

**Study Guide for Exam 3  
Introduction to Psychology  
Spring 2008**

**This is meant as an aid to help you focus. This is NOT an all inclusive list of test material.**

→ → → Bring an Apperson form for the exam!!! & a #2 pencil.

**Some tips:**

- The majority of questions will be on material that was discussed in both lecture and the reading, or just discussed in lecture. However, there may be questions from the text that were not discussed in lecture.
- Use the glossary at the end of each chapter as a guideline to study the most important concepts.
- Try to make sure that you can give an example for the relevant concepts and that you can identify the concept behind an example.
- Study for multiple-choice questions: Remember—people perform better when they study for the appropriate type of test questions.

**This is a *guideline* to help narrow down and focus your studying. Please read carefully!**

**Ch. 8**

Norms

Roles

Culture

Obedience studies

    Milgram experiment

    Prison experiment

    When are we more likely to obey?

    When are we more likely to disobey?

Attribution theory

    Fundamental attribution error

Self-serving bias

Just-world hypothesis

Attitudes

    Implicit/Explicit

    Factors affecting attitude change

Conformity

Groupthink

Social loafing

Bystander effect (diffusion of responsibility)

Deindividuation

Ethnic identity  
Ethnocentrism  
Stereotyping  
    Implicit vs. explicit  
How can we reduce conflict/prejudice

## **Ch. 9**

Concepts  
Prototype  
Proposition  
Schema  
Mental images  
Nonconscious thinking  
Subconscious thinking  
Mindlessness  
Inductive vs. deductive reasoning  
Informal reasoning  
    Availability heuristic  
    Dialectical reasoning  
Barriers to reasoning  
    Exaggerating the improbable  
    Avoiding loss  
    Confirmation bias  
    Mental sets  
    Hindsight bias  
    Cognitive dissonance  
Intelligence  
    What does that even mean?  
    Psychometrics  
    Binet intelligence test  
    IQ  
    Culture free intelligence tests? –is it possible, what should we consider?  
Stereotyped threat  
Sternberg's Triarchic Theory  
Animal minds  
    Cognitive ethology  
    Theory of mind and false belief tasks  
    Insight  
    Language  
Anthropomorphism  
Anthropocentrism

## **Ch.10**

Memory is selective & reconstructive (what does this mean?)  
Source amnesia  
Flashbulb memories

Confabulation: What is it and when is it more likely?

Memory suggestibility

Weapon focus, importance of acquisition & retention

How reliable is eyewitness testimony?

Should hypnosis be used for witness memory on trials (according to the APA)?

Why or why not?

Explicit vs. implicit memory

Recall

Recognition

Priming

Relearning

The three-box model

Sensory, short-term, long-term

Chunking: What is it and how does it help?

Declarative memory

Episodic/semantic

Procedural memory

Motor memory

Serial position effect

Encoding

Pay attention

Monitor meaning

Rehearsal (maintenance vs. elaborative)

Massed vs. distributed practice

## **Ch.13**

What is a personality?

Psychodynamic theories

Freud: Id, Ego, Superego, stages of development, defense mechanism

Jung: Collective unconscious & archetypes

Major criticism of psychodynamic theories?

Humanistic theories

Maslow: Peak experience, Hierarchy of needs, self-actualization

Rogers: Unconditional vs. conditional positive regard, self-discrepancies

Pros and cons of humanistic approach?

Projective tests

TAT & Rorschach

Objective tests

MMPI, Big 5 (OCEAN)