

Psych-learning and personality study guide (exam 3)



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Conditioning the process of learning associations between environmental events and behavioral responses

Classical conditioning explains how certain stimuli can trigger an autonomic response

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Operant conditioning Explains how we acquire new voluntary actions

Ivan Pavlov A Russian researcher in the early 1900s who was the first research learned behavior and discovered classical conditioning (dog)

Unconditioned stimulus A stimulus that evokes an unconditioned response without previous conditioning

Neo-Fruedians Followers of Freud who developed their own competing psychodynamic theories

Inferiority complex Adler's conception of a basic feeling of inadequacy stemming from childhood experiences

Personality Developed through life and is not fixed as a child

Peer influence Was underemphasized by Frued, may be just as powerful as parental influence

Gender identity Developed at age 5-6

Repression A rate mental response to trauma, more often high stress situations enhance memory

Verbal slip Freud said mispeaking is the subconscious release of sexual thoughts

Projective Test a personality test, such as the Rorschach or TAT, that provides ambiguous stimuli designed to trigger projection of one's inner dynamics

Humanistic perspective An explanation for behavior which suggests that humans strive for self-fulfillment and are motivated by a basic goodness. Developed originally by Carl Rogers. Self actualization

Abraham Maslow's humanistic concept of reaching toward the best person we can be, realizing our true intellectual and emotional potential

Person-centered perspective (people you should be surrounded by)

1. Genuine
2. Acceptance, including unconditional positive regard
3. Empathy

"Who am I" Universal life question

Self concept Has an effect on

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your world perspective
Big Five
five traits that have surfaced repeatedly in factor analyses of personality measures
Conscientiousness
A personality dimension that describes someone who is responsible, dependable, persistent, and organized
Agreeableness
A personality dimension that describes someone who is good natured, cooperative, and trusting.
Neuroticism
A personality dimension describing people with high levels of anxiety, hostility, depression, and self-consciousness.
Openness
A Big Five personality trait characterized by an appreciation for fantasy, feelings, actions, ideas, values, and aesthetics
Extraversion
degree of sociability; extraverts are outgoing, friendly, and people-oriented; Introverts are solitary, reserved, and unsociable
MMPI
the initials of a long, detailed personality inventory
Gordon Allport
1897-1967; Field: trait theory of personality; Contributions: list of 11, 000 traits, 3 levels of traits-cardinal, central, and secondary
Walter Mischel
a personality theorist that argued that our personality traits are not stable but our dependent upon the situation we are in. I also created the Marshmallow test
Albert Bandura
Famous for the Bobo Doll experiments on observational learning & influence in the Socio-Cognitive Perspective
Personal Control
the extent to which people perceive control over their environment rather than feeling helpless
External locus of control
the perception that chance or outside forces beyond your personal control determine your fate.
Internal locus of control
the perception that you control your own fate
Learned helplessness
The hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events.
Positive psychology
the scientific study of optimal human functioning; aims to discover and promote strengths and virtues that enable individuals and communities to thrive
Self esteem
A measure of how much you value and

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respect yourself
First born children
First born children tend to be more intelligent than later-born siblings, which has likely nothing to do with womb environment. Middle children
feel treated unfairly; don't develop close relationships to siblings; manipulators and negotiators
Youngest child
sociable, independent, spoiled, competitive
Preconscious
In Freud's theory, the level of consciousness in which thoughts and feelings are not conscious but are readily retrievable to consciousness
Id
In Freud's theory, the source of a person's instinctual energy, which works mainly on the pleasure principle. Pleasure principle
Freud's theory regarding the id's desire to maximize pleasure and minimize pain in order to achieve immediate gratification. Reality principle
Tendency of the ego to postpone gratification until it can find an appropriate outlet
Psychosexual
the childhood stages of development (oral, anal, phallic, latency, genital) during which, according to Freud, the id's pleasure-seeking energies focus on distinct erogenous zones
Oral stage
Freud's first stage of psychosexual development during which pleasure is centered in the mouth
Anal stage
Freud's second stage of personality development, from about age 2 to about age 3, during which children learn to control the immediate gratification they obtain through defecation and to become responsive to the demands of society.

{poop}
Phallic Stage
Freud's third stage of personality development, from about age 4 through age 7, during which children obtain gratification primarily from the genitals. Latency Stage
Freud's fourth stage of personality development, from about age 7 until puberty, during which sexual urges are inactive. Genital Stage
Freud's last stage of personality development, from the onset of puberty through adulthood, during which the sexual conflicts of childhood resurface (at puberty) and are often resolved during adolescence).

Oedipus complex according to Freud, a boy's sexual desires toward his mother and feelings of jealousy and hatred for the rival father. Inferiority complex Adler's conception of a basic feeling of inadequacy stemming from childhood experiences Testability The flaw in Frieda data because it was based off of his own self analysis Actualization tendency (Carl Rogers) innate drive to maintain and enhance the human organism Self concept A sense of one's identity and personal worth Social cognitive theory Theory that holds that portions of an individual's knowledge acquisition can be directly related to observing others within the context of social interactions, experiences, and outside media influences (Bandura). Reciprocal determinism the interacting influences of behavior, internal cognition, and environment Trait theory A theory of personality that focuses on identifying, describing, and measuring individual differences in behavioral predispositions Five factor model Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism