

# Glossary

**absentmindedness** A lapse in attention that results in memory failure. (p. 145)

**absolute threshold** The minimal intensity needed to just barely detect a stimulus. (p. 92)

**accommodation** The process by which infants revise their schemas in light of new information. (p. 304)

**acquisition** The phase of classical conditioning when the CS and the US are presented together. (p. 166)

**action potential** An electric signal that is conducted along an axon to a synapse. (p. 59)

**activation-synthesis model** The theory that dreams are produced when the brain attempts to make sense of activations that occur randomly during sleep. (p. 250)

**actor-observer effect** The tendency to make situational attributions for our own behaviors while making dispositional attributions for the identical behavior of others. (p. 485)

**adolescence** The period of development that begins with the onset of sexual maturity (about 11 to 14 years of age) and lasts until the beginning of adulthood (about 18 to 21 years of age). (p. 318)

**adulthood** The stage of development that begins around 18 to 21 years and ends at death. (p. 323)

**aggression** Behavior whose purpose is to harm another. (p. 458)

**agoraphobia** An extreme fear of venturing into public places. (p. 374)

**alcohol myopia** A condition that results when alcohol hampers attention, leading people to respond in simple ways to complex situations. (p. 257)

**altered states of consciousness** Forms of experience that depart from the normal subjective experience of the world and the mind. (p. 244)

**altruism** Behavior that benefits another without benefiting oneself. (p. 461)

**amygdala** A part of the subcortical system that plays a central role in many emotional processes, particularly the formation of emotional memories. (p. 70)

**anal stage** The second psychosexual stage, which is dominated by the pleasures and frustrations associated with the anus, retention and expulsion of feces and urine, and toilet training. (p. 346)

**anorexia nervosa** An eating disorder characterized by an intense fear of being fat and severe restriction of food intake. (p. 288)

**anterograde amnesia** The inability to transfer new information from the short-term store into the long-term store. (p. 135)

**antianxiety medications** Drugs that help reduce a person's experience of fear or anxiety. (p. 413)

**antidepressants** A class of drugs that help lift people's mood. (p. 413)

**antipsychotic drugs** Medications that are used to treat schizophrenia and related psychotic disorders. (p. 412)

**antisocial personality disorder (APD)** A pervasive pattern of disregard for and violation of the rights of others that begins in childhood or early adolescence and continues into adulthood. (p. 389)

**anxiety disorder** The class of mental disorder in which anxiety is the predominant feature. (p. 371)

**aphasia** Difficulty in producing or comprehending language. (p. 204)

**apparent motion** The perception of movement as a result of alternating signals appearing in rapid succession in different locations. (p. 109)

**appraisal** An evaluation of the emotion-relevant aspects of a stimulus that is performed by the amygdala. (p. 274)

**approach motivation** A motivation to experience positive outcomes. (p. 293)

**area A1** A portion of the temporal lobe that contains the primary auditory cortex. (p. 113)

**area V1** The part of the occipital lobe that contains the primary visual cortex. (p. 102)

**assimilation** The process by which infants apply their schemas in novel situations. (p. 304)

**association areas** Areas of the cerebral cortex that are composed of neurons that help provide sense and meaning to information registered in the cortex. (p. 71)

**attachment** The emotional bond that forms between newborns and their primary caregivers. (p. 312)

**attitude** An enduring positive or negative evaluation of an object or event. (p. 476)

**attribution** An inference about the cause of a person's behavior. (p. 484)

**autonomic nervous system (ANS)** A set of nerves that carries involuntary and automatic commands that control blood vessels, body organs, and glands. (p. 65)

**avoidance motivation** A motivation not to experience negative outcomes. (p. 293)

**axon** The part of a neuron that transmits information to other neurons, muscles, or glands. (p. 57)

**basilar membrane** A structure in the inner ear that undulates when vibrations from the ossicles reach the cochlear fluid. (p. 112)

**behavior** Observable actions of human beings and nonhuman animals. (p. 2)

**behavior therapy** A type of therapy that assumes that disordered behavior is learned and that symptom relief is achieved through changing overt maladaptive behaviors into more constructive behaviors. (p. 404)

**behavioral neuroscience** An approach to psychology that links psychological processes to activities in the nervous system and other bodily processes. (p. 20)

**behaviorism** An approach that advocates that psychologists restrict themselves to the scientific study of objectively observable behavior. (p. 15)

**belief** An enduring piece of knowledge about an object or event. (p. 476)

**bias** The distorting influences of present knowledge, beliefs, and feelings on recollection of previous experiences. (p. 153)

**Big Five** The traits of the five-factor model: conscientiousness, agreeableness, neuroticism,

openness to experience, and extroversion. (p. 339)

**binocular disparity** The difference in the retinal images of the two eyes that provides information about depth. (p. 107)

**biofeedback** The use of an external monitoring device to obtain information about a bodily function and possibly gain control over that function. (p. 441)

**biological preparedness** A propensity for learning particular kinds of associations over others. (p. 172)

**bipolar disorder** An unstable emotional condition characterized by cycles of abnormal, persistent high mood (mania) and low mood (depression). (p. 381)

**blind spot** An area of the retina that contains neither rods nor cones and therefore has no mechanism to sense light. (p. 99)

**blocking** A failure to retrieve information that is available in memory even though you are trying to produce it. (p. 146)

**bulimia nervosa** An eating disorder characterized by binge eating followed by purging. (p. 288)

**burnout** A state of physical, emotional, and mental exhaustion created by long-term involvement in an emotionally demanding situation and accompanied by lowered performance and motivation. (p. 438)

**Cannon-Bard theory** A theory about the relationship between emotional experience and physiological activity suggesting that a stimulus simultaneously triggers activity in the autonomic nervous system and emotional experience in the brain. (p. 272)

**Cartesian Theater** (after philosopher René Descartes) A mental screen or stage on which things appear to be presented for viewing by the mind's eye. (p. 234)

**case method** A method of gathering scientific knowledge by studying a single individual. (p. 37)

**catatonic behavior** A marked decrease in all movement or an increase in muscular rigidity and overactivity. (p. 385)

**category-specific deficit** A neurological syndrome that is characterized by an inability to recognize objects that belong to a particular category while leaving the ability to recognize objects outside the category undisturbed. (p. 206)

**cell body** The part of a neuron that coordinates information-processing tasks and keeps the cell alive. (p. 57)

**central nervous system (CNS)** The part of the nervous system that is composed of the brain and spinal cord. (p. 64)

**cephalocaudal rule** The "top-to-bottom" rule that describes the tendency for motor

skills to emerge in sequence from the head to the feet. (p. 302)

**cerebellum** A large structure of the hind-brain that controls fine motor skills. (p. 69)

**cerebral cortex** The outermost layer of the brain, visible to the naked eye and divided into two hemispheres. (p. 70)

**childhood** The stage of development that begins at about 18 to 24 months and lasts until adolescence. (p. 305)

**chromosomes** Strands of DNA wound around each other in a double-helix configuration. (p. 75)

**chronic stressor** A source of stress that occurs continuously or repeatedly. (p. 430)

**chunking** Combining small pieces of information into larger clusters or chunks that are more easily held in short-term memory. (p. 134)

**circadian rhythm** A naturally occurring 24-hour cycle. (p. 244)

**classical conditioning** When a neutral stimulus evokes a response after being paired with a stimulus that naturally evokes a response. (p. 164)

**cochlea** A fluid-filled tube that is the organ of auditory transduction. (p. 112)

**cocktail party phenomenon** A phenomenon in which people tune in one message even while they filter out others nearby. (p. 238)

**cognitive behavioral therapy (CBT)** A blend of cognitive and behavioral therapeutic strategies. (p. 406)

**cognitive development** The emergence of the ability to understand the world. (p. 304)

**cognitive dissonance** An unpleasant state that arises when a person recognizes the inconsistency of his or her actions, attitudes, or beliefs. (p. 478)

**cognitive map** A mental representation of the physical features of the environment. (p. 184)

**cognitive neuroscience** A field that attempts to understand the links between cognitive processes and brain activity. (p. 21)

**cognitive psychology** The scientific study of mental processes, including perception, thought, memory, and reasoning. (p. 19)

**cognitive restructuring** A therapeutic approach that teaches clients to question the automatic beliefs, assumptions, and predictions that often lead to negative emotions and to replace negative thinking with more realistic and positive beliefs. (p. 406)

**cognitive therapy** A form of psychotherapy that involves helping a client identify and correct any distorted thinking about self, others, or the world. (p. 405)

**cognitive unconscious** The mental processes that give rise to the person's thoughts, choices,

emotions, and behavior even though they are not experienced by the person. (p. 242)

**comorbidity** The co-occurrence of two or more disorders in a single individual. (p. 368)

**concept** A mental representation that groups or categorizes shared features of related objects, events, or other stimuli. (p. 206)

**concrete operational stage** The stage of development that begins at about 6 years and ends at about 11 years, in which children acquire a basic understanding of the physical world and a preliminary understanding of their own and others' minds. (p. 305)

**conditioned response (CR)** A reaction that resembles an unconditioned response but is produced by a conditioned stimulus. (p. 164)

**conditioned stimulus (CS)** A stimulus that is initially neutral and produces no reliable response in an organism. (p. 164)

**cones** Photoreceptors that detect color, operate under normal daylight conditions, and allow us to focus on fine detail. (p. 98)

**conformity** The tendency to do what others do simply because others are doing it. (p. 474)

**conjunction fallacy** When people think that two events are more likely to occur together than either individual event. (p. 211)

**conscious motivation** A motivation of which one is aware. (p. 293)

**consciousness** A person's subjective experience of the world and the mind. (pp. 6, 234)

**conservation** The notion that the quantitative properties of an object are invariant despite changes in the object's appearance. (p. 305)

**control group** One of the two groups of participants created by the manipulation of an independent variable in an experiment that is not exposed to the stimulus being studied. (p. 45)

**conventional stage** A stage of moral development in which the morality of an action is primarily determined by the extent to which it conforms to social rules. (p. 315)

**cooperation** Behavior by two or more individuals that leads to mutual benefit. (p. 460)

**corpus callosum** A thick band of nerve fibers that connects large areas of the cerebral cortex on each side of the brain and supports communication of information across the hemispheres. (p. 70)

**correlated** The "co-relationship" or pattern of covariation between two variables, each of which has been measured several times. (p. 41)

**correspondence bias** The tendency to make a dispositional attribution even when a person's behavior was caused by the situation. (p. 484)

**crystallized intelligence** The accuracy and amount of information available for processing (see *fluid intelligence*). (p. 219)

**cultural psychology** The study of how cultures reflect and shape the psychological processes of their members. (p. 24)

**debriefing** A verbal description of the true nature and purpose of a study that psychologists provide to people after they have participated in the study. (p. 49)

**deep structure** The meaning of a sentence. (p. 199)

**defense mechanisms** Unconscious coping mechanisms that reduce anxiety generated by threats from unacceptable impulses. (p. 344)

**deindividuation** A phenomenon that occurs when immersion in a group causes people to become less aware of their individual values. (p. 462)

**delusion** A patently false belief system, often bizarre and grandiose, that is maintained in spite of its irrationality. (p. 384)

**demand characteristics** Those aspects of an observational setting that cause people to behave as they think an observer wants or expects them to behave. (p. 37)

**dendrites** The part of a neuron that receives information from other neurons and relays it to the cell body. (p. 57)

**dependent variable** The variable that is measured in a study. (p. 45)

**depressants** Substances that reduce the activity of the central nervous system. (p. 255)

**developmental psychology** The study of continuity and change across the life span. (p. 298)

**deviation IQ** A statistic obtained by dividing a person's test score by the average test score of people in the same age group and then multiplying the quotient by 100 (see *ratio IQ*). (p. 214)

**diathesis-stress model** A model suggesting that a person may be predisposed for a mental disorder that remains unexpressed until triggered by stress. (p. 369)

**diffusion of responsibility** The tendency for individuals to feel diminished responsibility for their actions when they are surrounded by others who are acting the same way. (p. 462)

**discrimination** Positive or negative behavior toward another person based on his or her group membership. (p. 462)

**discrimination** The capacity to distinguish between similar but distinct stimuli. (p. 168)

**disorganized speech** A severe disruption of verbal communication in which ideas shift rapidly and incoherently from one to another unrelated topic. (p. 385)

**displacement** A defense mechanism that involves shifting unacceptable wishes or drives to a neutral or less threatening alternative. (p. 344)

**display rules** Norms for the control of emotional expression. (p. 280)

**dissociative amnesia** The sudden loss of memory for significant personal information. (p. 377)

**dissociative disorder** A condition in which normal cognitive processes are severely disjointed and fragmented, creating significant disruptions in memory, awareness, or personality that can vary in length from a matter of minutes to many years. (p. 376)

**dissociative fugue** The sudden loss of memory for one's personal history, accompanied by an abrupt departure from home and the assumption of a new identity. (p. 377)

**dissociative identity disorder (DID)** The presence within an individual of two or more distinct identities that at different times take control of the individual's behavior. (p. 376)

**door-in-the-face technique** A strategy that uses reciprocating concessions to influence behavior. (p. 473)

**dopamine hypothesis** The idea that schizophrenia involves an excess of dopamine activity. (p. 387)

**double depression** A moderately depressed mood that persists for at least 2 years and is punctuated by periods of major depression. (p. 379)

**double-blind observation** An observation whose true purpose is hidden from the researcher as well as from the participant. (p. 39)

**drive** An internal state generated by departures from physiological optimality. (p. 286)

**drug tolerance** The tendency for larger doses of a drug to be required over time to achieve the same effect. (p. 254)

**DSM-IV-TR (Diagnostic and Statistical Manual of Mental Disorders [Fourth Edition, Text Revision])** A classification system that describes the features used to diagnose each recognized mental disorder and indicates how the disorder can be distinguished from other, similar problems. (p. 366)

**dynamic unconscious** An active system encompassing a lifetime of hidden memories, the person's deepest instincts and desires, and the person's inner struggle to control these forces. (p. 242)

**dysthymia** A disorder that involves the same symptoms as in depression only less severe, but the symptoms last longer, persisting for at least 2 years. (p. 379)

**echoic memory** A fast-decaying store of auditory information. (p. 133)

**eclectic psychotherapy** Treatment that draws on techniques from different forms of therapy, depending on the client and the problem. (p. 402)

**ego** The component of personality, developed through contact with the external

world, that enables us to deal with life's practical demands. (p. 343)

**egocentrism** The failure to understand that the world appears differently to different observers. (p. 306)

**elaborative encoding** The process of actively relating new information to knowledge that is already in memory. (p. 129)

**electroconvulsive therapy (ECT)** A treatment that involves inducing a mild seizure by delivering an electrical shock to the brain. (p. 417)

**electromyograph (EMG)** A device that measures muscle contractions under the surface of a person's skin. (p. 35)

**embryonic stage** The period of prenatal development that lasts from the second week until about the eighth week. (p. 299)

**emotion** A positive or negative experience that is associated with a particular pattern of physiological activity. (p. 271)

**emotion regulation** The use of cognitive and behavioral strategies to influence one's emotional experience. (p. 276)

**emotional expression** Any observable sign of an emotional state. (p. 278)

**empiricism** Originally a Greek school of medicine that stressed the importance of observation, and now generally used to describe any attempt to acquire knowledge by observing objects or events. (p. 34)

**encoding** The process by which we transform what we perceive, think, or feel into an enduring memory. (p. 128)

**encoding specificity principle** The idea that a retrieval cue can serve as an effective reminder when it helps re-create the specific way in which information was initially encoded. (p. 138)

**endorphins or endogenous opiates** Neurotransmitters that have a similar structure to opiates and that appear to play a role in how the brain copes internally with pain and stress. (p. 258)

**episodic memory** The collection of past personal experiences that occurred at a particular time and place. (p. 142)

**equity** A state of affairs in which the cost-benefit ratios of two partners are roughly equal. (p. 471)

**evolutionary psychology** A psychological approach that explains mind and behavior in terms of the adaptive value of abilities that are preserved over time by natural selection. (p. 21)

**exemplar theory** A theory of categorization that argues that we make category judgments by comparing a new instance with stored memories for other instances of the category. (p. 208)

**existential approach** A school of thought that regards personality as governed by an

individual's ongoing choices and decisions in the context of the realities of life and death. (p. 348)

**expectancy theory** The idea that alcohol effects can be produced by people's expectations of how alcohol will influence them in particular situations. (p. 256)

**experiment** A technique for establishing the causal relationship between variables. (p. 44)

**experimental group** One of the two groups of participants created by the manipulation of an independent variable in an experiment; the experimental group is exposed to the stimulus being studied and the *control group* is not. (p. 45)

**explicit memory** The act of consciously or intentionally retrieving past experiences. (p. 140)

**exposure therapy** An approach to treatment that involves confronting an emotion-arousing stimulus directly and repeatedly, ultimately leading to a decrease in the emotional response. (p. 405)

**external validity** A characteristic of an experiment in which the independent and dependent variables are operationally defined in a normal, typical, or realistic way. (p. 46)

**extinction** The gradual elimination of a learned response that occurs when the US is no longer presented. (p. 167)

**extrinsic motivation** A motivation to take actions that are not themselves rewarding but that lead to reward. (p. 292)

**facial feedback hypothesis** The hypothesis that emotional expressions can cause the emotional experiences they signify. (p. 280)

**factor analysis** A statistical technique that explains a large number of correlations in terms of a small number of underlying factors. (p. 218)

**family resemblance theory** Members of a category have features that appear to be characteristic of category members but may not be possessed by every member. (p. 207)

**fast mapping** The fact that children can map a word onto an underlying concept after only a single exposure. (p. 201)

**fetal alcohol syndrome** A developmental disorder that stems from heavy alcohol use by the mother during pregnancy. (p. 300)

**fetal stage** The period of prenatal development that lasts from the ninth week until birth. (p. 299)

**fight-or-flight response** An emotional and physiological reaction to an emergency that increases readiness for action. (p. 433)

**fixation** A phenomenon in which a person's pleasure-seeking drives become psychologically stuck, or arrested, at a particular psychosexual stage. (p. 346)

**fixed interval schedule (FI)** An operant conditioning principle in which reinforcements

are presented at fixed time periods, provided that the appropriate response is made. (p. 180)

**fixed ratio schedule (FR)** An operant conditioning principle in which reinforcement is delivered after a specific number of responses have been made. (p. 180)

**flashbulb memories** Detailed recollections of when and where we heard about shocking events. (p. 154)

**fluid intelligence** The ability to process information (see *crystallized intelligence*). (p. 218)

**foot-in-the-door technique** A strategy that uses a person's desire for consistency to influence that person's behavior. (p. 478)

**formal operational stage** The stage of development that begins around the age of 11 and lasts through adulthood, in which children gain a deeper understanding of their own and others' minds and learn to reason abstractly. (p. 306)

**fovea** An area of the retina where vision is the clearest and there are no rods at all. (p. 98)

**framing effects** When people give different answers to the same problem depending on how the problem is phrased (or framed). (p. 211)

**fraternal twins** (also called dizygotic twins) Twins who develop from two different eggs that were fertilized by two different sperm (see *identical twins*). (p. 222)

**frontal lobe** A region of the cerebral cortex that has specialized areas for movement, abstract thinking, planning, memory, and judgment. (p. 71)

**frustration-aggression principle** A principle stating that people aggress when their goals are thwarted. (p. 459)

**full consciousness** Consciousness in which you know and are able to report your mental state. (p. 239)

**functionalism** The study of the purpose mental processes serve in enabling people to adapt to their environment. (p. 8)

**gate-control theory** A theory of pain perception based on the idea that signals arriving from pain receptors in the body can be stopped, or *gated*, by interneurons in the spinal cord via feedback from two directions. (p. 117)

**gene** The unit of hereditary transmission. (p. 75)

**general adaptation syndrome (GAS)** A three-stage physiological response that appears regardless of the stressor that is encountered. (p. 433)

**generalization** A process in which the CR is observed even though the CS is slightly different from the original one used during acquisition. (p. 167)

**generalized anxiety disorder (GAD)** A disorder characterized by chronic excessive

worry accompanied by three or more of the following symptoms: restlessness, fatigue, concentration problems, irritability, muscle tension, and sleep disturbance. (p. 371)

**genetic dysphasia** A syndrome characterized by an inability to learn the grammatical structure of language despite having otherwise normal intelligence. (p. 203)

**genital stage** The final psychosexual stage, a time for the coming together of the mature adult personality with a capacity to love, work, and relate to others in a mutually satisfying and reciprocal manner. (p. 346)

**germinal stage** The 2-week period of prenatal development that begins at conception. (p. 299)

**Gestalt psychology** A psychological approach that emphasizes that we often perceive the whole rather than the sum of the parts. (p. 12)

**Gestalt therapy** An existentialist approach to treatment with the goal of helping the client become aware of his or her thoughts, behaviors, experiences, and feelings and to "own" or take responsibility for them. (p. 408)

**glial cells** Support cells found in the nervous system. (p. 57)

**grammar** A set of rules that specify how the units of language can be combined to produce meaningful messages. (p. 198)

**grossly disorganized behavior** Behavior that is inappropriate for the situation or ineffective in attaining goals, often with specific motor disturbances. (p. 385)

**group** A collection of two or more people who believe they have something in common. (p. 462)

**group polarization** The tendency for a group's initial leaning to get stronger over time. (p. 463)

**group therapy** Therapy in which multiple participants (who often do not know one another at the outset) work on their individual problems in a group atmosphere. (p. 409)

**habituation** A general process in which repeated or prolonged exposure to a stimulus results in a gradual reduction in responding. (p. 163)

**hair cells** Specialized auditory receptor neurons embedded in the basilar membrane. (p. 112)

**hallucination** A false perceptual experience that has a compelling sense of being real despite the absence of external stimulation. (p. 384)

**hallucinogens** Drugs that alter sensation and perception and often cause visual and auditory hallucinations. (p. 258)

**haptic perception** The active exploration of the environment by touching and grasping objects with our hands. (p. 115)

**health psychology** The subfield of psychology concerned with ways psychological factors influence the causes and treatment of physical illness and the maintenance of health. (p. 428)

**hedonic principle** The notion that all people are motivated to experience pleasure and avoid pain. (p. 284)

**helplessness theory** The idea that individuals who are prone to depression automatically attribute negative experiences to causes that are internal (i.e., their own fault), stable (i.e., unlikely to change), and global (i.e., widespread). (p. 380)

**heritability coefficient** A statistic (commonly denoted as  $h^2$ ) that describes the proportion of the difference between people's scores that can be explained by differences in their genetic makeup. (p. 222)

**heuristic persuasion** A change in attitudes or beliefs that is brought about by appeals to habit or emotion. (p. 477)

**hindbrain** An area of the brain that coordinates information coming into and out of the spinal cord. (p. 68)

**hippocampus** A structure critical for creating new memories and integrating them into a network of knowledge so that they can be stored indefinitely in other parts of the cerebral cortex. (p. 70)

**human sexual response cycle** The stages of physiological arousal during sexual activity. (p. 290)

**humanistic psychology** An approach to understanding human nature that emphasizes the positive potential of human beings. (p. 14)

**hypochondriasis** A psychological disorder in which a person is preoccupied with minor symptoms and develops an exaggerated belief that the symptoms signify a life-threatening illness. (p. 446)

**hypothalamus** A subcortical structure that regulates body temperature, hunger, thirst, and sexual behavior. (p. 70)

**hypothesis** A specific and testable prediction that is usually derived from a *theory*. (p. 46)

**hysteria** A temporary loss of cognitive or motor functions, usually as a result of emotionally upsetting experiences. (p. 12)

**iatrogenic illness** A disorder or symptom that occurs as a result of a medical or psychotherapeutic treatment. (p. 422)

**iconic memory** A fast-decaying store of visual information. (p. 133)

**id** The part of the mind containing the drives present at birth; it is the source of our bodily needs, wants, desires, and impulses, particularly our sexual and aggressive drives. (p. 342)

**identical twins** (also called monozygotic twins) Twins who develop from the splitting

of a single egg that was fertilized by a single sperm (see *fraternal twins*). (p. 222)

**identification** A defense mechanism that helps deal with feelings of threat and anxiety by enabling us unconsciously to take on the characteristics of another person who seems more powerful or better able to cope. (p. 344)

**illusions** Errors of perception, memory, or judgment in which subjective experience differs from objective reality. (p. 10)

**immune system** A complex response system that protects the body from bacteria, viruses, and other foreign substances. (p. 434)

**implicit learning** Learning that takes place largely independent of awareness of both the process and the products of information acquisition. (p. 190)

**implicit memory** The influence of past experiences on later behavior and performance, even though people are not trying to recollect them and are not aware that they are remembering them. (p. 140)

**independent variable** The variable that is manipulated in an experiment. (p. 45)

**infancy** The stage of development that begins at birth and lasts between 18 and 24 months. (p. 301)

**informational influence** A phenomenon whereby a person's behavior is influenced by another person's behavior because the latter provides information about what is good or true. (p. 476)

**informed consent** A written agreement to participate in a study made by a person who has been informed of all the risks that participation may entail. (p. 49)

**insomnia** Difficulty in falling asleep or staying asleep. (p. 247)

**intelligence** A hypothetical mental ability that enables people to direct their thinking, adapt to their circumstances, and learn from their experiences. (p. 213)

**intermittent reinforcement** An operant conditioning principle in which only some of the responses made are followed by reinforcement. (p. 181)

**intermittent reinforcement effect** The fact that operant behaviors that are maintained under intermittent reinforcement schedules resist extinction better than those maintained under continuous reinforcement. (p. 182)

**internal validity** The characteristic of an experiment that allows one to draw accurate inferences about the causal relationship between an independent and dependent variable. (p. 45)

**internal working model of attachment** A set of expectations about how the primary caregiver will respond when the child feels insecure. (p. 312)

**interneurons** Neurons that connect sensory neurons, motor neurons, or other interneurons. (p. 57)

**interpersonal psychotherapy (IPT)** A form of psychotherapy that focuses on helping clients improve current relationships. (p. 404)

**intrinsic motivation** A motivation to take actions that are themselves rewarding. (p. 292)

**introspection** The subjective observation of one's own experience. (p. 7)

**ironic processes of mental control** Mental processes that can produce ironic errors because monitoring for errors can itself produce them. (p. 241)

**James-Lange theory** A theory about the relationship between emotional experience and physiological activity suggesting that stimuli trigger activity in the autonomic nervous system, which in turn produces an emotional experience in the brain. (p. 272)

**just noticeable difference (JND)** The minimal change in a stimulus that can just barely be detected. (p. 93)

**language** A system for communicating with others using signals that convey meaning and are combined according to rules of grammar. (p. 198)

**language acquisition device (LAD)** A collection of processes that facilitate language learning. (p. 202)

**latency stage** The fourth psychosexual stage, in which the primary focus is on the further development of intellectual, creative, interpersonal, and athletic skills. (p. 346)

**latent learning** A condition in which something is learned but it is not manifested as a behavioral change until sometime in the future. (p. 183)

**law of effect** The principle that behaviors that are followed by a "satisfying state of affairs" tend to be repeated and those that produce an "unpleasant state of affairs" are less likely to be repeated. (p. 175)

**learning** Some experience that results in a relatively permanent change in the state of the learner. (p. 162)

**locus of control** A person's tendency to perceive the control of rewards as internal to the self or external in the environment. (p. 352)

**long-term memory store** A place in which information can be kept for hours, days, weeks, or years. (p. 134)

**long-term potentiation (LTP)** Enhanced neural processing that results from the strengthening of synaptic connections. (p. 136)

**loudness** A sound's intensity. (p. 111)

**lymphocytes** White blood cells that produce antibodies that fight infection. (p. 434)

**major depression** A disorder characterized by a severely depressed mood that lasts 2 weeks or more and is accompanied by feelings of worthlessness and lack of pleasure, lethargy, and sleep and appetite disturbances. (p. 379)

**marijuana** The leaves and buds of the hemp plant. (p. 259)

**matched pairs** An observational technique that involves matching each participant in the experimental group with a specific participant in the control group in order to eliminate the possibility that a third variable (and not the independent variable) caused changes in the dependent variable. (p. 42)

**matched samples** An observational technique that involves matching the average of the participants in the experimental and control groups in order to eliminate the possibility that a third variable (and not the independent variable) caused changes in the dependent variable. (p. 42)

**measure** A device that can detect the measurable events to which an operational definition refers. (p. 35)

**medical model** The conceptualization of psychological abnormalities as diseases that, like biological diseases, have symptoms and causes and possible cures. (p. 365)

**meditation** The practice of intentional contemplation. (p. 263)

**medulla** An extension of the spinal cord into the skull that coordinates heart rate, circulation, and respiration. (p. 68)

**memory misattribution** Assigning a recollection or an idea to the wrong source. (p. 147)

**memory** The ability to store and retrieve information over time. (p. 128)

**memory storage** The process of maintaining information in memory over time. (p. 133)

**mental control** The attempt to change conscious states of mind. (p. 240)

**mere exposure effect** The tendency for liking to increase with the frequency of exposure. (p. 465)

**metabolism** The rate at which energy is used by the body. (p. 289)

**method** A set of rules and techniques for observation that allow researchers to avoid the illusions, mistakes, and erroneous conclusions that simple observation can produce. (p. 34)

**mind** Our private inner experience of perceptions, thoughts, memories, and feelings. (p. 2)

**mind/body problem** The issue of how the mind is related to the brain and body. (p. 236)

**mindfulness meditation** A form of cognitive therapy that teaches an individual to be fully present in each moment; to be aware of his or her thoughts, feelings, and sensations; and to detect symptoms before they become a problem. (p. 406)

**minimal consciousness** A low-level kind of sensory awareness and responsiveness that occurs when the mind inputs sensations and may output behavior. (p. 239)

**Minnesota Multiphasic Personality Inventory (MMPI)** A well-researched clinical questionnaire used to assess personality and psychological problems. (p. 335)

**monocular depth cues** Aspects of a scene that yield information about depth when viewed with only one eye. (p. 106)

**mood disorders** Mental disorders that have mood disturbance as their predominant feature. (p. 378)

**morphemes** The smallest meaningful units of language. (p. 198)

**motivation** The purpose for or cause of an action. (p. 284)

**motor development** The emergence of the ability to execute physical action. (p. 302)

**motor neurons** Neurons that carry signals from the spinal cord to the muscles to produce movement. (p. 57)

**myelin sheath** An insulating layer of fatty material. (p. 57)

**myelination** The formation of a fatty sheath around the axons of a brain cell. (p. 299)

**narcissism** A trait that reflects a grandiose view of the self combined with a tendency to seek admiration from and exploit others. (p. 358)

**narcolepsy** A disorder in which sudden sleep attacks occur in the middle of waking activities. (p. 248)

**narcotics or opiates** Highly addictive drugs derived from opium that relieve pain. (p. 258)

**nativism** The philosophical view that certain kinds of knowledge are innate or inborn. (p. 4)

**nativist theory** The view that language development is best explained as an innate, biological capacity. (p. 202)

**natural selection** Charles Darwin's theory that the features of an organism that help it survive and reproduce are more likely than other features to be passed on to subsequent generations. (p. 8)

**naturalistic observation** A method of gathering scientific knowledge by unobtrusively observing people in their natural environments. (p. 37)

**negative symptoms** Emotional and social withdrawal; apathy; poverty of speech; and other indications of the absence or insufficiency of normal behavior, motivation, and emotion. (p. 385)

**nervous system** An interacting network of neurons that conveys electrochemical information throughout the body. (p. 64)

**neurons** Cells in the nervous system that communicate with one another to perform information-processing tasks. (p. 56)

**neurotransmitters** Chemicals that transmit information across the synapse to a receiving neuron's dendrites. (p. 60)

**night terrors** (or sleep terrors) Abrupt awakenings with panic and intense emotional arousal. (p. 248)

**norm of reciprocity** The norm that people should benefit those who have benefited them. (p. 473)

**normative influence** A phenomenon whereby one person's behavior is influenced by another person's behavior because the latter provides information about what is appropriate. (p. 473)

**norms** A customary standard for behavior that is widely shared by members of a culture. (p. 473)

**obedience** The tendency to do what authorities tell us to do simply because they tell us to do it. (p. 474)

**object permanence** The idea that objects continue to exist even when they are not visible. (p. 304)

**observational learning** A condition in which learning takes place by watching the actions of others. (p. 187)

**observational learning** Learning that occurs when one person observes another person being rewarded or punished. (p. 472)

**obsessive-compulsive disorder (OCD)** A disorder in which repetitive, intrusive thoughts (obsessions) and ritualistic behaviors (compulsions) designed to fend off those thoughts interfere significantly with an individual's functioning. (p. 375)

**occipital lobe** A region of the cerebral cortex that processes visual information. (p. 71)

**Oedipus conflict** A developmental experience in which a child's conflicting feelings toward the opposite-sex parent is (usually) resolved by identifying with the same-sex parent. (p. 346)

**olfactory bulb** A brain structure located above the nasal cavity beneath the frontal lobes. (p. 120)

**olfactory receptor neurons (ORNs)** Receptor cells that initiate the sense of smell. (p. 119)

**operant behavior** Behavior that an organism produces that has some impact on the environment. (p. 175)

**operant conditioning** A type of learning in which the consequences of an organism's behavior determine whether it will be repeated in the future. (p. 175)

**operational definition** A description of an abstract property in terms of a concrete condition that can be measured. (p. 35)

**oral stage** The first psychosexual stage, in which experience centers on the pleasures and frustrations associated with the mouth, sucking, and being fed. (p. 346)

**organizational encoding** The act of categorizing information by noticing the relationships among a series of items. (p. 131)

**outcome expectancies** A person's assumptions about the likely consequences of a future behavior. (p. 352)

**overjustification effect** Circumstances when external rewards can undermine the intrinsic satisfaction of performing a behavior. (p. 176)

**panic disorder** A disorder characterized by the sudden occurrence of multiple psychological and physiological symptoms that contribute to a feeling of stark terror. (p. 374)

**parasympathetic nervous system** A set of nerves that helps the body return to a normal resting state. (p. 65)

**parietal lobe** A region of the cerebral cortex whose functions include processing information about touch. (p. 71)

**perception** The organization, identification, and interpretation of a sensation in order to form a mental representation. (p. 90)

**perceptual confirmation** A phenomenon that occurs when observers perceive what they expect to perceive. (p. 482)

**perceptual constancy** A perceptual principle stating that even as aspects of sensory signals change, perception remains consistent. (p. 104)

**peripheral nervous system (PNS)** The part of the nervous system that connects the central nervous system to the body's organs and muscles. (p. 64)

**persistence** The intrusive recollection of events that we wish we could forget. (p. 154)

**personal constructs** Dimensions people use in making sense of their experiences. (p. 351)

**personality disorder** Disorder characterized by deeply ingrained, inflexible patterns of thinking, feeling, or relating to others or controlling impulses that cause distress or impaired functioning. (p. 389)

**personality** An individual's characteristic style of behaving, thinking, and feeling. (p. 333)

**person-centered therapy** An approach to therapy that assumes all individuals have a tendency toward growth and that this growth can be facilitated by acceptance and genuine reactions from the therapist. (p. 408)

**person-situation controversy** The question of whether behavior is caused more by personality or by situational factors. (p. 350)

**persuasion** A phenomenon that occurs when a person's attitudes or beliefs are

influenced by a communication from another person. (p. 477)

**phallic stage** The third psychosexual stage, during which experience is dominated by the pleasure, conflict, and frustration associated with the phallic-genital region as well as powerful incestuous feelings of love, hate, jealousy, and conflict. (p. 346)

**phenomenology** How things seem to the conscious person. (p. 234)

**pheromones** Biochemical odorants emitted by other members of their species that can affect an animal's behavior or physiology. (p. 120)

**philosophical empiricism** The philosophical view that all knowledge is acquired through experience. (p. 5)

**phobic disorders** Disorders characterized by marked, persistent, and excessive fear and avoidance of specific objects, activities, or situations. (p. 372)

**phoneme** The smallest unit of sound that is recognizable as speech rather than as random noise. (p. 198)

**phrenology** A now defunct theory that specific mental abilities and characteristics, ranging from memory to the capacity for happiness, are localized in specific regions of the brain. (p. 5)

**physiology** The study of biological processes, especially in the human body. (p. 6)

**pitch** How high or low a sound is. (p. 111)

**pituitary gland** The "master gland" of the body's hormone-producing system, which releases hormones that direct the functions of many other glands in the body. (p. 70)

**place code** The cochlea encodes different frequencies at different locations along the basilar membrane. (p. 114)

**placebo** An inert substance or procedure that has been applied with the expectation that a healing response will be produced. (p. 419)

**pons** A brain structure that relays information from the cerebellum to the rest of the brain. (p. 69)

**population** The complete collection of participants who might possibly be measured. (p. 37)

**postconventional stage** A stage of moral development at which the morality of an action is determined by a set of general principles that reflect core values. (p. 315)

**posttraumatic stress disorder (PTSD)** A disorder characterized by chronic physiological arousal, recurrent unwanted thoughts or images of the trauma, and avoidance of things that call the traumatic event to mind. (p. 436)

**power** The tendency for a measure to produce different results when it is used to measure different things. (p. 36)

**preconventional stage** A stage of moral development in which the morality of an action is primarily determined by its consequences for the actor. (p. 315)

**prejudice** A positive or negative evaluation of another person based on his or her group membership. (p. 462)

**preoperational stage** The stage of development that begins at about 2 years and ends at about 6 years, in which children have a preliminary understanding of the physical world. (p. 305)

**preparedness theory** The idea that people are instinctively predisposed toward certain fears. (p. 373)

**primary sex characteristics** Bodily structures that are directly involved in reproduction. (p. 318)

**priming** An enhanced ability to think of a stimulus, such as a word or object, as a result of a recent exposure to the stimulus. (p. 141)

**proactive interference** Situations in which earlier learning impairs memory for information acquired later. (p. 145)

**problem of other minds** The fundamental difficulty we have in perceiving the consciousness of others. (p. 235)

**procedural memory** The gradual acquisition of skills as a result of practice, or "knowing how," to do things. (p. 140)

**prodigy** A person of normal intelligence who has an extraordinary ability. (p. 221)

**projection** A defense mechanism that involves attributing one's own threatening feelings, motives, or impulses to another person or group. (p. 344)

**projective techniques** A standard series of ambiguous stimuli designed to elicit unique responses that reveal inner aspects of an individual's personality. (p. 336)

**prospect theory** Proposes that people choose to take on risk when evaluating potential losses and avoid risks when evaluating potential gains. (p. 212)

**prospective memory** Remembering to do things in the future. (p. 145)

**prototype** The "best" or "most typical member" of a category. (p. 208)

**proximodistal rule** The "inside-to-outside" rule that describes the tendency for motor skills to emerge in sequence from the center to the periphery. (p. 302)

**psychoactive drug** A chemical that influences consciousness or behavior by altering the brain's chemical message system. (p. 253)

**psychoanalysis** A therapeutic approach that focuses on bringing unconscious material into conscious awareness to better understand psychological disorders. (p. 13)

**psychoanalytic theory** Sigmund Freud's approach to understanding human behavior

that emphasizes the importance of unconscious mental processes in shaping feelings, thoughts, and behaviors. (p. 13)

**psychodynamic approach** An approach that regards personality as formed by needs, strivings, and desires, largely operating outside of awareness motives that can also produce emotional disorders. (p. 342)

**psychodynamic psychotherapies** A general approach to treatment that explores childhood events and encourages individuals to develop insight into their psychological problems. (p. 402)

**psychological disorders** Disorders reflecting abnormalities of the mind. (p. 363)

**psychology** The scientific study of mind and behavior. (p. 2)

**psychopharmacology** The study of drug effects on psychological states and symptoms. (p. 412)

**psychophysics** Methods that measure the strength of a stimulus and the observer's sensitivity to that stimulus. (p. 92)

**psychosexual stages** Distinct early life stages through which personality is formed as children experience sexual pleasures from specific body areas and caregivers redirect or interfere with those pleasures. (p. 345)

**psychosomatic illness** An interaction between mind and body that can produce illness. (p. 446)

**psychosurgery** Surgical destruction of specific brain areas. (p. 418)

**psychotherapy** An interaction between a therapist and someone suffering from a psychological problem, with the goal of providing support or relief from the problem. (p. 402)

**puberty** The bodily changes associated with sexual maturity. (p. 318)

**punisher** Any stimulus or event that functions to decrease the likelihood of the behavior that led to it. (p. 175)

**random sampling** A technique for choosing participants that ensures that every member of a population has an equal chance of being included in the sample. (p. 47)

**ratio IQ** A statistic obtained by dividing a person's mental age by the person's physical age and then multiplying the quotient by 100 (see *deviation IQ*). (p. 214)

**rational choice theory** The classical view that we make decisions by determining how likely something is to happen, judging the value of the outcome, and then multiplying the two. (p. 209)

**rational coping** Facing a stressor and working to overcome it. (p. 439)

**rationalization** A defense mechanism that involves supplying a reasonable-sounding explanation for unacceptable feelings and be-

havior to conceal (mostly from oneself) one's underlying motives or feelings. (p. 344)

**reaction formation** A defense mechanism that involves unconsciously replacing threatening inner wishes and fantasies with an exaggerated version of their opposite. (p. 344)

**reaction time** The amount of time taken to respond to a specific stimulus. (p. 6)

**reappraisal** A strategy that involves changing one's emotional experience by changing the meaning of the emotion-eliciting stimulus. (p. 277)

**rebound effect of thought suppression** The tendency of a thought to return to consciousness with greater frequency following suppression. (p. 241)

**receptive field** The region of the sensory surface that, when stimulated, causes a change in the firing rate of that neuron. (p. 100)

**receptors** Parts of the cell membrane that receive the neurotransmitter and initiate a new electric signal. (p. 60)

**reciprocal altruism** Behavior that benefits another with the expectation that those benefits will be returned in the future. (p. 461)

**referred pain** The feeling of pain when sensory information from internal and external areas converge on the same nerve cells in the spinal cord. (p. 116)

**reflexes** Specific patterns of motor response that are triggered by specific patterns of sensory stimulation. (p. 302)

**refractory period** The time following an action potential during which a new action potential cannot be initiated. (p. 60)

**reframing** Finding a new or creative way to think about a stressor that reduces its threat. (p. 440)

**regression** A defense mechanism in which the ego deals with internal conflict and perceived threat by reverting to an immature behavior or earlier stage of development. (p. 344)

**rehearsal** The process of keeping information in short-term memory by mentally repeating it. (p. 134)

**reinforcement** The consequences of a behavior that determine whether it will be more likely that the behavior will occur again. (p. 16)

**reinforcer** Any stimulus or event that functions to increase the likelihood of the behavior that led to it. (p. 175)

**relaxation response** A condition of reduced muscle tension, cortical activity, heart rate, breathing rate, and blood pressure. (p. 441)

**relaxation therapy** A technique for reducing tension by consciously relaxing muscles of the body. (p. 441)

**reliability** The tendency for a measure to produce the same result whenever it is used to measure the same thing. (p. 36)

**REM sleep** A stage of sleep characterized by rapid eye movements and a high level of brain activity. (p. 245)

**repression** A mental process that removes unacceptable thoughts and memories from consciousness. (p. 242)

**repressive coping** Avoiding situations or thoughts that are reminders of a stressor and maintaining an artificially positive viewpoint. (p. 439)

**resistance** A reluctance to cooperate with treatment for fear of confronting unpleasant unconscious material. (p. 403)

**response** An action or physiological change elicited by a stimulus. (p. 16)

**resting potential** The difference in electric charge between the inside and outside of a neuron's cell membrane. (p. 59)

**reticular formation** A brain structure that regulates sleep, wakefulness, and levels of arousal. (p. 68)

**retina** Light-sensitive tissue lining the back of the eyeball. (p. 97)

**retrieval cue** External information that is associated with stored information and helps bring it to mind. (p. 137)

**retrieval** The process of bringing to mind information that has been previously encoded and stored. (p. 128)

**retroactive interference** Situations in which later learning impairs memory for information acquired earlier. (p. 144)

**retrograde amnesia** The inability to retrieve information that was acquired before a particular date, usually the date of an injury or operation. (p. 135)

**rods** Photoreceptors that become active only under low-light conditions for night vision. (p. 98)

**Rorschach Inkblot Test** A projective personality test in which individual interpretations of the meaning of a set of unstructured inkblots are analyzed to identify a respondent's inner feelings and interpret his or her personality structure. (p. 336)

**sample** The partial collection of people who actually were measured in a study. (p. 37)

**savant** A person of low intelligence who has an extraordinary ability. (p. 220)

**schemas** Theories about or models of the way the world works. (p. 304)

**schizophrenia** A disorder characterized by the profound disruption of basic psychological processes; a distorted perception of reality; altered or blunted emotion; and disturbances in thought, motivation, and behavior. (p. 384)

**seasonal affective disorder (SAD)** Depression that involves recurrent depressive episodes in a seasonal pattern. (p. 379)



- secondary sex characteristics** Bodily structures that change dramatically with sexual maturity but that are not directly involved in reproduction. (p. 318)
- self-actualizing tendency** The human motive toward realizing our inner potential. (p. 348)
- self-concept** A person's explicit knowledge of his or her own behaviors, traits, and other personal characteristics. (p. 353)
- self-consciousness** A distinct level of consciousness in which the person's attention is drawn to the self as an object. (p. 239)
- self-esteem** The extent to which an individual likes, values, and accepts the self. (p. 353)
- self-fulfilling prophecy** A phenomenon whereby observers bring about what they expect to perceive. (p. 482)
- self-regulation** The exercise of voluntary control over the self to bring the self into line with preferred standards. (p. 451)
- self-report** A series of answers to a questionnaire that asks people to indicate the extent to which sets of statements or adjectives accurately describe their own behavior or mental state. (p. 335)
- self-serving bias** People's tendency to take credit for their successes but downplay responsibility for their failures. (p. 358)
- self-verification** The tendency to seek evidence to confirm the self-concept. (p. 355)
- semantic memory** A network of associated facts and concepts that make up our general knowledge of the world. (p. 142)
- sensation** Simple awareness due to the stimulation of a sense organ. (p. 90)
- sensorimotor stage** A stage of development that begins at birth and lasts through infancy in which infants acquire information about the world by sensing it and moving around within it. (p. 304)
- sensory adaptation** Sensitivity to prolonged stimulation tends to decline over time as an organism adapts to current conditions. (p. 94)
- sensory memory store** The place in which sensory information is kept for a few seconds or less. (p. 133)
- sensory neurons** Neurons that receive information from the external world and convey this information to the brain via the spinal cord. (p. 57)
- shaping** Learning that results from the reinforcement of successive approximations to a final desired behavior. (p. 178)
- short-term memory store** A place where nonsensory information is kept for more than a few seconds but less than a minute. (p. 133)
- sick role** A socially recognized set of rights and obligations linked with illness. (p. 446)
- signal detection theory** An observation that the response to a stimulus depends both on a person's sensitivity to the stimulus in the presence of noise and on a person's response criterion. (p. 93)
- sleep apnea** A disorder in which the person stops breathing for brief periods while asleep. (p. 248)
- sleep paralysis** The experience of waking up unable to move. (p. 248)
- social cognition** The processes by which people come to understand others. (p. 480)
- social cognitive approach** An approach that views personality in terms of how the person thinks about the situations encountered in daily life and behaves in response to them. (p. 350)
- social exchange** The hypothesis that people remain in relationships only as long as they perceive a favorable ratio of costs to benefits. (p. 471)
- social influence** The control of one person's behavior by another. (p. 472)
- social phobia** A disorder that involves an irrational fear of being publicly humiliated or embarrassed. (p. 373)
- social psychology** A subfield of psychology that studies the causes and consequences of interpersonal behavior. (p. 22)
- social support** The aid gained through interacting with others. (p. 442)
- somatic nervous system** A set of nerves that conveys information into and out of the central nervous system. (p. 64)
- somatoform disorders** The set of psychological disorders in which the person displays physical symptoms not fully explained by a general medical condition. (p. 446)
- somnambulism** (sleepwalking) Occurs when the person arises and walks around while asleep. (p. 248)
- source memory** Recall of when, where, and how information was acquired. (p. 147)
- specific phobia** A disorder that involves an irrational fear of a particular object or situation that markedly interferes with an individual's ability to function. (p. 372)
- spinal reflexes** Simple pathways in the nervous system that rapidly generate muscle contractions. (p. 67)
- spontaneous recovery** The tendency of a learned behavior to recover from extinction after a rest period. (p. 167)
- state-dependent retrieval** The tendency for information to be better recalled when the person is in the same state during encoding and retrieval. (p. 138)
- stereotyping** The process by which people draw inferences about others based on their knowledge of the categories to which others belong. (p. 480)
- stimulants** Substances that excite the central nervous system, heightening arousal and activity levels. (p. 257)
- stimulus** Sensory input from the environment. (p. 6)
- storage** The process of maintaining information in memory over time. (p. 128)
- stress** The physical and psychological response to internal or external stressors. (p. 428)
- stress inoculation training (SIT)** A therapy that helps people to cope with stressful situations by developing positive ways to think about the situation. (p. 440)
- stressors** Specific events or chronic pressures that place demands on a person or threaten the person's well-being. (p. 428)
- structuralism** The analysis of the basic elements that constitute the mind. (p. 7)
- subcortical structures** Areas of the forebrain housed under the cerebral cortex near the very center of the brain. (p. 70)
- sublimation** A defense mechanism that involves channeling unacceptable sexual or aggressive drives into socially acceptable and culturally enhancing activities. (p. 344)
- subliminal perception** A thought or behavior that is influenced by stimuli that a person cannot consciously report perceiving. (p. 243)
- subtyping** The process of creating a modification to a stereotype, rather than abandoning it altogether, when confronted with evidence that clearly disconfirms that stereotype evidence. (p. 483)
- suggestibility** The tendency to incorporate misleading information from external sources into personal recollections. (p. 150)
- sunk-cost fallacy** A framing effect in which people make decisions about a current situation based on what they have previously invested in the situation. (p. 211)
- superego** The mental system that reflects the internalization of cultural rules, mainly learned as parents exercise their authority. (p. 343)
- surface structure** How a sentence is worded. (p. 199)
- sympathetic nervous system** A set of nerves that prepares the body for action in threatening situations. (p. 65)
- synapse** The junction or region between the axon of one neuron and the dendrites or cell body of another. (p. 57)
- systematic desensitization** A procedure in which a client relaxes all the muscles of his or her body while imagining being in increasingly frightening situations. (p. 405)
- systematic persuasion** A change in attitudes or beliefs that is brought about by appeals to reason. (p. 477)
- taste buds** The organ of taste transduction. (p. 121)
- tectum** A part of the midbrain that orients an organism in the environment. (p. 69)

**tegmentum** A part of the midbrain that is involved in movement and arousal. (p. 69)

**temperaments** Characteristic patterns of emotional reactivity. (p. 313)

**temporal code** The cochlea registers low frequencies via the firing rate of action potentials entering the auditory nerve. (p. 114)

**temporal lobe** A region of the cerebral cortex responsible for hearing and language. (p. 71)

**teratogens** Agents that damage the process of development, such as drugs and viruses. (p. 300)

**terminal buttons** Knoblike structures that branch out from an axon. (p. 60)

**thalamus** A subcortical structure that relays and filters information from the senses and transmits the information to the cerebral cortex. (p. 70)

**Thematic Apperception Test (TAT)** A projective personality test in which respondents reveal underlying motives, concerns, and the way they see the social world through the stories they make up about ambiguous pictures of people. (p. 336)

**theory** A hypothetical account of how and why a phenomenon occurs, usually in the form of a statement about the causal relationship between two or more properties. Theories lead to *hypotheses*. (p. 46)

**theory of mind** The idea that human behavior is guided by mental representation, which gives rise to the realization that the world is not always the way it looks and that different people see it differently. (p. 307)

**third-variable correlation** The fact that two variables may be correlated only because they are both caused by a third variable. (p. 42)

**third-variable problem** The fact that the causal relationship between two variables cannot be inferred from the correlation between them because of the ever-present possibility of third-variable correlation. (p. 43)

**thought suppression** The conscious avoidance of a thought. (p. 240)

**timbre** A listener's experience of sound quality or resonance. (p. 111)

**token economy** A form of behavior therapy in which clients are given "tokens" for desired behaviors, which they can later trade for rewards. (p. 405)

**trait** A relatively stable disposition to behave in a particular and consistent way. (p. 338)

**transcranial magnetic stimulation (TMS)** A treatment that involves placing a powerful pulsed magnet over a person's scalp, which alters neuronal activity in the brain. (p. 417)

**transduction** What takes place when many sensors in the body convert physical signals from the environment into neural signals sent to the central nervous system. (p. 91)

**transfer-appropriate processing** The idea that memory is likely to transfer from one situation to another when we process information in a way that is appropriate to the retrieval cues that will be available later. (p. 138)

**transference** An event that occurs in psychoanalysis when the analyst begins to assume a major significance in the client's life and the client reacts to the analyst based on unconscious childhood fantasies. (p. 403)

**transience** Forgetting what occurs with the passage of time. (p. 143)

**two-factor theory** A theory about the relationship between emotional experience and physiological activity suggesting that emotions are inferences about the causes of undifferentiated physiological arousal. (p. 272)

**two-factor theory of intelligence** Spearman's theory suggesting that every task requires a combination of a general ability (which he called *g*) and skills that are specific to the task (which he called *s*). (p. 218)

**Type A behavior pattern** The tendency toward easily aroused hostility, impatience, a sense of time urgency, and competitive achievement strivings. (p. 435)

**unconditioned response (UR)** A reflexive reaction that is reliably elicited by an unconditioned stimulus. (p. 164)

**unconditioned stimulus (US)** Something that reliably produces a naturally occurring reaction in an organism. (p. 164)

**unconscious** The part of the mind that operates outside of conscious awareness but influences conscious thoughts, feelings, and actions. (p. 13)

**unconscious motivation** A motivation of which one is not aware. (p. 293)

**universality hypothesis** The hypothesis that emotional expressions have the same meaning for everyone. (p. 278)

**validity** The characteristic of an observation that allows one to draw accurate inferences from it. (p. 36)

**variable** A property whose value can vary or change. (p. 41)

**variable interval schedule (VI)** An operant conditioning principle in which behavior is reinforced based on an average time that has expired since the last reinforcement. (p. 180)

**variable ratio schedule (VR)** An operant conditioning principle in which the delivery of reinforcement is based on a particular average number of responses. (p. 180)

**vestibular system** The three fluid-filled semicircular canals and adjacent organs located next to the cochlea in each inner ear. (p. 118)

**visual acuity** The ability to see fine detail. (p. 96)

**visual imagery encoding** The process of storing new information by converting it into mental pictures. (p. 131)

**visual-form agnosia** The inability to recognize objects by sight. (p. 105)

**Weber's law** The just noticeable difference of a stimulus is a constant proportion despite variations in intensity. (p. 93)

**working memory** Active maintenance of information in short-term storage. (p. 134)

**zygote** A single cell that contains chromosomes from both a sperm and an egg. (p. 299)