

# Brief Contents

## PART 1:

### *Origins and Methods of Psychology*

#### CHAPTER

- 1 The Origins of Psychology—1
- 2 The Methods of Psychology—31

## PART 2:

### *Biological Foundations, Perception, and Sleep*

#### CHAPTER

- 3 The Biology of Behavior—63
- 4 Sensation and Perception—119
- 5 Sleep, Dreaming, and Consciousness—187

## PART 3:

### *Learning, Memory, Cognition, Motivation, and Emotion*

#### CHAPTER

- 6 Learning and Behavior—221
- 7 Memory—265
- 8 Motivation—311
- 9 Emotion and Stress—345
- 10 Cognition: Thinking and Language—379

## PART 4:

### *Developmental Processes and Individual Differences*

#### CHAPTER

- 11 Development 1: Conception Through Childhood—429
- 12 Development 2: Adolescence to the End of Life—483
- 13 Intelligence—515
- 14 Personality: Theories and Assessment—551

## PART 5:

### *The Nature and Treatment of Behavioral Disorders*

#### CHAPTER

- 15 Behavioral Disorders—593
- 16 Treatment of Behavioral Disorders—645
- 17 Social Psychology—677

Appendix 721

Glossary 747

References 777

Index 814

# Table of Contents

Preface XIV

## PART 1: Origins and Methods of Psychology

### Chapter

# 1



## The Origins of Psychology 1

- 1.1 The Study of Psychology 1
- 1.2 Definition of Psychology 2
  - 1.2a Psychology as a Science 2
  - 1.2b The Study of Behavior 4
  - 1.2c The Study of Humans and Other Animals 5
- 1.3 Psychology's History 7
  - 1.3a Structuralism 8
  - 1.3b Functionalism 9
  - 1.3c Psychoanalysis 10
  - 1.3d Behaviorism 11
  - 1.3e Gestalt Psychology 12
  - 1.3f Humanistic Psychology 13
- 1.4 Contemporary Psychology 13
  - 1.4a Fields of Specialization in Psychology 14
  - 1.4b Careers in Psychology 19
- 1.5 The Goals of Psychology 20
- Chapter Review 23
- Terms and Concepts 26
- Pop Quiz 27

### Chapter

# 2



## The Methods of Psychology 31

- 2.1 The Scientific Method and Behavior 31
  - 2.1a The Purpose of Psychological Research 32
- 2.2 Research Methods 34
  - 2.2a Nonexperimental Research Methods 36
  - 2.2b Experimental Research Methods 45
  - 2.2c Ethics in Psychological Experiments 48
  - 2.2d Ethical Guidelines for Research 49
- 2.3 Statistical Concepts for Research 51
  - 2.3a Descriptive Statistics 51
  - 2.3b Inferential Statistics 54
  - 2.3c Evaluating Opinions, Beliefs, and Scientific Evidence 54
- Chapter Review 56
- Terms and Concepts 59
- Pop Quiz 60

## **PART 2: Biological Foundations, Perception, and Sleep**

# Chapter 3

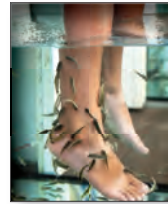


## **The Biology of Behavior 63**

- 3.1 Overview of the Nervous System:  
Organization and Function 63**
- 3.2 Neurons:  
Basic Units of the Nervous System 65**
  - 3.2a Neuron Structure 65
  - 3.2b Neural Transmission 67
  - 3.2c Neuron Electrical Activity 67
  - 3.2d Neurotransmitters and the Synapse 70
  - 3.2e Neurotransmitters and Behavior 75
- 3.3 The Peripheral Nervous System 76**
  - 3.3a The Somatic Nervous System 76
  - 3.3b The Autonomic Nervous System 76
- 3.4 The Central Nervous System—  
The Brain and Spinal Cord 78**
  - 3.4a The Spinal Cord 79
  - 3.4b The Medulla 80
  - 3.4c The Pons 81
  - 3.4d The Cerebellum 81
  - 3.4e The Reticular Formation 82
- 3.5 The Limbic System 82**
  - 3.5a The Amygdala 83
  - 3.5b The Hippocampus 84
  - 3.5c The Septum 84
  - 3.5d The Hypothalamus 85
  - 3.5e The Thalamus 85
- 3.6 The Basal Ganglia 86**
- 3.7 The Cerebral Cortex 86**
  - 3.7a Localization of Cortical Functioning 88
  - 3.7b Sex Differences in the Brain 91
  - 3.7c Lateralization of Function 92
  - 3.7d How the Brain Is Studied 96

- 3.8 The Endocrine System 99**
  - 3.8a The Pituitary Gland 101
  - 3.8b The Thyroid Gland 101
  - 3.8c The Adrenal Glands 101
  - 3.8d The Gonads 102
- 3.9 Drugs and Behavior 102**
  - 3.9a Depressants: Sedatives,  
Opiates, and Alcohol 103
  - 3.9b Stimulants: Caffeine, Nicotine,  
Amphetamines, and Cocaine 105
  - 3.9c Hallucinogens: LSD and Ecstasy 108
  - 3.9d Marijuana 109
- Chapter Review 110
- Terms and Concepts 114
- Pop Quiz 116

# Chapter 4



## **Sensation and Perception 119**

- 4.1 Principles of Sensation  
and Perception 119**
  - 4.1a Transduction 119
  - 4.1b What Do We Perceive? 120
  - 4.1c Psychophysics 120
- 4.2 Vision 127**
  - 4.2a Light: The Stimulus for Vision 128
  - 4.2b Structure and Function of the Eye 129
  - 4.2c Color Vision 135
- 4.3 Audition 140**
  - 4.3a Sound: The Stimulus for Audition 140
  - 4.3b Structure and Function of the Ear 142
  - 4.3c Theories of Audition 145
  - 4.3d Auditory Localization 146
  - 4.3e Hearing Loss 147
- 4.4 Gustation and Olfaction 148**
  - 4.4a Gustation 149
  - 4.4b Olfaction 150

|                                        |     |
|----------------------------------------|-----|
| <b>4.5 The Skin Senses</b>             | 152 |
| 4.5a Pressure                          | 152 |
| 4.5b Temperature                       | 153 |
| 4.5c Pain                              | 154 |
| <b>4.6 Kinesthesia and Equilibrium</b> | 156 |
| <b>4.7 Synesthesia</b>                 | 158 |
| <b>4.8 Perceiving the World</b>        | 158 |
| 4.8a Perceptual Organization           | 159 |
| 4.8b Spatial Perception                | 163 |
| 4.8c Visual Illusions                  | 170 |
| 4.8d Perceptual Sets                   | 175 |
| Chapter Review                         | 177 |
| Terms and Concepts                     | 181 |
| Pop Quiz                               | 183 |

# Chapter 5



## Sleep, Dreaming, and Consciousness 187

|                                              |     |
|----------------------------------------------|-----|
| <b>5.1 Biological Rhythms</b>                | 187 |
| 5.1a Circadian Rhythms                       | 187 |
| <b>5.2 The Science of Sleep and Dreaming</b> | 189 |
| 5.2a Stages of Sleep                         | 189 |
| 5.2b The Sleep Cycle                         | 193 |
| 5.2c Change in Sleep Patterns with Age       | 194 |
| 5.2d Brain Mechanisms of Sleep               | 194 |
| 5.2e The Function of Sleep                   | 197 |
| 5.2f Theories of Sleep Function              | 199 |
| 5.2g Dreaming                                | 200 |
| <b>5.3 Disorders of Sleep</b>                | 202 |
| 5.3a Insomnia                                | 203 |
| 5.3b Sleep Apnea                             | 203 |
| 5.3c Narcolepsy                              | 204 |
| 5.3d Nightmares                              | 205 |
| 5.3e Sleepwalking                            | 205 |
| 5.3f Sleep Talking                           | 206 |

|                                         |     |
|-----------------------------------------|-----|
| <b>5.4 Hypnosis</b>                     | 207 |
| 5.4a Phenomena Associated with Hypnosis | 208 |
| 5.4b Explaining Hypnosis                | 209 |
| <b>5.5 Consciousness</b>                | 211 |
| 5.5a Neurobiology of Consciousness      | 211 |
| <b>Health, Psychology, and Life:</b>    |     |
| <b>Suggested Remedies for Insomnia</b>  | 213 |
| Chapter Review                          | 214 |
| Terms and Concepts                      | 216 |
| Pop Quiz                                | 217 |

## PART 3:

## Learning, Memory, Cognition, Motivation, and Emotion

# Chapter 6



## Learning and Behavior 221

|                                                 |     |
|-------------------------------------------------|-----|
| <b>6.1 Defining Learning</b>                    | 221 |
| 6.1a How Learning Takes Place                   | 222 |
| <b>6.2 Pavlovian Conditioning</b>               | 223 |
| 6.2a Pavlov's Discovery                         | 223 |
| 6.2b Acquisition of Pavlovian Conditioning      | 227 |
| 6.2c Stimulus Contingency and Conditioning      | 227 |
| 6.2d CS-UCS Timing and Conditioning             | 228 |
| 6.2e Extinction and Reinstatement               | 231 |
| 6.2f Stimulus Generalization and Discrimination | 232 |
| 6.2g Second-Order Conditioning                  | 232 |
| <b>6.3 Operant Conditioning</b>                 | 233 |
| 6.3a Operant Conditioning in a Skinner Box      | 234 |
| 6.3b Reinforcement                              | 236 |

|                                                                 |                                                     |            |
|-----------------------------------------------------------------|-----------------------------------------------------|------------|
| 6.3c                                                            | Reinforcing the Initial Operant Response            | 242        |
| 6.3d                                                            | Punishment and Operant Behavior                     | 243        |
| 6.3e                                                            | Limitations of Punishment                           | 244        |
| 6.3f                                                            | Advantages of Punishment                            | 245        |
| <b>6.4</b>                                                      | <b>Comparing Pavlovian and Operant Conditioning</b> | <b>246</b> |
| 6.4a                                                            | Two-Factor Theory of Avoidance Learning             | 247        |
| <b>6.5</b>                                                      | <b>Cognitive Influences on Learning</b>             | <b>248</b> |
| 6.5a                                                            | Latent Learning                                     | 248        |
| 6.5b                                                            | Cognitive Processes in Learning                     | 250        |
| 6.5c                                                            | Observational Learning                              | 251        |
| <b>6.6</b>                                                      | <b>Biological Bases of Learning</b>                 | <b>252</b> |
| 6.6a                                                            | Pavlovian Conditioning of the Aplysia               | 253        |
| <b>Health, Psychology, and Life: Pavlovian Conditioning</b> 255 |                                                     |            |
| Chapter Review 257                                              |                                                     |            |
| Terms and Concepts 260                                          |                                                     |            |
| Pop Quiz 261                                                    |                                                     |            |

## Chapter

# 7



## Memory 265

|            |                                   |            |
|------------|-----------------------------------|------------|
| <b>7.1</b> | <b>What Is Memory?</b>            | <b>265</b> |
| 7.1a       | Information Processing and Memory | 265        |
| 7.1b       | Memory Processes                  | 266        |
| <b>7.2</b> | <b>A Model of Memory</b>          | <b>267</b> |
| 7.2a       | Memory Systems                    | 267        |
| 7.2b       | Sensory Memory                    | 269        |
| 7.2c       | Short-Term or Working Memory      | 271        |
| 7.2d       | Long-Term Memory                  | 274        |
| 7.2e       | Explicit and Implicit Memory      | 281        |

|                        |                                                   |            |
|------------------------|---------------------------------------------------|------------|
| <b>7.3</b>             | <b>Memory as a Dynamic Process</b>                | <b>282</b> |
| 7.3a                   | Constructive Memory                               | 283        |
| 7.3b                   | False Memories                                    | 283        |
| 7.3c                   | Schemas                                           | 285        |
| 7.3d                   | Eyewitness Testimony                              | 286        |
| 7.3e                   | State Dependency                                  | 288        |
| 7.3f                   | Extreme Emotion                                   | 289        |
| <b>7.4</b>             | <b>Forgetting</b>                                 | <b>289</b> |
| 7.4a                   | Decay of the Memory Trace                         | 290        |
| 7.4b                   | Interference                                      | 290        |
| 7.4c                   | Retrieval Failure                                 | 292        |
| 7.4d                   | Motivated Forgetting                              | 293        |
| 7.4e                   | Diseases That Cause Forgetting                    | 293        |
| 7.4f                   | Daniel Schacter's Seven Sins of Memory            | 294        |
| <b>7.5</b>             | <b>The Biology of Memory</b>                      | <b>294</b> |
| 7.5a                   | The Hebbian Rule                                  | 294        |
| 7.5b                   | Long-Term Potentiation                            | 295        |
| 7.5c                   | Distributed Memory                                | 296        |
| 7.5d                   | Neural Structures for Long-Term Memory            | 297        |
| 7.5e                   | Where Are Short-Term, Working Memories Processed? | 298        |
| <b>7.6</b>             | <b>Improving Memory</b>                           | <b>298</b> |
| 7.6a                   | Reducing the Material to a Manageable Amount      | 299        |
| 7.6b                   | Learning the Whole Versus Piecemeal Learning      | 300        |
| 7.6c                   | Using Recitation to Check Recall                  | 300        |
| 7.6d                   | Overlearning                                      | 301        |
| 7.6e                   | Making Use of Study Breaks and Rewards            | 301        |
| 7.6f                   | Spacing Study Sessions                            | 301        |
| 7.6g                   | Avoiding Interference                             | 301        |
| 7.6h                   | Managing Your Time                                | 302        |
| Chapter Review 303     |                                                   |            |
| Terms and Concepts 306 |                                                   |            |
| Pop Quiz 307           |                                                   |            |

# Chapter 8



## Motivation 311

- 8.1 The Nature of Motivation** 311
  - 8.1a Defining Motivation 312
- 8.2 Motivational Explanations of Behavior** 312
  - 8.2a Instinct Theory 313
  - 8.2b Drive-Reduction Theory 314
  - 8.2c Cognitive Theories of Motivation 315
  - 8.2d Biological Bases of Motivation 318
  - 8.2e Hormones Controlling Hunger 321
- 8.3 Eating Disorders: Obesity, Anorexia, and Bulimia** 322
  - 8.3a Obesity 322
  - 8.3b Anorexia and Bulimia 325
- 8.4 Sensation-Seeking Motivation** 325
  - 8.4a Optimum Level of Arousal 326
- 8.5 Sexual Motivation and Behavior** 327
  - 8.5a Biological Bases of Sexual Behavior 327
  - 8.5b Psychosocial Factors in Sexual Behavior 329
  - 8.5c Sexual Orientation: Homosexuality 332
- Health, Psychology, and Life:**
  - Some Suggestions for Overcoming Obesity 336
- Chapter Review 338
- Terms and Concepts 341
- Pop Quiz 342

# Chapter 9



## Emotion and Stress 345

- 9.1 The Components of Emotion** 345
  - 9.1a Physiological Arousal 345
  - 9.1b Cognitive Processes 346
  - 9.1c Behavioral Responses 346
  - 9.1d Feelings 346
- 9.2 The Range of Human Emotion** 347
  - 9.2a Plutchik's Emotional Wheel 347
- 9.3 Theories of Emotion** 347
  - 9.3a The James-Lange Theory 347
  - 9.3b The Cannon-Bard Theory 351
  - 9.3c The Schachter-Singer Theory 351
  - 9.3d The Function of Emotional Expression 353
  - 9.3e Facial Feedback and Emotions 355
  - 9.3f The Neurobiology of Emotions 357
  - 9.3g Opponent Processes and Motivation 359
- 9.4 Stress** 360
  - 9.4a The Stress Response 362
  - 9.4b Physiological Responses to Stress 362
  - 9.4c Stressors 365
  - 9.4d Stress and Disease 366
- Health, Psychology, and Life:**
  - Managing Stress 371
- Chapter Review 373
- Terms and Concepts 375
- Pop Quiz 376

# Chapter 10



## Cognition: Thinking and Language 379

- 10.1 Thinking** 379
  - 10.1a Components of Thinking 380
  - 10.1b Prototypes and Exemplars 384
- 10.2 Problem Solving** 384
  - 10.2a Stages of Problem Solving 386
  - 10.2b Strategies for Problem Solving 388
  - 10.2c Characteristics of Difficult Problems 391
- 10.3 Reasoning and Decision Making** 394
  - 10.3a Logical Reasoning for Decisions 395
  - 10.3b Some Common Causes of Reasoning Errors 396
  - 10.3c Subjective Probability and Reasoning for Decisions 398
  - 10.3d The Role of Emotion in Decision Making 402
- 10.4 Language** 402
  - 10.4a Psycholinguistics 403
  - 10.4b Theories of Language Acquisition 404
  - 10.4c Stages of Language Acquisition 406
  - 10.4d Brain Mechanisms for Language 408
  - 10.4e Is Language Unique to Humans? 410
- Chapter Review 414
- Terms and Concepts 417
- Research Perspectives:**
  - Perspectives on Language** 418
- Pop Quiz 425

## PART 4:

## Developmental Processes and Individual Differences

# Chapter 11



## Development 1: Conception Through Childhood 429

- 11.1 Developmental Issues** 429
  - 11.1a Heredity and Environment 429
  - 11.1b Continuous Versus Stage Development 430
  - 11.1c Critical Periods in Development 431
- 11.2 Developmental Research** 433
  - 11.2a The Cross-Sectional Design 433
  - 11.2b The Longitudinal Design 433
  - 11.2c The Cross-Sequential Design 435
- 11.3 The Beginning of Life** 435
  - 11.3a Genes and Chromosomes 435
  - 11.3b Genetic Abnormalities 440
- 11.4 Prenatal Development** 443
  - 11.4a Germinal Stage 444
  - 11.4b Embryonic Stage 445
  - 11.4c Fetal Stage 445
  - 11.4d The Effects of Alcohol and Drugs on Development 445
- 11.5 Physical Development** 446
  - 11.5a Development of the Brain 446
  - 11.5b Physical Growth 449
  - 11.5c Motor Development 449
- 11.6 Cognitive Development** 451
  - 11.6a Piaget's Theory of Cognitive Development 451
  - 11.6b Gender Differences in Cognitive Abilities 457

## 11.7 Psychosocial Development 459

11.7a Attachment 459

11.7b Parenting Styles and Social-  
Emotional Development 464

11.7c Erikson's Theory of  
Psychosocial Development 465

## 11.8 Gender Identity 468

11.8a Biological Influences on  
Gender Identity 468

11.8b The Socialization of  
Gender Roles 472

Chapter Review 474

Terms and Concepts 478

Pop Quiz 479

# Chapter 12



## Development 2: Adolescence to the End of Life 483

### 12.1 Adolescence 483

12.1a Physical Development During  
Adolescence 484

12.1b Cognitive Development  
During Adolescence 485

12.1c Moral Development During  
Adolescence 486

12.1d Psychological Development  
During Adolescence 490

### 12.2 Adulthood 493

12.2a Physical Development in Early  
and Middle Adulthood 494

12.2b Cognitive Development in Early  
and Middle Adulthood 496

12.2c Psychosocial Development in Early  
and Middle Adulthood 497

### 12.3 The Older Years 501

12.3a The Graying of America 501

12.3b Physical Development in  
the Older Years 502

12.3c Cognitive Changes in the  
Older Years 503

12.3d Psychological Development  
in the Older Years 505

Chapter Review 507

Terms and Concepts 510

Pop Quiz 511

# Chapter 13



## Intelligence 515

### 13.1 Defining Intelligence 515

### 13.2 Measuring Intelligence 517

13.2a Binet and Intelligence Testing 517

13.2b The Stanford-Binet  
Intelligence Scale 518

13.2c The Wechsler Adult  
Intelligence Scale 519

### 13.3 Evaluating Intelligence Tests 519

13.3a How Intelligence Tests  
Are Developed 519

13.3b Test Reliability and Validity 523

13.3c Achievement and Aptitude Tests 524

### 13.4 Theories of Intelligence 525

13.4a Factorial Theories 525

13.4b Process Theories 527

### 13.5 Hereditary and Environmental Influences on Intelligence 530

13.5a Isolating Contributions  
to Intelligence 530

13.5b Twin Studies 531

13.5c Evaluating the Hereditary and  
Environmental Evidence 533

### 13.6 Racial Differences in Intelligence 533

13.6a Within- and Between-Group  
Differences and Intelligence 533

Chapter Review 536  
Terms and Concepts 539

**Research Perspectives:**

**Perspectives on Intelligence** 540  
Pop Quiz 548

# Chapter 14



## Personality: Theories and Assessment 551

- 14.1 Defining Personality 551
- 14.2 Theories of Personality 552
  - 14.2a Trait Theories 552
  - 14.2b Evaluating the Trait Theories 555
- 14.3 Psychoanalytic Theory 557
  - 14.3a The Historical Context of Freud's Theory 557
  - 14.3b Personality and the Unconscious 558
  - 14.3c The Structure of Personality 559
  - 14.3d Personality Dynamics 561
  - 14.3e Freud's View of Personality Development 565
  - 14.3f Evaluating Freud's Psychoanalytic Theory 566
  - 14.3g Other Psychodynamic Theorists: The Neo-Freudians 568
- 14.4 Humanistic Theories of Personality 570
  - 14.4a Rogers: The Concept of Self 571
  - 14.4b Maslow: Self-Actualization 571
  - 14.4c Evaluating Humanistic Theories 573
- 14.5 Behavioral and Social-Learning Theories of Personality 574
  - 14.5a The Behavioral Perspective 574
  - 14.5b The Social-Learning Perspective 575
  - 14.5c Evaluating Behavioral and Social-Learning Theories 577

- 14.6 The Assessment of Personality 577
  - 14.6a Behavioral Observation 578
  - 14.6b Interviews 579
  - 14.6c Questionnaires 580
  - 14.6d Projective Tests 580

Chapter Review 585  
Terms and Concepts 589  
Pop Quiz 590

## PART 5:

## The Nature and Treatment of Behavioral Disorders

# Chapter 15



## Behavioral Disorders 593

- 15.1 Defining Abnormal Behavior 593
- 15.2 Classifying Behavioral Disorders 596
- 15.3 Attention-Deficit/Hyperactivity Disorder 596
- 15.4 Anxiety Disorders 597
  - 15.4a Panic Disorder 597
  - 15.4b Agoraphobia 598
  - 15.4c Social Anxiety Disorder 598
  - 15.4d Specific Phobia 599
  - 15.4e Generalized Anxiety Disorder 600
- 15.5 Obsessive-Compulsive and Related Disorders 600
  - 15.5a Obsessive-Compulsive Disorder 600
- 15.6 Trauma- and Stressor-Related Disorders 601
  - 15.6a Post-Traumatic Stress Disorder 601
  - 15.6b Theoretical Perspectives on Anxiety, Post-Traumatic Stress, and Obsessive-Compulsive Disorders 602

|                                                             |     |
|-------------------------------------------------------------|-----|
| <b>15.7 Somatic Symptom Disorders</b>                       | 606 |
| 15.7a Somatic Symptom Disorder                              | 606 |
| 15.7b Illness Anxiety Disorder                              | 606 |
| 15.7c Conversion Disorder                                   | 607 |
| 15.7d Theoretical Perspectives on Somatic Symptom Disorders | 608 |

|                                                          |     |
|----------------------------------------------------------|-----|
| <b>15.8 Dissociative Disorders</b>                       | 608 |
| 15.8a Dissociative Amnesia                               | 608 |
| 15.8b Depersonalization-Derealization Disorder           | 609 |
| 15.8c Dissociative Identity Disorder                     | 609 |
| 15.8d Theoretical Perspectives on Dissociative Disorders | 609 |

|                                                        |     |
|--------------------------------------------------------|-----|
| <b>15.9 Depressive Disorders</b>                       | 610 |
| 15.9a Major Depressive Disorder                        | 611 |
| 15.9b Bipolar Disorder                                 | 612 |
| 15.9c Theoretical Perspectives on Depressive Disorders | 614 |

|                                                        |     |
|--------------------------------------------------------|-----|
| <b>15.10 Schizophrenia</b>                             | 618 |
| 15.10a Primary Symptoms of Schizophrenia               | 619 |
| 15.10b The Development of Schizophrenia                | 621 |
| 15.10c Positive and Negative Symptoms of Schizophrenia | 622 |
| 15.10d Theoretical Perspectives on Schizophrenia       | 622 |

|                                                                    |     |
|--------------------------------------------------------------------|-----|
| <b>15.11 Personality Disorders</b>                                 | 626 |
| 15.11a Antisocial Personality Disorder                             | 626 |
| 15.11b Theoretical Perspectives on Antisocial Personality Disorder | 627 |

|                    |     |
|--------------------|-----|
| Chapter Review     | 629 |
| Terms and Concepts | 634 |

### Research Perspectives:

|                                             |     |
|---------------------------------------------|-----|
| <b>Perspectives on Behavioral Disorders</b> | 635 |
|---------------------------------------------|-----|

|          |     |
|----------|-----|
| Pop Quiz | 642 |
|----------|-----|

# Chapter 16



## Treatment of Behavioral Disorders 645

|                                                              |     |
|--------------------------------------------------------------|-----|
| <b>16.1 Psychological Therapies</b>                          | 645 |
| 16.1a Psychoanalysis                                         | 645 |
| 16.1b Techniques of Psychoanalysis                           | 646 |
| 16.1c The Present Status of Psychoanalysis                   | 648 |
| 16.1d Cognitive Therapies                                    | 649 |
| 16.1e Behavioral Therapies                                   | 651 |
| <b>16.2 Biologically Based Therapies</b>                     | 658 |
| 16.2a Psychosurgery                                          | 658 |
| 16.2b Electroconvulsive Therapy and Magnetic Seizure Therapy | 660 |
| 16.2c Deep Brain Stimulation                                 | 662 |
| 16.2d Psychoactive Drugs                                     | 662 |
| 16.2e Summary of Psychoactive Drugs                          | 666 |

### Health, Psychology, and Life: Guidelines for Seeking Professional Help 667

|                    |     |
|--------------------|-----|
| Chapter Review     | 669 |
| Terms and Concepts | 672 |
| Pop Quiz           | 673 |

# Chapter 17



## Social Psychology 677

- 17.1 Social Perception 678**
  - 17.1a First Impressions 678
  - 17.1b Person Schemas 679
  - 17.1c Implicit Personality Theories 679
- 17.2 Attribution Theories 680**
  - 17.2a The Correspondent Inference Theory 680
  - 17.2b Covariation Principle 682
  - 17.2c Attribution Errors 683
- 17.3 Attitudes 686**
  - 17.3a Acquiring Attitudes 686
  - 17.3b The Function of Attitudes 687
  - 17.3c Do Attitudes Predict Behavior? 689
  - 17.3d Changing Attitudes 691
- 17.4 Prejudice 693**
  - 17.4a Outgroups, Ingroups, and the Causes of Prejudice 694
- 17.5 Implicit Attitudes 695**
  - 17.5a The Implicit Association Test 696
- 17.6 Social Influences on Behavior 697**
  - 17.6a Conformity 697
  - 17.6b Compliance 701
  - 17.6c Obedience 701
  - 17.6d Groupthink 703
- 17.7 Interpersonal Behavior: Attraction and Aggression 704**
  - 17.7a Attraction 704
  - 17.7b Aggression 708
- Chapter Review 713
- Terms and Concepts 717
- Pop Quiz 718

## Appendix 721

- A.1 Descriptive Statistics 721**
  - A.1a Measures of Central Tendency 721
  - A.1b Measures of Variability 724
  - A.1c Normal Frequency Distributions 728
  - A.1d Correlation 732
  - A.1e Linear Regression 736
- A.2 Inferential Statistics 738**
  - A.2a Estimation 738
  - A.2b Hypothesis Testing 739
- A.3 Advanced Statistical Techniques 743**
  - A.3a Analysis of Variance 743
  - A.3b Factor Analysis 743
- Terms and Concepts 744
- Pop Quiz 745

## Glossary 747

## References 777

## Index 814