

Brief Contents



List of Vignettes xv

Preface xvii

About the Author xxii

Supplements and Resources xxiii

Chapter	1	<i>Psychology as a Science</i>	1
Chapter	2	<i>Neurological and Genetic Bases of Behavior</i>	41
Chapter	3	<i>Human Development</i>	93
Chapter	4	<i>Sensation and Perception</i>	153
Chapter	5	<i>Consciousness</i>	207
Chapter	6	<i>Learning</i>	253
Chapter	7	<i>Memory</i>	293
Chapter	8	<i>Language, Thinking, and Intelligence</i>	339
Chapter	9	<i>Motivation</i>	403
Chapter	10	<i>Personality</i>	447
Chapter	11	<i>Psychological Disorders</i>	497
Chapter	12	<i>Therapy</i>	541
Chapter	13	<i>Emotion, Stress, and Health</i>	573
Chapter	14	<i>Understanding Social Behavior</i>	623
Appendix		<i>Journey of Discovery Questions and Possible Answers</i>	669
GLOSSARY			679
REFERENCES			699
NAME INDEX			745
SUBJECT INDEX			759

Table of Contents



List of Vignettes xv

Preface xvii

About the Author xxii

Supplements and Resources xxiii

Chapter 1

Psychology as a Science 1

1.1 What Is Psychology? 3

- 1.1a Psychology Is the Scientific Study of Mental Processes and Behavior. 3
- 1.1b Early Pioneers Established Paths for Later Discoveries. 4
- 1.1c Women and Ethnic Minorities Faced Discrimination as Pioneers in Psychology. 5



1.2 Contemporary Perspectives and Areas of Specialization 7

- 1.2a The Psychoanalytic and Behaviorist Perspectives Still Influence Theory and Research. 7
- 1.2b Humanistic Psychology and Positive Psychology Highlight Personal Growth. 8
- 1.2c Cognitive Psychology Focuses on How the Mind Organizes and Interprets Experiences. 8
- 1.2d The Neuroscience Perspective Focuses on the Nervous System. 9
- 1.2e Evolutionary Psychology Studies How Behavior Is Shaped by Natural Selection. 9
- 1.2f The Sociocultural Perspective Studies How Behavior Is Shaped by Social and Cultural Forces. 11
- 1.2g Psychology's Subfields Tend to Have Either a Research or Application Emphasis. 14

1.3 Scientific Methods in Psychology 16

- 1.3a Scientific Methods Minimize Error and Lead to Dependable Generalizations. 16
- 1.3b The Research Process Unfolds in a Series of Stages. 17

- 1.3c Description Is the Goal of Observational Research. 23
- 1.3d Correlational Research Is Used to Analyze the Nature of the Relationship Between Variables. 24
- 1.3e Experimental Research Determines Cause-Effect Relationships. 29
- 1.3f There Are No "Final Truths" in Science. 31

Psychological Applications: How Can You Develop Critical Thinking Skills?—34

Suggested Websites 35

Key Terms 36

Review Questions 36

Chapter 2

Neurological and Genetic Bases of Behavior 41

2.1 The Neuron 43

- 2.1a Neurons Are the Nervous System's Building Blocks. 43
- 2.1b A Neuron Consists of a Soma, Dendrites, and an Axon. 43
- 2.1c A Neuron Is in Either a Resting or a Firing State. 45
- 2.1d Neurons Communicate with One Another by Releasing Chemicals. 47

2.2 Neural and Hormonal Systems 51

- 2.2a The Peripheral Nervous System Connects the Brain and Spinal Cord with Body Organs and Tissues. 51
- 2.2b The Spinal Cord Connects the Peripheral Nervous System to the Brain. 52
- 2.2c The Endocrine System Communicates by Secreting Hormones. 54

2.3 The Brain 57

- 2.3a Modern Technology Measures the Brain's Electrical Activity, Structure, Blood Flow, and Chemistry. 57
- 2.3b Three Major Brain Regions Are the Hindbrain, Midbrain, and Forebrain. 60
- 2.3c The Cerebral Cortex Is the Crowning Achievement of Human Evolution. 64
- 2.3d The Cerebral Cortex Consists of Specialized Regions, or Lobes. 65
- 2.3e The Right and Left Cerebral Hemispheres Function Differently. 68
- 2.3f There May Be Sex Differences in Hemispheric Organization. 71
- 2.3g Left-Brain and Right-Brain Descriptors of People Are Too Simplistic. 73
- 2.3h The Brain Can Alter Its Neural Connections. 73

**2.4 Genetic Influences on Behavior 77**

- 2.4a The Basic Biochemical Unit of Inheritance Is the Gene. 77
- 2.4b Both Heredity and Environment Can Influence Physical and Behavioral Traits. 79
- 2.4c Molecular Genetics Seeks to Identify Specific Genes That Influence Behavior. 80
- 2.4d Controversies Surround Genetic Explanations of Certain Sex and Race Differences. 83

Psychological Applications: If You Are Left-Handed, Is Your Brain Organized Differently from That of a Right-Hander?—87

Suggested Websites 89

Key Terms 89

Review Questions 90

Chapter 3**Human Development 93****3.1 Physical and Prenatal Development 94**

- 3.1a Prenatal Development Occurs in Three Stages. 94

- 3.1b The Fetus Can Be Harmed by Parental and Environmental Factors. 96
- 3.1c Neurons in an Infant's Brain Compete for Survival. 98
- 3.1d Physical Growth and Motor Development Occur Hand in Hand. 99

3.2 Social Development 103

- 3.2a Attachment Is a Basic Need. 104
- 3.2b Parental Responsiveness, Initial Temperament, and Culture Shape Attachment Style. 106
- 3.2c Children Can Handle Parental Separation under Certain Conditions. 107
- 3.2d Self-Concept Is the Primary Social Achievement of Childhood. 109
- 3.2e Children Learn the "Right Way" to Think about Gender. 114
- 3.2f Erikson Developed a Stage Model of Social Development. 116

3.3 Cognitive Development 119

- 3.3a Piaget's Theory of Cognitive Development Has Four Distinct Stages. 119
- 3.3b Some of Piaget's Conclusions about Children's Mental Capabilities Are Incorrect. 124
- 3.3c Vygotsky's Theory of Cognitive Development Stresses Instruction and Guidance. 124
- 3.3d There Are Age-Related Differences in How Information Is Organized and Manipulated. 126
- 3.3e Children Differ in Their Ability to Exercise Self-Control. 126

3.4 Moral Development 128

- 3.4a Kohlberg Identified Three Levels of Moral Development. 128
- 3.4b Culture Shapes Moral Reasoning. 129

3.5 Adolescence and Emerging Adulthood 131

- 3.5a Adolescence and Emerging Adulthood Are Not Universal Life Stages. 131
- 3.5b Puberty Signals Important Physical Changes and New Neural Wiring. 132
- 3.5c Some Teenagers Experience Heightened Self-Consciousness. 134
- 3.5d Ethnic Identity Development Can Short-Circuit Negative Effects of Prejudice. 135

3.6 Adulthood 136

- 3.6a Friendship Is an Important Emotional Bond Throughout Life. 137

- 3.6b Parenting and Job Responsibilities Can Conflict. 138
- 3.6c Most Adults Do Not Experience a Midlife Crisis. 139
- 3.6d The Body Begins a Slow Process of Physical Decline after Early Adulthood. 140
- 3.6e Certain Intellectual Abilities Increase While Others Decrease as We Age. 142
- 3.6f People Differ in How They Cope with Dying. 144

Psychological Applications: Using Effective Tutoring Strategies to Facilitate Cognitive Development—147

Suggested **Websites** 148

Key **Terms** 149

Review **Questions** 149



Chapter 4

Sensation and Perception 153

4.1 Basic Principles of Sensation 155

- 4.1a Our Sensory Receptors Convert Energy from Stimuli into Neural Impulses. 155
- 4.1b Our Senses Vary in Their Sensitivity Thresholds. 156
- 4.1c Our Sensory Receptors Adapt to Unchanging Stimuli. 158

4.2 Vision 159

- 4.2a We See Only a Narrow Band of Electromagnetic Radiation. 159
- 4.2b Light Passes Through the Cornea, Pupil, and Lens Before Focusing on the Retina. 159
- 4.2c Visual Information Is Transmitted to Both Brain Hemispheres. 163
- 4.2d Colors Are Created in Our Visual System. 165
- 4.2e Both Trichromatic Theory and Opponent-Process Theory Explain Color Vision. 165

4.3 Hearing 169

- 4.3a Sound Waves Are the Stimuli for Hearing. 169

- 4.3b The Auditory System Consists of the Outer Ear, Middle Ear, and Inner Ear. 171
- 4.3c Different Theories Explain Different Aspects of Pitch Perception. 173
- 4.3d There Are Two General Types of Hearing Impairment. 173

4.4 Your Other Senses 175

- 4.4a Smell and Taste Represent “Far” and “Near” Chemical Senses. 176
- 4.4b Touch Is Determined by the Skin Senses—Pressure, Temperature, and Pain. 180
- 4.4c The Proprioceptive Senses Detect Body Movement and Location. 183

4.5 Perception 185

- 4.5a Sensory Stimuli Are Organized into a Gestalt. 185
- 4.5b Perceptual Sets Shape Interpretations of Sensory Stimuli. 191
- 4.5c Perceptual Illusions Represent a Misperception of Physical Reality. 192
- 4.5d Certain Aspects of Perception Are Innate, and Others Are Learned. 198
- 4.5e There Is Little Scientific Evidence for Extrasensory Perception. 199

Psychological Applications: Can You Improve Your Memory and Self-Esteem Through Subliminal Persuasion?—202

Suggested **Websites** 203

Key **Terms** 204

Review **Questions** 204

Chapter 5

Consciousness 207

5.1 The Nature of Consciousness 208

- 5.1a Consciousness Is Subjective, Selective, Divided, Continuous, Changing, and Consists of Many Levels. 208
- 5.1b Consciousness May Provide Us with Survival Advantages. 212

5.2 Sleep 213

- 5.2a Daily Body Rhythms Regulate Our Activities. 213
- 5.2b There Are Distinct Stages of Sleep. 216

- 5.2c Sleep Habits Vary Individually, Culturally, and Historically. 220
- 5.2d Dreaming Often Occurs During REM Sleep. 222
- 5.2e No Consensus Exists on the Cause or Meaning of Dreams. 224

5.3 Other Altered States of Consciousness 229

- 5.3a Hypnosis Has Been Practiced for Thousands of Years. 229
- 5.3b Some Psychologists Doubt that Hypnosis Is an Altered State. 231
- 5.3c Meditation Provides Relaxation and Reduces Arousal. 232
- 5.3d Psychoactive Drug Use Can Lead to Dependence. 233
- 5.3e Depressants Slow Bodily Functions and Induce Relaxation. 234
- 5.3f Stimulants Speed Up Bodily Functions. 238
- 5.3g Hallucinogens Induce Profoundly Altered States. 241
- 5.3h Biological and Sociocultural Factors Influence Drug Use. 243



Psychological Applications: How Can You Deal with Sleep Disorders?—246

Suggested **Websites** 248

Key **Terms** 248

Review **Questions** 249

Chapter 6

Learning 253

6.1 Classical Conditioning 254

- 6.1a Pavlov Stumbled upon Classical Conditioning. 255
- 6.1b Classical Conditioning Helps Animals Learn to Predict Events. 258

- 6.1c Other Stimuli Can Produce the Conditioned Response. 261
- 6.1d Animals Differ in What Responses Can Be Classically Conditioned. 263

6.2 Operant Conditioning 268

- 6.2a Operant Behavior Is Controlled by Consequences. 268
- 6.2b A Reinforcer Increases the Probability of Behavior. 270
- 6.2c Punishment Decreases the Probability of Behavior. 271
- 6.2d Different Reinforcement Schedules Lead to Different Learning. 273
- 6.2e Accidental Reinforcement Can Cause Superstitious Behavior. 275
- 6.2f Shaping Reinforces Closer Approximations to Desired Behavior. 276
- 6.2g Skinner Overlooked Genetic Predispositions and Cognitive Processes. 278

6.3 Observational Learning 281

- 6.3a Learning Often Occurs by Observing Others' Behavior. 281
- 6.3b Mirror Neurons Play a Role in Observational Learning. 282
- 6.3c We Often Learn Aggressive Behavior Through Observation. 283
- 6.3d Positive Social Modeling Weakens the Influence of Aggressive Models. 285

Psychological Applications: Learning

How to Exercise Self-Control in Your Academic and Personal Life—287

Suggested **Websites** 288

Key **Terms** 289

Review **Questions** 289

Chapter 7

Memory 293

7.1 The Nature of Memory 295

- 7.1a The Computer's Information Processing System Has Been a Useful Model for Human Memory. 295
- 7.1b Sensory Memory Preserves Detailed Sensory Information for a Few Moments. 299

- 7.1c Short-Term Memory Is Conceived of as a “Working Memory” System. 300
- 7.1d There Are Two Types of Memory Rehearsal. 303
- 7.2 What Constitutes Long-Term Memory?** 304
 - 7.2a Long-Term Memories Can Be Explicit or Implicit. 305
 - 7.2b Some Information in Long-Term Memory Is Organized into Networks. 308
 - 7.2c Information in Long-Term Memory Can Be Organized Around Schemas. 310
 - 7.2d Information in Long-Term Memory Is Encoded at Deeper or Shallower Levels. 312
 - 7.2e Memory May Involve Parallel Processing of Neural Units. 313
- 7.3 How Do We Retrieve Information from Memory?** 315
 - 7.3a Memory Retrieval Varies in Difficulty. 315
 - 7.3b Retrieval Cues Help Trigger Recall of Stored Memories. 317
 - 7.3c Source Confusion Can Create Memory Illusions. 318
 - 7.3d Memories Are Often Sketchy Reconstructions of the Past. 319
- 7.4 How Does Forgetting Occur?** 322
 - 7.4a Most Forgetting Occurs Soon after Learning. 322
 - 7.4b Forgetting Often Occurs Due to Interference. 323
 - 7.4c Absentmindedness Is a Common Cause of Forgetting. 325
 - 7.4d We Are Sometimes Motivated to Forget. 325
- 7.5 What Is the Biological Basis for Memories?** 328
 - 7.5a Long-Term Potentiation May Be the Neural Basis for Memory. 328
 - 7.5b Several Brain Regions Are Involved in Memory Formation and Storage. 329



Psychological Applications: Improving Everyday Memory—332

Suggested **Websites** 335

Key **Terms** 335

Review **Questions** 336

Chapter 8

Language, Thinking, and Intelligence 339

8.1 Language 340

- 8.1a Human Language Evolution Had Social and Cognitive Advantages. 341
- 8.1b Language Capabilities May Not Be Unique to Humans. 343
- 8.1c Infants Appear to Be Born Prepared to Learn Language. 344
- 8.1d Language Development Occurs in Distinct Stages. 346
- 8.1e Language Can Influence Thought. 349

8.2 Thinking 352

- 8.2a Concept Formation Is a Basic Element of Cognition. 352
- 8.2b We Employ a Number of Problem-Solving Strategies. 354
- 8.2c Internal Obstacles Can Impede Problem-Solving. 355
- 8.2d Decision-Making Heuristics Often Sidetrack Everyday Cognition. 358

8.3 Intelligence and Intelligence Testing 362

- 8.3a Early Intelligence Testing Was Shaped by Racial and Cultural Stereotypes. 362
- 8.3b Modern Tests of Mental Abilities Measure Either Aptitude or Achievement. 364
- 8.3c Psychological Tests Must Be Standardized, Reliable, and Valid. 366
- 8.3d Intelligence Encompasses Either a General Ability or Several Distinct Abilities. 371

8.4 Neurological, Hereditary, and Environmental Influences on Intelligence 378

- 8.4a People Appear to Differ in Their Neural Complexity, Quickness, and Efficiency. 378

- 8.4b Twin and Adoption Studies Indicate That Both Genes and Environment Influence Intelligence. 382

- 8.4c There Are Group Differences in IQ Scores. 385

- 8.4d Cultural and Social Psychological Factors May Explain Group IQ Differences. 388

- 8.4e Intellectual Ability Is Shaped by Self-Fulfilling Prophecies. 392



Psychological Applications: How Can You “Create” a Creative Environment?—395

Suggested Websites 398

Key Terms 398

Review Questions 399

Chapter 9

Motivation 403

9.1 The Motivational Process 404

- 9.1a Motivation Is a Dynamic Process. 404
- 9.1b Genes May Shape Our Motivation. 405
- 9.1c We Are Sometimes Motivated to Reduce Arousal. 406
- 9.1d We Are Sometimes Motivated to Maintain an Optimal Level of Arousal. 407
- 9.1e Incentive Theory Examines How External Factors Motivate Behavior. 408
- 9.1f Maslow Proposed That Needs Are Organized in a Hierarchy. 410

9.2 Hunger and Eating 412

- 9.2a Various Biological Mechanisms Control Hunger and Eating. 412
- 9.2b Our Environment Also Controls Hunger and Eating. 413
- 9.2c The Body May Be “Set” to Maintain Weight Within a Limited Range. 415
- 9.2d Friends and Family Influence Body Weight. 415
- 9.2e Obesity and Eating Disorders Are Shaped by Internal and External Forces. 416

9.3 Sexual Motivation 423

- 9.3a Men Seek Greater Sexual Variety than Do Women. 423
- 9.3b Sex and Love May Be More Fused for Women than for Men. 428
- 9.3c The Sexual Response Cycle Is Very Similar in Men and Women. 429
- 9.3d Sexual Orientation Is a Continuum. 430
- 9.3e Biology Plays a Substantial Role in Determining Sexual Orientation. 434

9.4 Belongingness and Achievement Motivation 436

- 9.4a People Differ in Their Need to Seek the Company of Others. 436
- 9.4b Individuals Differ in Their Need for Achievement. 438
- 9.4c Certain Strategies Can Increase Achievement Motivation. 441

Psychological Applications: What Inhibits Condom Use among College Students?—442

Suggested Websites 443

Key Terms 443

Review Questions 444

Chapter 10

Personality 447

10.1 The Nature of Personality 449

- 10.1a Consistency and Distinctiveness Define Personality. 449
- 10.1b Culture and Evolutionary Processes Shape Personality. 449

10.2 The Psychoanalytic Perspective 450

- 10.2a Psychoanalytic Theory Asserts That the Unconscious Controls Behavior. 451
- 10.2b Freud Divided Personality into the Id, the Ego, and the Superego. 453
- 10.2c Personality Development Occurs in Psychosexual Stages. 454



- 10.2d Defense Mechanisms Reduce or Redirect Unconsciously Caused Anxiety. 456
- 10.2e There Are Many Variations of Psychoanalytic Theory. 458

10.3 The Humanistic Perspective 461

- 10.3a Rogers's Person-Centered Theory Emphasizes Self-Realization. 462
- 10.3b Maslow's Self-Actualization Theory Stresses Maximizing Potential. 462
- 10.3c The Humanistic Perspective Has Been Criticized as Being Overly Optimistic. 463

10.4 The Trait Perspective 464

- 10.4a Trait Theories Describe Basic Personality Dimensions. 464
- 10.4b Factor Analysis Is Used to Identify Personality Traits. 465
- 10.4c The Five-Factor Model Specifies Five Basic Personality Traits. 467
- 10.4d Positive Psychologists Identify Personality Traits That Are Character Strengths. 472
- 10.4e Critics Challenge Whether Traits Reliably Predict Behavior. 474



10.5 The Social Cognitive Perspective 476

- 10.5a Personality Is Shaped by Interactions among People's Cognitions, Behavior, and Environment. 476
- 10.5b Life Experiences Foster Beliefs about Either Control or Helplessness. 477
- 10.5c Social Cognitive Psychologists Have Extensively Studied the Self. 479
- 10.5d The Social Cognitive Perspective Has Difficulty Explaining Nonrational Behavior. 480

10.6 Measuring Personality 481

- 10.6a Projective Tests Measure Unconscious Motives. 481
- 10.6b Objective Tests Measure Conscious Thoughts, Feelings, and Behavior. 483

10.7 Neurological and Genetic Determinants of Personality 486

- 10.7a Personality Is Shaped by Nervous System Arousal and Specific Brain Activity. 486
- 10.7b Both Genetic and Environmental Factors Shape Personality. 488

Psychological Applications: Do You Have a Chameleon-Like Personality?—490

Suggested Websites 492

Key Terms 493

Review Questions 493

Chapter 11 Psychological Disorders 497

11.1 How Should We Define and Explain Psychological Disorders? 499

- 11.1a The Medical Model Proposes That Psychological Disorders Are Like Diseases. 499
- 11.1b Psychological Disorders Involve Atypical Behavior That Causes Personal Distress or Social Impairment. 500
- 11.1c Psychologists Rely on Different Theories to Explain Mental Illness. 502
- 11.1d Using Diagnostic Labels Has Both Risks and Benefits. 504

11.2 The Major Classes of Disorders Identified by the DSM-5 507

- 11.2a Anxiety Disorders Are Characterized by Distressing, Persistent Anxiety. 507
- 11.2b Obsessive-Compulsive and Related Disorders Involve Distressing Thoughts and Strong Urges. 512
- 11.2c Trauma- and Stressor-Related Disorders Involve Difficulties Caused by Adverse Life Events. 514
- 11.2d Dissociative Disorders Involve a Loss of Contact with Portions of One's Consciousness or Memory. 516
- 11.2e Depressive and Bipolar Disorders Are Characterized by Emotional Extremes. 519
- 11.2f Schizophrenia Involves Disturbances in Almost All Areas of Psychological Functioning. 527

- 11.2g Personality Disorders Involve Significant Impairments in Personality Functioning. 530

Psychological Applications: Some Important Facts about Suicide—534

Suggested **Websites** 535

Key **Terms** 535

Review **Questions** 536

Chapter 12

Therapy 541

12.1 Who Offers Therapies for Psychological Disorders? 542

- 12.1a There Are Both Psychological and Biomedical Therapies. 542
- 12.1b Three Primary Mental Health Professions Provide Therapy. 543

12.2 Psychodynamic Therapies 544

- 12.2a Psychoanalysis Laid the Groundwork for Psychodynamic Therapies. 544
- 12.2b Free Association Is the Primary Psychodynamic Technique. 544
- 12.2c Psychodynamic Therapy Is Lengthy and Expensive. 545

12.3 Behavior Therapies 547

- 12.3a Some Behavior Therapies Rely upon Classical Conditioning. 547
- 12.3b Operant Conditioning Is Used in Token Economies. 550
- 12.3c Observational Learning Is Used in Modeling and Social Skills Training. 550

12.4 Cognitive Therapies 552

- 12.4a Rational-Emotive Behavior Therapy Confronts Clients' Irrational Assumptions. 552
- 12.4b Cognitive-Behavior Therapy Focuses on Emotional Problems. 553

12.5 Humanistic Therapies 554

- 12.5a Client-Centered Therapy Focuses on Clients' Conscious Self-Perceptions. 554
- 12.5b Gestalt Therapy Encourages Clients to Get in Touch with Their Feelings. 557

12.6 Other Forms of Psychotherapy 558

- 12.6a Child Therapies Use Techniques Designed for Younger Minds. 558
- 12.6b Group Therapy Involves Clients Discussing, Collectively, Their Problems with a Therapist. 559
- 12.6c Family and Couples Therapies Try to Change Dysfunctional Interaction Patterns. 560



12.7 Biomedical Therapies 561

- 12.7a Antipsychotic Drugs Affect Dopamine Neurotransmitters. 562
- 12.7b Antidepressant Drugs Affect Serotonin and Norepinephrine Neurotransmitters. 562
- 12.7c Antianxiety Drugs Are the Most Widely Used Legal Drugs. 563
- 12.7d Electroconvulsive Therapy Is Sometimes Used to Treat Depression. 564
- 12.7e Psychosurgery Removes Portions of the Brain. 565
- 12.7f Electrodes Implanted in the Brain Provide Deep Brain Stimulation. 565

Psychological Applications: How Do You Select a Psychotherapist?—567

Suggested **Websites** 568

Key **Terms** 569

Review **Questions** 569

Chapter 13

Emotion, Stress, and Health 573

13.1 Emotion 574

- 13.1a Emotions Facilitate Survival. 574
- 13.1b Emotions Result in Bodily Responses. 577
- 13.1c Two Theories Dispute Whether Physiological Responses Precede Emotions. 578
- 13.1d Specific Brain Regions Coordinate Emotional Responses. 582

- 13.1e The Two-Factor Theory Emphasizes the Role of Cognition in Emotions. 585

13.2 What Causes and What Moderates Stress? 588

- 13.2a Stressors Can Be Positive or Negative, as Well as Large or Small. 588
- 13.2b Selye Viewed Stress as a Specific Set of Responses to Demands. 592
- 13.2c “Fight or Flight” Is Not the Only Stress Response. 593
- 13.2d Psychophysiological Illnesses Are Stress Related. 595
- 13.2e Cognitive Appraisal Is an Important Part of the Stress Response. 598
- 13.2f Predictability and Control Can Moderate the Stress Response. 600
- 13.2g Hostile and Pessimistic People Are Very Reactive to Stressors. 602

13.3 What Promotes Health and Happiness? 606

- 13.3a Aerobic Exercise Can Increase Both Physical and Mental Health. 607
- 13.3b Relaxation Training Is Effective in Reducing Stress and Improving Health. 608
- 13.3c Social Support Has Therapeutic Effects. 610
- 13.3d Religion and Spirituality Can Positively Influence Health and Longevity. 612
- 13.3e Genetics and Culture Both Influence Happiness. 613

Psychological Applications: How Can You Manage Your Emotions and Control Test Anxiety?—618

Suggested **Websites** 619

Key **Terms** 619

Review **Questions** 619

Chapter 14

Understanding Social Behavior 623

14.1 Social Perception 624

- 14.1a The First Step in Impression Formation Is Categorizing People into Groups. 624

- 14.1b Categorizing People into Groups Can Lead to Stereotyping. 625

- 14.1c There Is a Physical Attractiveness Stereotype 626

- 14.1d Prejudice Is an Attitude and Discrimination Is an Action. 629

- 14.1e Explanations of People’s Behavior Hinge on Either Internal or External Attributions. 633

14.2 Attitudes 637

- 14.2a Repeated Exposure and Conditioning Shape Attitudes. 637

- 14.2b People Take One of Two Cognitive Routes in Processing Persuasive Messages. 637

- 14.2c Cognitive Dissonance Can Motivate Attitude Change. 639

14.3 Social Influence 641

- 14.3a Asch’s Research Demonstrates the Power of Conformity Pressure. 641

- 14.3b Compliance Involves Gentle Social Influence. 643

- 14.3c Milgram Discovered That Destructive Obedience Is Common. 644

- 14.3d Recent Studies Partially Replicated Milgram’s Findings. 646



14.4 Hurting and Helping Others 648

- 14.4a There Are Gender Differences in Styles of Aggression. 648

- 14.4b Aggressive Impulses Can Be Modified by Higher-Order Thinking. 650

- 14.4c Helping Others Is Largely a Learned Response. 653

- 14.4d Deciding to Help Often Involves a Series of Decisions. 654

- 14.4e Being Helpful Can Benefit Your Own Well-Being. 658

14.5 Interpersonal Attraction and Love 659

- 14.5a Proximity and Similarity Often Lead to Attraction. 659
- 14.5b Romantic Love Consists of Both Passionate and Companionate Love. 660
- 14.5c Social Disapproval of One's Partner Harms Relationship Stability. 662
- 14.5d Being Playful Fosters Relationship Satisfaction. 663

Psychological Applications: Can the Internet Influence Voting Behavior?—665

Suggested **Websites** 666

Key **Terms** 666

Review **Questions** 667

Appendix***Journey of Discovery
Questions and Possible
Answers*** 669

GLOSSARY 679

REFERENCES 699

NAME INDEX 745

SUBJECT INDEX 759