pitch perception occurs when nerve impulses sent to the brain match the frequency of the sound wave.

**Frontal Lobes** - Two lobes at the front of the brain governing motor control, speech production, and higher functions, such as thinking personality, emotion, and memory.

**Frustration** – Unpleasant tension, anxiety, and heightened sympathetic activity resulting from a blocked goal.

**Frustration** – Aggression Hypothesis –Blocking of a desired goal (frustration) creates anger that may lead to aggression.

**Functional Fixedness** – Tendency to think of an object functioning only in its usual or customary way.

**Fundamental Attribution Error (FAE)** Attributing people's behavior to internal (dispositional) causes rather than external (situational) factors.

**Gate-Control Theory** – Theory that pain sensations are processed and altered by mechanisms within the spinal cord.

**Gender Identity** – Self-identification as being either a man or a woman.

**Gender role** – Societal expectations for “appropriate” male and female behavior.

**Gender** – Psychological and sociocultural meanings added to biological maleness or femaleness.

**Gender-Schema Theory** – Gender roles are acquired through social learning and active cognitive processing; also, children form gender schemas (mental blueprints) of “correct” behaviors for boys versus girls.

**Gene** – Segment of DNA (deoxyribonucleic acid) that occupies a specific place on a particular chromosome and carries the code for hereditary transmission.

**General Adaptation Syndrome (GAS)** - Selye's three-stage (alarm, resistance, exhaustion) reaction to chronic stress.

**Generalized Anxiety Disorder (GAD)** - Persistent, uncontrollable, and free floating nonspecific anxiety.

**Genuineness** – In Rogerian terms, authenticity or congruence; the awareness of one's true inner thoughts and feelings and being able to share them honestly with others.

**Germinal Period** – First stage of prenatal development, which begins with ovulation, conception, and implantation in the uterus (the first two weeks)

**Glial Cells** – Cells that provide structural, nutritional, and other support for the neurons, as well as communication within the nervous system; also called glia or neuroglia.;

**Goal Setting Theory** – Having specific and difficult, but attainable, goals leads to higher performance.

**Grammar** – System of rules (syntax and semantics) used to create language and communication.

**Great-Person Theory Leadership** - results from specific inherited personality traits.

**Group Polarization** - Group's movement toward either riskier or more conservative behavior, depending on the members' initial dominant tendency.

**Group Therapy** - A number of people meet together to work toward therapeutic goals.

**Groupthink** - Faculty decision making that occurs when a highly cohesive group strives for agreement and avoids inconsistent information.

**Habituation** - The brain's reduced responsiveness to unchanging stimuli.

**Hallucinations** - False, imaginary sensory perceptions that occur without external stimuli.

**Hallucinogens** – Drugs that produce sensory or perceptual distortions called hallucinations.

**Halo Error** - Tendency to rate individuals either too high or too low based on one outstanding trait

**Hardiness** – Resilient personality with strong commitment to personal goals, control over life, and viewing change as a challenge rather than a threat

**Hassles** – Small problems of daily living that accumulate and sometimes become a major source of stress

**Hawthorne Effect** - People change their behavior because of the novelty of the research situation or because they know they are being observed

**Health Psychology** – Studies how biological, psychological, and social factors interact in health and illness.

**Heritability** – Measure of the degree to which a characteristic is related to genetic, inherited factors versus the environment.

**Heuristic** – Simple rule or shortcut for problem solving that does not guarantee a solution but does narrow the alternatives

**Hierarchy of Needs** – Maslow's theory that lower motives (such as physiological and safety needs) must be met before advancing to higher needs (such as belonging and self-actualization).

**Higher-Order Conditioning** – Neutral stimulus (NS) becomes a conditioned stimulus (CS) through repeated pairings with a previously conditioned stimulus

**Hindbrain** – Collection of brain structures including the medulla, pons, and cerebellum.

**Hippocampus** – Part of the limbic system involved in forming and retrieving memories.

**HIV Positive** – Being infected by the human immunodeficiency virus (HIV)

**Homeostasis** – Body's tendency to maintain a relatively balanced and stable internal state, such as a constant internal temperature.

**Hormones** – Chemicals manufactured by endocrine glands and circulated in the bloodstream to produce bodily changes or maintain normal bodily functions.

**HPA Axis** – body's delayed stress response, involving the hypothalamus, pituitary, and adrenal cortex; also called the hypothalamic-pituitary-adrenocortical (HPA) system.

**Humanistic Perspective** – Emphasizes free will, self-actualization, and human nature as naturally positive and growth seeking.

**Humanistic Therapy** – Therapy that focuses on removing obstacles that block personal growth and potential.

**Hypnosis** – Trancelike state of heightened suggestibility, deep relaxation, and intense focus.

**Hypothalamus** – Small brain structure beneath the thalamus that helps govern drives (hunger, thirst, sex, and aggression) and hormones.

**Id** – According to Freud, the primitive, instinctive component of personality which works on the pleasure principle.

**Illusion** – False or misleading perception.

**Implicit Bias** – Hidden, automatic attitude, which may serve as a guide to behaviors independent of a person's awareness or control.

**Implicit (Nondeclarative) Memory** – Subsystem within long-term memory consisting of unconscious procedural skills and simple classically conditioned responses.

**Imprinting** – Innate form of learning within a critical period that involves attachment to the first large moving object seen.

**Incentive Theory** – Motivation results from external stimuli that “pull” the organism in certain directions.

**Independent Variable (IV)** -Variable that is manipulated to determine its causal effect on the dependent variable.

**Individualistic Cultures** – Needs and goals of the individual are emphasized over the needs and goals of the group.

**Industrial/Organizational (I/O) Psychology** – Applied field of psychology concerned with the development and application of scientific principles to the workplace.

**Inferiority Complex** – Adler's idea that feelings of inferiority develop from early childhood experiences of helplessness and incompetence.

**Informational Social Influence** – Conforming because of a need for information and direction.

**Informed Consent** – Participant's agreement to take part in a study after being told what to expect.

**Ingroup Favoritism** – Viewing member of the in group more positively than members of an outgroup.

**Inner Ear** – Cochlea, semicircular canals, and vestibular sacs, which generate neural signals sent to the brain.

**Insanity** – Legal term applied when people cannot be held responsible for their actions, or are judged incompetent to manage their own affairs, because of mental illness.

**Insight Therapies** – Variety of therapies seeking to improve psychological functioning by increasing awareness into underlying motives and improvement in thoughts, feelings, and/or behaviors.

**Insight** – Sudden understanding of a problem that implies the solution.

**Insomnia** – Persistent problems in falling asleep, staying asleep, or awakening too early.

**Instinct Theory** – Emphasizes inborn, genetic factors in motivation.

**Instinct** – Fixed response pattern that is unlearned and found in almost all members of a species.

**Instinctive Drift** – Conditioned responses shift (or drift) back toward innate response patterns.

**Intelligence** – A global capacity to think rationally, act purposefully, and deal effectively with the environment.

**Internal Locus of Control** – Believing that one controls one's own fate.

**Interpersonal Attraction** – Positive feelings toward another .

**Interpretation** – A psychoanalyst's explanation of a patient's free associations, dreams, resistance, and transference; more generally, any statement by a therapist that presents a patient's problem in a new way.

**Intrinsic Motivation** – Motivation resulting from internal, personal satisfaction from a task or activity.

**James-Lange Theory** – subjective experience of emotion results from physiological changes, rather than being their cause ("I feel sad because I'm crying"); in this view, each emotion is physiologically distinct.

**Job Analysis** – Details description of the tasks involved in a job, as well as the knowledge, skills, abilities, and other personal characteristics (KSA)'s an employee must possess to be successful on the job.

**Job Stressors** – Work-related stress, including unemployment, role conflict, and burnout.

**Just-World Phenomenon** – Tendency to believe that people generally get what they deserve

**Kinesics** – A form of nonverbal communication using gestures and body language.

**Kinesthesia** – Sensory system for detecting body posture, orientation, and movement of individual body parts.

**Laissez-Faire Leader** – Minimally involved in decision making and encourages workers to make their own decisions and manage themselves.

**Language Acquisition Device (LAD)** According to Chomsky, an innate mechanism that enables a child to analyze language and extract the basic rules of grammar.

**Language** – Form of communication using sounds and symbols combined according to specified rules.

**Latent Content** – According to Freud, a dream's unconscious, hidden meaning, which is transformed into symbols within the story line or manifest content of the dream.

## Latent Learning