Brief Contents



```
List of Vignettes xvi
Preface xvii
About the Author xxii
Supplements and Resources xxiii
             Introduction to Psychology 1
Chapter
             The Vehicle for Psychological Discovery 29
Chapter
Chapter
             Neurological and Genetic Bases of Behavior 61
             Human Development 119
Chapter
             Sensation and Perception 189
Chapter
Chapter
             Consciousness 253
             Learning 303
Chapter
             Memory 347
Chapter
             Language and Thinking 397
Chapter
Chapter 10
             Intelligence 447
             Motivation
Chapter
                         501
Chapter 12
            Personality 553
Chapter 13
             Psychological Disorders 607
Chapter 14
             Therapy 657
             Emotion, Stress, and Health 699
Chapter 16
             Understanding Social Behavior 753
Appendix A Statistical Reasoning 813
            Journey of Discovery Questions and Possible Answers
GLOSSARY 829
REFERENCES
NAME INDEX 909
SUBJECT INDEX 925
```

Table of Contents



List of Vignettes xvi Preface xvii About the Author xxii Supplements and Resources xxiii

Chapter 1

Introduction to Psychology

1.1 What Is Psychology?

- 1.1a Psychology Is the Scientific Study of Mental Processes and Behavior. 3
- 1.1b Most Psychologists Believe that There Are Lawful

Patterns of Behavior.

1.2 Early Pioneers 5

- 1.2a Wilhelm Wundt and Structuralism Examined the Structure of the Mind. 6
- 1.2b William James and Functionalism Analyzed the Functions of the Mind. 6
- 1.2c Sigmund Freud and Psychoanalysis Examined How the Unconscious Mind Shapes Behavior. 7
- 1.2d John Watson and Behaviorism Investigated Observable Behavior. 8
- 1.2e Max Wertheimer and Gestalt Psychology Studied How the Mind Organizes Stimuli into Meaningful Wholes. 9
- 1.2f Despite Discrimination, Women and Ethnic Minorities Shaped Psychology.

1.3 Contemporary Perspectives and Areas of Specialization 13

- 1.3a Psychoanalysis and Behaviorism Still Influence Theory and Research. 13
- 1.3b Humanistic Psychology and Positive Psychology Highlight Personal Growth. 14

- 1.3c Cognitive Psychology Focuses on How the Mind Organizes and Interprets Experiences. 14
- 1.3d The Neuroscience Perspective Focuses on the Nervous System. 15
- 1.3e Evolutionary Psychology Focuses on How Behavior Is Shaped by Natural 16 Selection.
- 1.3f The Sociocultural Perspective Focuses on How Behavior Is Shaped by Social and Cultural Forces. 18
- 1.3g Psychology's Subfields Tend to Have Either a Research or Application Emphasis. 21

Psychological Applications: How Did Psychological Research Influence the U.S. Supreme Court's 1954 Decision to Desegregate Schools?—24

Key Terms 25 Suggested Websites Review Questions 25

Chapter 2

The Vehicle for Psychological Discovery 29

2.1 Is Psychology Just Common Sense?

- 2.1a We Often Understand Our World Based on a "Naive" Psychology. 30
- 2.1b Scientific Methods Minimize Error and Lead to Dependable Generalizations. 33

2.2 What Is the Process

in Conducting Research? 35

- 2.2a The First Stage Involves Selecting a Topic and Reviewing Past Research. 35
- 2.2b The Second Stage Involves Developing a Theory and Hypotheses. 36
- 2.2c The Third Stage Involves Selecting a Scientific Method and Obtaining IRB Approval. 37

2.2d The Fourth Stage Involves Collecting ar	nd
Analyzing Data and Reporting Results.	4]

- 2.2e Meta-Analysis Statistically Summarizes the Findings Across Many Studies. 42
- 2.2f There Are No "Final Truths" in Science. 43

2.3 Commonly Used Scientific Methods 45

- 2.3a Description Is the Goal of Observational Research.
- 2.3b Correlational Research Analyzes the Nature of the Relationship Between Variables. 47
- 2.3c Experimental Research Determines Cause-Effect Relationships. 51

Psychological Applications: How Can You Develop Critical Thinking Skills?—55

Key Terms 56Suggested Websites 57Review Questions 57



Chapter 3

Neurological and Genetic Bases of Behavior 61

3.1 The Neuron 63

- 3.1a Neurons Are the Nervous System's Building Blocks. 63
- 3.1b A Neuron Consists of a Soma, Dendrites, and an Axon. 63
- 3.1c A Neuron Is in Either a Resting or a Firing State. 65
- 3.1d Neurons Communicate with One Another by Releasing Chemicals. 67

3.2 Neural and Hormonal Systems 71

- 3.2a The Peripheral Nervous System Connects the Brain and Spinal Cord with Body Organs and Tissues. 71
- 3.2b The Spinal Cord Connects the Peripheral Nervous System to the Brain. 74
- 3.2c The Endocrine System Communicates by Secreting Hormones. 75

3.3 The Brain 78

3.3a Modern Technology Measures the Brain's Electrical Activity, Structure, Blood Flow, and Chemistry. 79

- 3.3b Three Major Brain Regions Are the Hindbrain, Midbrain, and Forebrain. 82
- 3.3c The Cerebral Cortex Is the Crowning Achievement of Human Evolution. 85
- 3.3d The Cerebral Cortex Consists of Specialized Regions, or "Lobes." 88
- 3.3e The Right and Left Cerebral Hemispheres Function Differently. 90
- 3.3f The Brain Can Alter Its
 Neural Connections. 95
- 3.3g The Blood-Brain Barrier Protects the Brain from Toxins. 99

3.4 Genetic Influences on Behavior 101

- 3.4a The Basic Biochemical Unit of Inheritance Is the Gene. 102
- 3.4b Both Heredity and Environment Influence Physical and Behavioral Traits. 104
- 3.4c Molecular Genetics Seeks to Identify Specific Genes that Influence Behavior. 104
- 3.4d Controversies Surround Genetic Explanations of Certain Sex and Race Differences. 107

Psychological Applications: Are the Brains of Right- and Left-Handed People Organized Differently?—112

Key Terms 114 Suggested Websites 114 Review Questions 115

Chapter 4

Human Development 119

4.1 Physical and Prenatal Development 120

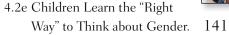
- 4.1a Prenatal Development Occurs in Three Stages. 120
- 4.1b The Fetus Can Be Harmed by Parental and Environmental Factors. 121
- 4.1c Neurons in an Infant's Brain Compete for Survival. 124
- 4.1d Physical Growth and Motor Development Occur Hand in Hand. 125

4.2 Social Development 130

- 4.2a Attachment Is a Basic Need. 130
- 4.2b Parental Responsiveness, Initial Temperament, and Culture Shape Attachment Style. 133

Psychology **vii**

- 4.2c Children Can Handle
 Parental Separation under
 Certain Conditions. 135
- 4.2d Self-Concept Is the Primary Social Achievement of Childhood. 136



4.2f Erikson Developed a Stage Model of Social Development. 145

4.3 Cognitive Development 149

- 4.3a Piaget's Theory of Cognitive Development Has Four Distinct Stages. 149
- 4.3b Some of Piaget's Conclusions about Children's Mental Capabilities Are Incorrect. 154
- 4.3c Vygotsky's Theory of Cognitive Development Stresses Instruction and Guidance. 155
- 4.3d There Are Age-Related Differences in How Information Is Organized and Manipulated. 156
- 4.3e Children Differ in Their Ability to Exercise Self-Control. 157

4.4 Moral Development 159

- 4.4a Kohlberg Identified Three Levels of Moral Development. 159
- 4.4b Culture Shapes Moral Reasoning. 160

4.5 Adolescence and Emerging Adulthood 162

- 4.5a Adolescence and Emerging Adulthood Are Not Universal Life Stages. 162
- 4.5b Puberty Signals Important Physical Changes and New Neural Wiring. 164
- 4.5c Some Teenagers Experience Heightened Self-Consciousness. 166
- 4.5d Ethnic Identity Development Can Short-Circuit the Negative Effects of Prejudice. 167
- 4.5e Today's Emerging Adults Are Members of "Generation Next." 168

4.6 Adulthood 169

- 4.6a Friendship Is an Important Emotional Bond Throughout Life. 169
- 4.6b Parenting and Job Responsibilities Can Conflict. 171
- 4.6c Most Adults Do Not Experience a Midlife Crisis. 173
- 4.6d The Body Begins a Slow Process of Physical Decline After Early Adulthood. 173

4.6e Cultural Views of Aging Differ. 176

- 4.6f Intimate Relationships Both Endure and Change in Later Life. 177
- 4.6g Certain Intellectual Abilities Increase While Others Decrease as We Age. 178
- 4.6h People Differ in How They Cope with Dying. 180

Psychological Aapplications: Using Effective

Tutoring Strategies to Facilitate Cognitive Development—183

Key Terms 184 Suggested Websites 185 Review Questions 185

Chapter 5

Sensation and Perception 189

5.1 Basic Principles of Sensation 191

- 5.1a Our Sensory Receptors Convert Energy from Stimuli into Neural Impulses. 192
- 5.1b Our Senses Vary in Their Sensitivity Thresholds. 193
- 5.1c Our Sensory Receptors Adapt to Unchanging Stimuli. 195

5.2 Vision 196

- 5.2a We See Only a Narrow Band of Electromagnetic Radiation. 196
- 5.2b Light Passes Through the Cornea, Pupil, and Lens Before Focusing on the Retina. 197
- 5.2c Visual Information Is Transmitted to Both Brain Hemispheres. 201
- 5.2d Colors Are Created in Our Visual System. 203
- 5.2e Both Trichromatic Theory and Opponent-Process Theory Explain Color Vision. 204

5.3 Hearing 208

- 5.3a Sound Waves Are the Stimuli for Hearing. 208
- 5.3b The Auditory System Consists of the Outer Ear, Middle Ear, and Inner Ear. 210
- 5.3c Different Theories Explain Different Aspects of Pitch Perception. 212
- 5.3d There Are Two General Types of Hearing Impairment. 213

5.4 Other Senses 215

- 5.4a Smell and Taste Represent "Far" and "Near" Chemical Senses. 215
- 5.4b Touch Is Determined by the Skin Senses:



Pressure, Temperature, and Pain. 219

- 5.4c The Proprioceptive Senses Detect Body Movement and Location. 226
- 5.4d Certain Rare Individuals Experience Sensory "Crossovers." 227

5.5 Perception 229

- 5.5a Sensory Stimuli Are Organized into a Gestalt. 229
- 5.5b Perceptual Sets Shape Interpretations of Sensory Stimuli. 234
- 5.5c Perceptual Illusions Represent a Misperception of Physical Reality. 236
- 5.5d Certain Aspects of Perception Are Innate, and Others Are Learned. 242
- 5.5e There Is Little Scientific Evidence in Support of Extrasensory Perception. 244

Psychological Applications: Can You Improve Your Memory and Self-Esteem Through Subliminal Persuasion?—247

Key Terms 249 Suggested Websites 249 Review Questions 249

Chapter 6

Consciousness 253

6.1 The Nature of Consciousness 254

- 6.1a Consciousness Is Subjective, Selective, Divided, Continuous, Changing, and Consists of Many Levels. 254
- 6.1b Consciousness May Provide Us with Survival Advantages. 259

6.2 Sleep 259

- 6.2a Daily Body Rhythms Regulate Our Activities. 260
- 6.2b There Are Distinct Stages of Sleep. 262

- 6.2c Sleep Habits Vary Individually, Culturally, and Historically. 267
- 6.2d Dreaming Often Occurs During REM Sleep. 269
- 6.2e No Consensus Exists on the Cause or Meaning of Dreams. 271

6.3 Other Altered States of Consciousness 276

- 6.3a Hypnosis Has Been Practiced for Thousands of Years. 276
- 6.3b Some Psychologists Doubt that Hypnosis Is an Altered State. 279
- 6.3c Meditation Provides Relaxation and Reduces Arousal. 280
- 6.3d Intense Religious Experiences Often Involve Altered States. 281
- 6.3e Psychoactive Drug Use Can Lead to Dependence. 284
- 6.3f Depressants Slow Body Functions and Induce Relaxation. 285
- 6.3g Stimulants Speed Up Body Functions. 287
- 6.3h Hallucinogens Induce Profoundly Altered States. 291
- 6.3i Biological and Sociocultural Factors Influence Drug Use. 294

Psychological Applications: How Can You Deal with Sleep Disorders?—297

Key Terms 299
Suggested Websites 299
Review Questions 300

Chapter 7

Learning 303

7.1 Classical Conditioning 30

- 7.1a Pavlov Stumbled upon Classical Conditioning. 305
- 7.1b Classical Conditioning Helps Animals Learn to Predict Events. 308
- 7.1c Following Acquisition, Other Stimuli Can Produce the Conditioned Response. 311
- 7.1d Animals Differ in What Responses Can Be Classically Conditioned. 314

Psychology ix

7.2 Operant Conditioning 318

- 7.2a Operant Behavior Is Largely Voluntary, Goal Directed, and Controlled by Consequences. 318
- 7.2b Reinforcement Increases the Probability of Behavior. 319
- 7.2c Punishment Decreases the Probability of Behavior. 323
- 7.2d Different Reinforcement Schedules Lead to Different Learning and Performance Rates. 325
- 7.2e Accidental Reinforcement Can Cause Superstitious Behavior. 328
- 7.2f Shaping Reinforces Closer Approximations to Desired Behavior. 329
- 7.2g Operant Conditioning Theory Overlooks Genetic and Cognitive Influences. 330

7.3 Observational Learning 333

- 7.3a Learning Often Occurs by Observing Others' Behavior. 334
- 7.3b Mirror Neurons Play a Role in Observational Learning. 335
- 7.3c We Often Learn Aggressive Behavior Through Observation. 336
- 7.3d Positive Social Modeling Weakens the Influence of Aggressive Models. 338

Psychological Applications: Learning

How to Exercise Self-Control in Your Academic and Personal Life—340

Key Terms 341 Suggested Websites 342 Review Questions 342



Chapter 8

Memory 347

8.1 The Nature of Memory 349

- 8.1a Computer Information Processing Has Been a Useful Model for Human Memory. 349
- 8.1b Sensory Memory Preserves Detailed Sensory Information for a Few Moments. 353
- 8.1c Short-Term Memory Is a "Working Memory" System. 354

8.1d There Are Two Types of Memory Rehearsal. 356

8.2 What Constitutes Long-Term Memory? 359

- $8.2a\ Long\text{-}Term\ Memories\ Can\ Be\ Explicit\ or$ $Implicit.\quad 360$
- 8.2b Some Information in Long-Term Memory Is Organized into Networks. 363
- 8.2c Information in Long-Term Memory Can Be Organized Around Schemas. 365
- 8.2d Information in Long-Term Memory Is Encoded at Deeper or Shallower Levels. 369
- 8.2e Memory May Involve Parallel Processing of Neural Units. 370

8.3 How Do We Retrieve Information from Memory? 371

- 8.3a Memory Retrieval Varies in Difficulty. 372
- 8.3b Sometimes Retrieval Is Temporarily Interrupted. 373
- 8.3c Retrieval Cues Trigger Stored Memories. 374
- 8.3d Source Confusion Can Create Memory Illusions. 375
- 8.3e Memories Are Often Sketchy Reconstructions of the Past. 376
- 8.3f Flashbulb Memories Are Often Inaccurate. 377

8.4 How Does Forgetting Occur? 379

- 8.4a Most Forgetting Occurs Soon After Learning. 379
- 8.4b Forgetting Often Occurs Due to Interference. 380
- $8.4c \ Absent mindedness \ Is \ a \ Common \ Cause \ of \\ Forgetting. \quad 382$
- 8.4d We Are Sometimes Motivated to Forget. 382

8.5 What Is the Biological Basis for Memories? 385

- 8.5a Long-Term Potentiation May Be the Neural Basis for Memory. 385
- 8.5b Several Brain Regions Are Involved in Memory Formation and Storage. 386

Psychological Applications: Improving

Everyday Memory—389

Key Terms 392

Suggested Websites 392

Review Questions 393

Chapter 9

Language and Thinking 397

9.1 Language 398

- 9.1a Language Evolution Had Social and Cognitive Advantages.
 399
- 9.1b Language Capabilities May Not Be Unique to Humans. 402
- 9.1c Human Languages Have a Hierarchical Structure. 406
- 9.1d Infants Appear to Be Born Prepared to Learn Language. 408
- 9.1e Language Development Occurs in Distinct Stages. 411
- 9.1f Language Can Influence Thought. 414
- 9.1g Cultural Thinking Shapes Language Styles. 415
- 9.1h We Also Communicate Nonverbally. 418
- 9.1i Gossiping Can Convey Valuable Information. 422

9.2 Thinking 424

- 9.2a Concept Formation Is a Basic Element of Cognition. 424
- 9.2b We Employ a Number of Problem-Solving Strategies. 426
- 9.2c Internal Obstacles Can Impede Problem-Solving. 428
- 9.2d Decision-Making Involves EvaluatingAlternatives and Making Choices. 432
- 9.2e Heuristics Allow for Quick Decision-Making. 435
- 9.2f Computers with Artificial Intelligence Simulate Human Thinking. 437

Psychological Applications:

How Can You Change Your Language Style to Become a More Persuasive Speaker?—440

Key Terms 441 Suggested Websites 442 Review Questions 442



Chapter 10

Intelligence 447

10.1 Measuring Intelligence 448

- 10.1a Early Intelligence Testing Was Shaped by Racial and Cultural Stereotypes. 449
- 10.1b Modern Tests of Mental Abilities MeasureEither Aptitude or Achievement. 451
- 10.1c Psychological Tests Must Be Standardized, Reliable, and Valid. 454
- 10.1d Intelligence Tests Are Not "Culture Free." 458

10.2 Intelligence: One Thing or Many? 460

- 10.2a Early Studies Had Conflicting Conclusions About General Intelligence. 461
- 10.2b Cattell Distinguished Between Crystallized and Fluid Intelligence. 462
- 10.2c Gardner's Theory of Multiple Intelligences
 Broadens the Concept of Intelligence. 464
- 10.2d Sternberg's Triarchic Theory Identifies ThreeSets of Mental Abilities. 466
- 10.2e Creativity Often Involves Divergent Thinking. 468
- 10.2f Emotional Intelligence Fosters Success and Happiness in Life. 472

10.3 The Dynamics of Intelligence 474

- 10.3a Neuroscientists Try to Link Differences in Intelligence to Dissimilarities in People's Brains. 474
- 10.3b Intelligence Becomes More Stable with Age, but It Is Far from Fixed. 476
- 10.3c The "Challenged" and the "Gifted" Are the Two Extremes of Intelligence. 478

10.4 Hereditary and Environmental Influences on Intelligence 481

- 10.4a Twin and Adoption Studies Indicate That Both Genes and Environment Influence Intelligence. 481
- 10.4b There Are Group Differences in IQ Scores. 483
- 10.4c Genetic Explanations of Group IQ Score Differences Remain Highly Controversial. 486
- 10.4d Cultural and Social Psychological Factors MayExplain Group IQ Differences. 488

Psychology **xi**

Psychological Applications: Can Your Intellectual Ability and Potential Be Shaped by Self-Fulfilling Prophecies?—494 Key Terms 496 Suggested Websites 496 Review Questions 496	 11.3b Traditional Sexual Scripts Foster Acquaintance Rape. 527 11.3c Sex and Love May Be More Fused for Women than for Men. 528 11.3d The Sexual Response Cycle Is Very Similar in Men and Women. 531 11.3e Sexual Orientation Is a Continuum. 532 11.3f Biology Plays a Substantial Role in Determining Sexual Orientation. 538
Chapter 11	11.4 Belongingness and Achievement Motivation 540
Motivation 501	11.4a People Differ in Their Need to Seek the
11.1 The Motivational Process 502 11.1a Motivation Is a Dynamic Process. 503	Company of Others. 541 11.4b Individuals Differ in Their Need for Achievement. 543
11.1b Genes May Shape Our Motivation. 503 11.1c We Are Sometimes Motivated to Reduce Arousal. 504 11.1d We Are Sometimes Motivated to	Psychological Applications: What Inhibits Condon Use Among College Students?—547 Key Terms 548 Suggested Websites 548 Review Questions 548 Chapter 12
Maintain an Optimal Level of Arousal. 505	Personality 553
 11.1e Incentive Theory Examines How External Factors Motivate Behavior. 506 11.1f Rewards Can Undermine Intrinsic Motivation. 507 11.1g Maslow Proposed that Needs Are Organized in a Hierarchy. 508 	 12.1 The Nature of Personality 555 12.1a Consistency and Distinctiveness Define Personality. 555 12.1b Culture and Evolutionary Processes Shape Personality. 556
 11.2 Hunger and Eating 510 11.2a Various Biological Mechanisms Control Hunger and Eating. 511 11.2b Situational and Social Factors Also Control Hunger and Eating. 512 11.2c The Body May Be "Set" to Maintain Weight Within a Limited Range. 514 11.2d Friends and Family Influence Body Weight. 516 11.2e Obesity and Eating Disorders Are Shaped by Internal and External Forces. 517 	 12.2 The Psychoanalytic Perspective 557 12.2a Psychoanalytic Theory Asserts that the Unconscious Controls Behavior. 557 12.2b Freud Divided Personality into the Id, the Ego, and the Superego. 559 12.2c Personality Development Occurs in Psychosexual Stages. 560 12.2d Defense Mechanisms Reduce or Redirect Unconsciously Caused Anxiety. 562 12.2e There Are Many Variations of Psychoanalytic Theory. 564
11.3 Sexual Motivation 524 11.3a Men Seek Greater Sexual Variety than Do	12.3 The Humanistic Perspective 568 12.3a Rogers's Person-Centered Theory Emphasizes
11.5a Men occa Ofcater octuar vallety tildii DU	

Women. 525

Self-Realization. 568

12.3b	Maslow's Self-Actualiza	ation Theory Stresses
	Maximizing Potential.	569

12.3c The Humanistic Perspective Has BeenCriticized as Being Overly Optimistic. 569

12.4 The Trait Perspective 570

- 12.4a Trait Theories Describe Basic Personality Dimensions. 570
- 12.4b Factor Analysis Is Used to Identify Personality Traits. 571
- 12.4c The Five-Factor Model Specifies Five Basic Traits. 573
- 12.4d Positive Psychologists Identify Personality
 Traits that Are Character Strengths. 578
- 12.4e Critics Challenge Whether Traits Reliably Predict Behavior. 580

12.5 The Social Cognitive Perspective 582

- 12.5a Personality Is Shaped by the Interaction of People's Cognitions, Behavior, and Environment. 583
- 12.5b Life Experiences Foster Beliefs about Either Control or Helplessness. 584
- 12.5c Social Cognitive Psychologists Have Extensively Studied the Self. 586
- 12.5d The Social Cognitive Perspective Has Difficulty Explaining Nonrational Behavior. 588

12.6 Measuring Personality 590

- 12.6a Projective Tests Indirectly Measure Inner Feelings, Motives, and Conflicts. 590
- 12.6b Objective Tests Ask Direct Questions about a Person's Thoughts, Feelings, and Behavior. 592

12.7 The Biological Basis of Personality 595

- 12.7a Personality Is Shaped by Nervous System Arousal and Specific Brain Activity. 596
- 12.7b Both Genetic and Environmental FactorsShape Personality. 597

Psychological Applications: Do You Have a Chameleon-Like Personality?—599

Key Terms 601 Suggested Websites 602 Review Questions 602

Chapter 13

Psychological Disorders 607

13.1 How Should We Define and Explain Psychological Disorders? 609



- 13.1a The Medical Model Proposes That Psychological Disorders Are Like Diseases. 609
- 13.1b Psychological Disorders Involve AtypicalBehavior That Causes Personal Distress orSocial Impairment. 609
- 13.1c Psychologists Rely on Different Theories to Explain Mental Illness. 612

13.2 How Should We Classify Psychological Disorders? 616

- 13.2a Using Diagnostic Labels Has Both Risks and Benefits. 616
- 13.2b The *DSM-5* Is the Most Widely Used Classification Scheme for Psychological Disorders. 619

13.3 The Major Classes of Disorders Identified by the *DSM*-5 620

- 13.3a Anxiety Disorders Are Characterized by Distressing, Persistent Anxiety. 620
- 13.3b Obsessive-Compulsive and Related Disorders Involve Distressing Thoughts and Strong Urges. 626
- 13.3c Trauma- and Stressor-Related DisordersInvolve Difficulties Caused by Adverse LifeEvents. 628
- 13.3d Somatic Symptom Disorders Involve Physical Complaints Without Physical Causes. 630
- 13.3e Dissociative Disorders Involve a Loss of Contact with Portions of One's Consciousness or Memory. 633
- 13.3f Depressive and Bipolar Disorders Involve Emotional Extremes. 635
- 13.3g Schizophrenia Involves Disturbances in AlmostAll Areas of Psychological Functioning. 643
- 13.3h Personality Disorders Involve SignificantImpairments in Personality Functioning. 647

Psychology **xiii**

Psychological Applications: Some Important Facts About Suicide—651

Key Terms 652

Suggested Websites 652

Review Questions 653

Chapter 14

Therapy 657

14.1 Who Offers Therapies for Psychological Disorders? 658

14.1a There Are Both Psychological and Biomedical Therapies. 659

14.1b Three Primary Mental Health Professions Provide Therapy. 659

14.2 Psychodynamic Therapies 661

14.2a Psychoanalysis Laid the Groundwork for Psychodynamic Therapies. 661

14.2b Free Association Is the Primary Psychodynamic Technique. 662

14.2c Psychodynamic Therapy Is Lengthy and Expensive. 663

14.3 Behavior Therapies 664

14.3a Some Behavior Therapies Rely upon Classical Conditioning. 664

14.3b Operant Conditioning Is Used in Token Economies. 668

14.3c Observational Learning Is Used in Modeling and Social Skills Training. 668

14.4 Cognitive Therapies 670

14.4a Rational-Emotive Behavior Therapy ConfrontsClients' Irrational Assumptions. 670

14.4b Cognitive-Behavior Therapy Focuses on Emotional Problems. 671

14.5 Humanistic Therapies 672

14.5a Client-Centered Therapy Focuses on Clients'Conscious Self-Perceptions. 673

14.5b Gestalt Therapy Encourages Clients to Get inTouch with Their Feelings. 674

14.5c Existential Therapy Helps Clients Deal with the Fundamental Problems of Existence. 675

14.6 Other Forms of Psychotherapy 677

14.6a Child Therapies Use Techniques Designed for Younger Minds. 677

14.6b Group Therapy Involves Clients CollectivelyDiscussing Their Problems with a Therapist. 677

14.6c Family and Couples Therapies Try to ChangeDysfunctional Interaction Patterns. 678

14.6d Therapy Is Sometimes Offered Through the Internet. 680

14.7 Biomedical Therapies 681

14.7a Antipsychotic Drugs Affect Dopamine Neurotransmitters. 682

14.7b Antidepressant Drugs Affect Serotonin and Norepinephrine Neurotransmitters. 682

14.7c Antianxiety Drugs Are the Most Widely Used Legal Drugs. 683

14.7d Electroconvulsive Therapy Is Sometimes Used to Treat Depression. 684

14.7e Psychosurgery Removes Portions of the Brain. 685

14.7f Electrodes Implanted in the Brain Provide Deep Brain Stimulation. 686

14.8 Economic and Social Trends in Mental Health Treatment 687

14.8a Managed Health Care Involves a Trade-Off in Treating Psychological Disorders. 687

14.8b Efforts to Document Treatment EffectivenessAre Increasing. 688

14.8c Minorities Underutilize Therapeutic Services. 690

Psychological Applications: How Do You Select a Psychotherapist?—692

Key Terms 693

Suggested Websites 693

Review Questions 694

Chapter 15

Emotion, Stress, and Health 699



15.1 The Expression and Experience of Emotions 700 15.1a Emotions Facilitate Survival. 701

15.1b Gender C	an Shape	the Social	Meaning	of
Emotion.	704			

- 15.1c Emotions Result in Bodily Responses. 705
- 15.1d Two Theories Dispute Whether Physiological Responses Precede Emotions. 708
- 15.1e Specific Brain Regions Coordinate Emotional Responses. 710
- 15.1f The Two-Factor Theory Emphasizes the Role of Cognition in Emotions. 712

15.2 What Causes and Moderates Stress? 715

- 15.2a Stressors Can Be Positive or Negative, as Well as Large or Small. 716
- 15.2b Selye Viewed Stress as a Specific Set of Responses to Demands. 719
- 15.2c "Fight-or-Flight" Is Not the Only Stress Response. 721
- 15.2d Psychophysiological Illnesses Are Stress Related. 722
- 15.2e Cognitive Appraisal Is an Important Part of the Stress Response. 725
- 15.2f Predictability and Control Can Moderate the Stress Response. 728
- 15.2g Hostile People Are Very Reactive to Stressors. 730
- 15.2h Pessimism Is Associated with Stress and Illness. 733

15.3 What Promotes Health and Happiness? 736

- 15.3a Aerobic Exercise Can Increase Both Physical and Mental Health. 736
- 15.3b Relaxation Training Is Effective in Reducing Stress and Improving Health. 737
- 15.3c Social Support Has Therapeutic Effects. 738
- 15.3d Gender Influences Social Support in Romantic Relationships. 740
- 15.3e Religion and Spirituality Can Positively

Influence Health and Longevity. 741

15.3f Genetics and Culture Both Influence Happiness. 743

Psychological Applications:

How Can You Manage Your Emotions and Control Test Anxiety?—747



Key Terms 748 Suggested Websites 748 Review Questions 748

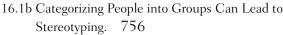
Chapter 16

Understanding Social Behavior 753

16.1 Social

Perception 755

16.1a The First Step in
Impression Formation
Is Categorizing People
into Groups. 755



- 16.1c There Is a Physical Attractiveness Stereotype 757
- 16.1d Prejudice Is an Attitude and Discrimination Is an Action. 761
- 16.1e Explaining People's Behavior Hinges on Either Internal or External Attributions. 769

16.2 Attitudes 773

- 16.2a Two Common Attitude Shapers Are Repeated Exposure and Conditioning. 773
- 16.2b People Take One of Two Cognitive Routes in Processing Persuasive Messages. 774
- 16.2c The Need for Cognitive Consistency Can Lead to Attitude Change. 774

16.3 Social Influence 778

- 16.3a Asch's Research Demonstrates the Power of Conformity Pressure. 778
- 16.3b Compliance Is Influenced by Mood, Reciprocity, and Reason-Giving. 780
- 16.3c Milgram Discovered That Destructive Obedience Is Common. 781
- 16.3d Recent Studies Partially Replicated Milgram's Findings. 784

16.4 Hurting and Helping Others 786

16.4a Aggression Involves the Intention to Harm. 786



Psychology XV

16.4b There Are Gender Differences in Styles of
Aggression. 787
16.4c Aggressive Impulses Can Be Modified by
Higher-Order Thinking. 789

16.4d Helping Others Is Largely a Learned Response. 792

16.4e Deciding to Help Often Involves a Series of Decisions. 794

16.4f Being Helpful Can Benefit Your Own Well-Being. 797

16.5 Interpersonal Attraction and Love 799

16.5a Proximity and Similarity Often Lead to Attraction. 800

16.5b Romantic Love Consists of Both Passionate and Companionate Love. 801

16.5c The Relationship Between Love and Marriage Differs Across Cultures. 802

16.5d Social Disapproval of One's Partner HarmsRelationship Stability. 803

16.5e Being Playful Fosters Relationship Satisfaction. 804

16.5f People Use Four Strategies to Handle Relationship Conflict. 805

Psychological Applications: Can the Internet Influence Voting Behavior?—808

Key Terms 809 Suggested Websites 809 Review Questions 810

Appendix A:

Statistical Reasoning 813

Key Terms 816

Appendix B:

Journey of Discovery Questions and Possible Answers 817

GLOSSARY 829 REFERENCES 851 NAME INDEX 909 SUBJECT INDEX 925