

BRIEF

CONTENTS

1	The Nature of Psychology	2
2	Biological Foundations of Psychology	32
3	Psychological Development	66
4	Sensory Processes	100
5	Perception	144
6	Consciousness	194
7	Learning and Conditioning	224
8	Memory	258
9	Language and Thought	304
10	Motivation	342
11	Emotion	376
12	Intelligence	412
13	Personality	434
14	Stress, Health, and Coping	470
15	Psychological Disorders	496
16	Treatment of Mental Health Problems	536
17	Social Influence	556
18	Social Cognition	596
	Appendix: Statistical Methods and Measurement	630
	Glossary	640
	References	660
	Name Index	716
	Subject Index	717
	Credits Page	722

CONTENTS

Cutting edge research xv
Seeing both sides xvi
Preface xviii
Walkthrough tour xxii
About the Authors xxiv

1

THE NATURE OF PSYCHOLOGY 2



The Scope of Psychology 5

Interim Summary 7
Critical Thinking Questions 7

The Historical Origins of Psychology 7

Nature–nurture debate 8
The beginnings of scientific psychology 8
Structuralism and functionalism 9
Behaviorism 9
Gestalt psychology 9
Psychoanalysis 10
Later developments in twentieth-century psychology 11
Interim Summary 11
Critical Thinking Questions 11

Contemporary Psychological Perspectives 12

The biological perspective 12
The behavioral perspective 13
The cognitive perspective 13
The psychoanalytic perspective 14
The subjectivist perspective 14
Relationships between psychological and biological perspectives 15
Major subfields of psychology 16
Interim Summary 17
Critical Thinking Questions 17

How Psychological Research is Done 19

Generating hypotheses 19
Experiments 19
Correlation 21
Observation 23
Literature reviews 24
Ethics of psychological research 24
Interim Summary 25
Critical Thinking Questions 25

2

BIOLOGICAL FOUNDATIONS OF PSYCHOLOGY 32



The Study of the Biological Bases of Psychology 34

Interim Summary 35
Critical Thinking Questions 35

Neurons, the Building Blocks of the Nervous System 36

Action potentials 37
Neural coding and synaptic transmission 39
Interim Summary 40
Critical Thinking Questions 41
Neurotransmitters 41
Interim Summary 42
Critical Thinking Questions 42

The Organization of the Brain 42

The hindbrain 42
The midbrain 43
The forebrain 43
Mapping the brain 47
Asymmetries in the brain 48

The Autonomic Nervous System 52

Interim Summary 54
Critical Thinking Questions 54

The Endocrine System 54**Interim Summary 55****Critical Thinking Questions 55****Evolution, Genes, and Behavior 55**

Evolution of behavior 56

Chromosomes and genes 56

Genetic studies of behavior 58

Interim Summary 62**Critical Thinking Questions 62****3****PSYCHOLOGICAL
DEVELOPMENT 66****Nature Versus Nurture 68**

Stages of development 70

Interim Summary 71**Critical Thinking Questions 71****Capacities of the Newborn 71**

Vision 71

Hearing 72

Taste and smell 73

Learning and memory 73

Interim Summary 75**Critical Thinking Questions 75****Cognitive Development in Childhood 75**

Piaget's stage theory 75

A critique of Piaget's theory 78

Alternatives to Piaget's theory 79

Theory of mind 82

The development of moral judgment 83

Interim Summary 85**Critical Thinking Questions 85****Personality and Social Development 86**

Temperament 86

Early social behavior 87

Attachment 89

Self-concept 92

Interim Summary 93**Critical Thinking Questions 93****Adolescent Development 93**

Biological development 93

Social relationships in adolescence 95

Interim Summary 98**Critical Thinking Questions 98****4****SENSORY
PROCESSES 100****Characteristics of Sensory Modalities 102**

Threshold sensitivity 102

Suprathreshold sensation 105

Signal detection theory 106

Sensory coding 108

Interim Summary 110**Critical Thinking Questions 111****Vision 111**

Light and vision 111

The visual system 111

Seeing light 113

Seeing patterns 115

Seeing color 116

Sensation and perception: A preview 121

Interim Summary 122**Critical Thinking Questions 122****Audition 123**

Sound waves 123

The auditory system 124

Hearing sound intensity 125

Hearing pitch 126

Interim Summary 129**Critical Thinking Questions 129****Other Senses 129**

Olfaction 129

Gustation 131

Pressure and temperature 132

Pain 133

Interim Summary 140**Critical Thinking Questions 140**

5**PERCEPTION** 144**What is the Use of Perception?** 147

Processing and using incoming sensory information 147

Five functions of perception 147

Interim Summary 148**Attention** 148

Selective attention 148

Auditory attention 149

Attention, perception, and memory 150

Costs and benefits of selectively attending to stimuli 150

Interim Summary 151**Critical Thinking Questions** 151**Localization** 151

Separation of objects 151

Perceiving distance 155

Perceiving motion 157

Interim Summary 159**Critical Thinking Questions** 159**Recognition** 159

Global-to-local processing 159

The binding problem: Pre-attentive and attentive processes 161

Determining what an object is 162

Later stages of recognition: Network models 163

Recognizing natural objects and top-down processing 165

Special processing of socially relevant stimuli:

Face recognition 168

Failure of recognition 169

Interim Summary 170**Critical Thinking Questions** 170**Abstraction** 170

Exact to abstract 171

The advantages of abstraction: Required storage and processing speed 171

Interim Summary 173**Critical Thinking Questions** 173**Perceptual Constancies** 173

The nature of constancies 174

Color and brightness constancy 174

Shape constancy 175

Size constancy 176

Illusions 176

Constancies in all sensory modalities 178

Interim Summary 178**Critical Thinking Questions** 179**Divisions of Labor In The Brain** 179

The neural basis of attention 179

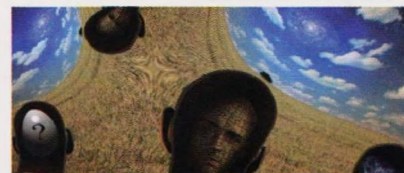
The visual cortex 180

Recognition versus localization systems 181

Interim Summary 183**Critical Thinking Questions** 183**Perceptual Development** 183

Discrimination by infants 183

Controlled stimulation 185

Interim Summary 189**Critical Thinking Question** 189**6****CONSCIOUSNESS** 194**Aspects of Consciousness** 196

Consciousness 196

Preconscious memories 197

The unconscious 197

Automaticity and dissociation 198

Interim Summary 199**Critical Thinking Questions** 199**Sleep and Dreams** 199

Stages of sleep 200

Sleep theory 202

Sleep-wake disorders 202

Dreams 204

Interim Summary 206**Critical Thinking Questions** 206**Meditation** 206**Interim Summary** 208**Critical Thinking Questions** 208**Hypnosis** 208

Induction of hypnosis 208

Hypnotic suggestions 209

Interim Summary 210**Critical Thinking Questions** 210**Psychoactive Drugs** 210

Depressants 211

Illicit drugs 214

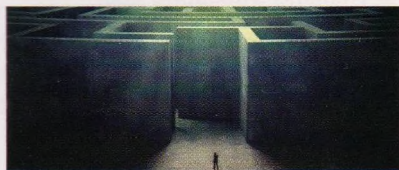
Opiates 215

Stimulants 216

Interim Summary 217**Critical Thinking Questions** 220

7

LEARNING AND CONDITIONING 224



Perspectives on Learning 226

Interim Summary 227

Critical Thinking Questions 227

Classical Conditioning 227

Pavlov's experiments 227

Cognitive factors 231

Biological constraints 232

Interim Summary 233

Critical Thinking Questions 233

Instrumental Conditioning 234

Skinner's experiments 234

Cognitive factors 241

Biological constraints 242

Interim Summary 242

Critical Thinking Questions 242

Learning and Cognition 242

Observational learning 243

Prior beliefs 244

Interim Summary 246

Critical Thinking Questions 246

Learning and the Brain 246

Habituation and sensitization 246

Classical conditioning 247

Cellular basis of learning 248

Interim Summary 250

Critical Thinking Questions 250

Learning and Motivation 251

Arousal 251

From incentives to goals 251

Intrinsic motivation and learning 251

Interim Summary 254

Critical Thinking Questions 254

8

MEMORY 258



Three Important Distinctions 260

Three stages of memory 260

Three memory stores 261

Different memories for different kinds of information 261

Interim Summary 262

Critical Thinking Question 262

Sensory Memory 262

Sperling's experiments: The partial-report experiment 262

Visible persistence: The temporal integration experiment 263

Partial report, visible persistence, and a theory that integrates them 263

Interim Summary 264

Critical Thinking Questions 265

Working Memory 265

Encoding 265

Current conceptions of working memory 266

Storage 268

Retrieval 269

Working memory and thought 270

Transfer from working memory to long-term memory 270

Division of brain labor between working memory and long-term memory 272

Interim Summary 272

Critical Thinking Questions 273

Long-Term Memory 273

Encoding 273

Retrieval cues 274

Forgetting: Loss of information from storage 277

Interactions between encoding and retrieval 277

Emotional factors in forgetting 278

Interim Summary 280

Critical Thinking Question 280

Implicit Memory 280

Memory in amnesia 280

A variety of memory systems 283

Implicit memory in normal individuals 284

Interim Summary 285

Critical Thinking Questions 285

Constructive Memory 285

- Piaget's childhood memory 286
- Constructive processes at the time of memory encoding 286
- Post-event memory reconstruction 287
- Constructive memory and the legal system 290
- Memory errors and normal memory 293

Interim Summary 293**Critical Thinking Questions** 294**Improving Memory** 294

- Chunking and memory span 294
- Imagery and encoding 295
- Elaboration and encoding 295
- Context and retrieval 296
- Organization 296
- Practicing retrieval 297

Interim Summary 300**Critical Thinking Questions** 300**9****LANGUAGE AND THOUGHT** 304**Language and Communication** 306

- Properties of language 306
- Language structure 306
- Effects of context on comprehension and production 309
- The neural basis of language 309

Interim Summary 311**Critical Thinking Questions** 311**The Development of Language** 311

- Milestones 311
- Language acquisition 313

Interim Summary 316**Critical Thinking Questions** 317**Concepts and Categorization: The Building Blocks of Thought** 317

- Functions of concepts 317
- Prototypes 318
- Hierarchies of concepts 320
- Different categorization processes 320
- Acquiring concepts 321
- The neural basis of concepts and categorization 322

Interim Summary 323**Critical Thinking Questions** 324**Reasoning and Decision-Making** 324

- Deductive reasoning 324
- Inductive reasoning 325
- The neural basis of reasoning 328

Interim Summary 329**Critical Thinking Questions** 330**Thought in Action: Problem-Solving** 330

- Problem-solving strategies 330
- Representing the problem 331
- Imaginal thought 332
- Experts versus novices 335
- Automaticity 336

Interim Summary 337**Critical Thinking Questions** 337**10****MOTIVATION** 342**Drives and Homeostasis** 345

- Body temperature and homeostasis 345
- Thirst as a homeostatic process 346

Interim Summary 347**Critical Thinking Questions** 347**Incentive Motivation and Reward** 347

- Drug addiction 349

Interim Summary 351**Critical Thinking Questions** 352**Hunger, Eating, and Eating Disorders** 352

- Interactions between homeostasis and incentives 352
- Physiological hunger cues 354
- Integration of hunger signals 354
- Obesity 356
- Anorexia and bulimia 359

Interim Summary 362**Critical Thinking Questions** 363**Gender and Sexuality** 363

- Early sexual development 363
- Hormones versus environment 364
- Adult sexuality 365
- Sexual orientation 369

Interim Summary 373**Critical Thinking Questions** 373

11

EMOTION 376



Components of Emotion 378

Interim Summary 380

Critical Thinking Questions 380

Cognitive Appraisal and Emotion 380

Discovery of appraisals 380

Themes and dimensions of appraisals 382

Conscious and unconscious appraisals 384

Appraisals in the brain 384

Interim Summary 385

Critical Thinking Questions 385

Subjective Experiences and Emotion 385

Feelings modify attention and learning 386

Feelings modify evaluations and judgments 386

Thought–Action Tendencies and Emotion 387

Interim Summary 388

Critical Thinking Questions 388

Bodily Changes and Emotion 388

Intensity of emotions 389

Differentiation of emotions 390

Interim Summary 392

Critical Thinking Questions 393

Facial Muscle Movements and Emotion 393

Communication of emotion through facial muscle movements 393

The facial feedback hypothesis 395

Interim Summary 395

Critical Thinking Questions 395

Responses to Emotion: Emotion Regulation 395

Interim Summary 397

Critical Thinking Questions 397

Emotions, Gender, and Culture 397

Gender differences 398

Cultural differences 399

Interim Summary 400

Critical Thinking Questions 401

Positive Psychology 401

Positive emotions and longevity 401

Positive emotions build personal resources 403

Interim Summary 408

Critical Thinking Question 409

12

INTELLIGENCE 412



Assessment of Intellectual Abilities 414

Early intelligence tests 414

The Stanford-Binet Intelligence Scale 414

The Wechsler Intelligence Scales 415

Interim Summary 416

Critical Thinking Questions 417

Contemporary Theories: Many or Few Intelligences? 417

Gardner's theory of multiple intelligences 418

Anderson's theory of intelligence and cognitive development 419

Sternberg's triarchic theory 420

Interim Summary 421

Critical Thinking Questions 421

Genetics and Intelligence 421

Heritability 422

Interim Summary 424

Critical Thinking Questions 425

Emotional Intelligence 425

Interim Summary 426

Critical Thinking Questions 426

General Learning Disability 426

Causes of general learning disability 427

Treatments for general learning disability 428

Interim Summary 429

Critical Thinking Questions 432

13

PERSONALITY 434



Conceptualizing and Measuring Personality 437

How many traits? 437

Personality inventories 438

Interim Summary 440

Critical Thinking Questions 441

- The Psychoanalytic Approach** 441
 Defense mechanisms 442
 Personality development 444
 Modifications of Freud's theories 444
 Projective tests 445
 Problems with projective tests 447
 A psychoanalytic portrait of human nature 447
 An evaluation of the psychoanalytic approach 447
Interim Summary 449
Critical Thinking Questions 449

- The Behaviorist Approach** 449
 Social learning and conditioning 450
 A behaviorist portrait of human behavior 450
 An evaluation of the behaviorist approach 451
Interim Summary 451
Critical Thinking Questions 451

- The Cognitive Approach** 451
 Social-learning theory 451
 Kelly's personal construct theory 453
 Self-schemas 453
 A cognitive portrait of human nature 454
 An evaluation of the cognitive approach 454
Interim Summary 455
Critical Thinking Questions 455

- The Humanistic Approach** 455
 Carl Rogers 455
 Abraham Maslow 457
 A humanistic portrait of human nature 458
 An evaluation of the humanistic approach 458
Interim Summary 459
Critical Thinking Questions 459

- The Evolutionary Approach** 459
 An evolutionary portrait of human nature 460
 An evaluation of the evolutionary approach 462
Interim Summary 462
Critical Thinking Questions 462

- The Genetics of Personality** 463
 Interactions between personality and environment 463
Interim Summary 467
Critical Thinking Questions 467

14

STRESS, HEALTH, AND COPING 470



- Interim Summary** 474
Critical Thinking Questions 474

- Physiological Reactions to Stress** 474
Interim Summary 476

- Stress and Physical Health** 476
 Coronary heart disease 477
 The immune system 478
 Health-related behaviors 480
Interim Summary 481
Critical Thinking Questions 481

- Stress and Psychological Health** 481
Interim Summary 484
Critical Thinking Questions 484

- Appraisals, Coping, and Health** 485
 Appraisals 485
 Coping 487
Interim Summary 490
Critical Thinking Questions 490

- Managing Stress** 490
 Behavioral techniques 490
 Cognitive techniques 491
 Modifying type A behavior 491
Interim Summary 494
Critical Thinking Questions 494

15

PSYCHOLOGICAL DISORDERS 496



- Defining Abnormality** 498
 Deviation from cultural norms 498
 Unusualness 499
 Maladaptive behavior 499
 Personal distress 499
 Classifying mental health problems 500
 Perspectives on mental health problems 502
Interim Summary 502
Critical Thinking Questions 502

- Anxiety Disorders** 503
 Panic disorders 503
 Understanding panic disorder and agoraphobia 504
 Phobias 506
 Understanding phobias 507
 Obsessive-compulsive disorder 508
 Understanding obsessive-compulsive disorder 509
Interim Summary 510
Critical Thinking Questions 511

Depression and Bipolar Disorders 511

- Depression 511
- Bipolar disorder 512
- Understanding mood disorders 513
- Interim Summary 518**
- Critical Thinking Questions 518**

Schizophrenia 518

- Characteristics of schizophrenia 518
- Behavioral symptoms and withdrawal from reality 520
- Culture and the progression of schizophrenia 521
- Understanding schizophrenia 521
- Interim Summary 523**
- Critical Thinking Questions 524**

Personality Disorders 524

- Antisocial personality disorder 524
- Understanding antisocial personality disorder 525
- Borderline personality disorder 526
- Understanding borderline personality disorder 527
- Interim Summary 528**
- Critical Thinking Questions 528**

Autism spectrum disorder 528

- Diagnosis of autism spectrum disorder 528
- Understanding autism spectrum disorder 532
- Interim Summary 533**
- Critical Thinking Questions 533**

16**TREATMENT OF
MENTAL HEALTH
PROBLEMS 536****Historical Background 538**

- Interim Summary 541**
- Critical Thinking Questions 541**

Techniques of Psychotherapy 541

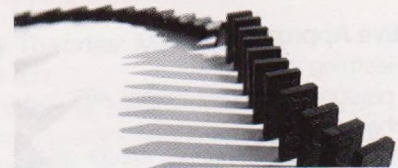
- Behavior therapies 541
- Systematic desensitization and in vivo exposure 542
- Cognitive-behavior therapies 544
- Psychodynamic therapies 545
- Humanistic therapies 546
- Interim Summary 548**
- Critical Thinking Questions 548**

Biological Therapies 548

- Psychotherapeutic drugs 548
- Electroconvulsive therapy 549
- Combining biological and psychological therapies 550
- Interim Summary 550**
- Critical Thinking Questions 550**

Enhancing Mental Health 551

- Interim Summary 554**
- Critical Thinking Questions 554**

17**SOCIAL INFLUENCE 556****The Presence of Others 559**

- Social facilitation and social inhibition 559
- Deindividuation 561
- Bystander effects 562
- Interim Summary 565**
- Critical Thinking Questions 565**

Compliance and Obedience 566

- Conformity to a majority 566
- Minority influence 570
- Obedience to authority 571
- Interim Summary 578**
- Critical Thinking Questions 578**

Internalization 578

- Self-justification 578
- Reference groups and identification 582
- Interim Summary 584**
- Critical Thinking Questions 584**

Group Interactions 584

- Institutional norms 585
- Group decision-making 586
- Interim Summary 589**
- Critical Thinking Questions 592**

**Recap: Social Psychological Views of the Seemingly
Inexplicable 592**

- Critical Thinking Questions 592**

18**SOCIAL COGNITION** 596**Impression Formation** 598

Stereotypes 598

Individuation 604

Attributions 607

Interim Summary 609**Critical Thinking Questions** 610**Attitudes** 611

Persuasive communication 611

Attitudes and behavior 614

Interim Summary 616**Critical Thinking Questions** 616**Interpersonal Attraction** 616

Liking and attraction 617

Loving and mating 620

Interim Summary 623**Critical Thinking Questions** 626**Recap: a Tale of Two Modes of Social Cognition** 626**Critical Thinking Questions** 626*Appendix: Statistical Methods and Measurement* 630*Glossary* 640*References* 660*Name Index* 716*Subject Index* 717*Credits Page* 722