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RICHARD J. GERRIG
PHILIP G. ZIMBARDO



SEVENTEENTH
EDITION

PSYCHOLOGY AND LIFE

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AND
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Prepared By Nancy Simpson

Grade Aid with Practice Tests

for

Gerrig and Zimbardo

Psychology and Life

Seventeenth Edition

prepared by

Nancy Simpson
Trident Technical College



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To the memory of
Emma Wunsche

The best mother in-law on two continents, you will be missed.

Preface

Welcome to the world of psychology. This study guide is designed to help you navigate the introductory psychology course. The Grade Aid presents material in a specific format to enhance study efficiency. When used in conjunction with the text, you should be well prepared to master the material. The Grade Aid will help you to better understand, conceptualize, and integrate the material in the text. Read on, study hard, but most of all enjoy!

Grade Aid contains:

- ◆ **Before You Read sections**, which is a short summary of each chapter to give an overview and help you understand its organization.
- ◆ **Chapter Objectives**, highlight the major points, or what you should learn from the chapter.
- ◆ **As You Read sections**, include
 - A list of key terms, which are not meant to be memorized but to be used in the context of the chapter.
 - A collection of exercises designed to engage you in the active learning process, including tables to be completed, short answer, and essay questions. These activities will allow you to understand the material in different ways. You should answer the questions as you read the textbook. Although there is no answer key for this section, the material comes straight from the text and should be easily found within the chapter. There is also a section for group study. Working with a small study group will enhance your mastery and enjoyment of the course.
- ◆ **After You Read sections**, include
 - A collection of practice tests designed to be taken after reading and reviewing particular sections of the chapter. The final practice test for each chapter is comprehensive and will allow you to see how well you remember the material from the entire chapter.
- ◆ **When You Are Finished sections**, include
 - Weblinks, which direct you to psychology related websites.
 - Crossword puzzles that test your knowledge of the material in a fun way!

Here's to a fun, exciting, and productive adventure!

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Chapter 1

Psychology and Your Life

Before you read . . .

This chapter introduces you to the field of psychology. It begins with the definitions and goals of psychology then explains what makes psychology unique. You will be exposed to the history and evolution of modern psychology including all of its early schools and perspectives. You should gain a broader understanding of psychology's varied roots as well as current views in the field. You will learn about what psychologists do today, in what setting they are found and in what type of work they are engaged. The chapter ends with highlights of the future possibilities in the field. This first chapter lays the foundation for the perspectives of psychology, which will reoccur in subsequent chapters. It will be wise to learn and reflect on the early schools and perspectives to be well grounded in what is to come. Good luck in your quest.

Chapter Objectives

After reading this chapter you should be able to:

- Define psychology.
- List and describe the goals of psychology.
- Explain how structuralism and functionalism emerged, what they emphasized and how they differ.
- List and describe the seven contemporary approaches to psychology and how they differ in their view of human nature, determinants of behavior, focus of study, and research approach.
- Identify the different types of psychologists today and describe the settings in which they work.

As you read . . . Term Identification

Behavior	Evolutionary Perspective
Behavioral Data	Functionalism
Behaviorism	Humanistic Perspective
Behaviorist Perspective	Psychodynamic Perspective
Biological Perspective	Psychology
Cognitive Perspective	Scientific Method
Cultural Perspective	Structuralism

As you read . . . Questions and Answers

What Makes Psychology Unique

1. What is the scientific method?
2. Give some examples of behavior.
3. What types of individuals do psychologists study?
4. Why is there a focus on mental processes?
5. Why is psychology considered to be a unique field?

The Goals of Psychology

Make sure that you understand how each of the goals is different from the others. Begin by listing the five goals:

1. Suppose you want to describe behavior. What choices must you make?
2. What does an explanation add to a description?
3. What types of variables do psychologists consider when forming explanations?

4. For what sorts of explanatory patterns do psychologists look?
5. What is the relationship between explanations and predictions?
6. Why is control such an important goal?
7. Give some examples of how the findings of psychology can be used to solve human problems.

The Evolution of Modern Psychology

1. What sorts of psychological questions have been posed by thinkers since ancient times?
2. Who were some of the figures that founded early psychological laboratories?
3. How has the role of women changed across the history of psychology?
4. What was the main focus of *structuralism*? What scholar is associated with this perspective?
5. What role did *introspection* play in structuralist research?
6. What were some of the important objections to structuralism?

7. Why was Gestalt psychology an alternative to structuralism?

8. What was the main focus of *functionalism*? What scholars are associated with this perspective?

From this whole section on history, make a list of early psychologists and what they wished to study (include topics and methods):

Scholars	What they wished to study

Current Psychological Perspectives

List the seven perspectives that dominate contemporary psychology.

1. What dimensions help define the unique approach of each perspective?

2. At what levels do researchers who adopt the biological perspective try to understand behavior? What are the assumptions of the perspective?

3. What is the importance of instinctual, biological drives in the psychodynamic perspective? What role did Freud play in the development of the psychodynamic perspective?
4. What is the main objective of behaviorist analysis, and how do behaviorists collect their data?
5. Why do humanistic psychologists focus on individual lives?
6. What determines behavior according to the cognitive perspective? Why does the cognitive perspective present a challenge to behaviorism?
7. Why do researchers who adopt the evolutionary perspective analyze environmental conditions in the Pleistocene era? How does evolutionary psychology differ from other perspectives?
8. Why is cross-cultural research important for testing the universality of psychological theories?
9. Describe how each perspective attempts to understand the nature of aggression and violence.

Biological perspective:

Psychodynamic perspective:

Behaviorist perspective:

Humanistic perspective:

Cognitive perspective:

Evolutionary perspective:

Cultural perspective:

What Psychologists Do

1. Why do psychologists have so many different areas of expertise?
2. Around the world, how many people are engaged in the research and practice of psychology?
3. What questions do you have that might be answered by a psychologist?

Psychology in the 21st Century: The Future is Now

1. How do historical circumstances help define the topics of psychological research?
2. What impact might technological change have on psychological research?

For Group Study

One of the best ways to prepare for an exam is to study with your classmates. This study guide can **help** you do that in many ways. For each chapter, we will also make specific suggestions of extra **activities** you can carry out in group study. Some of the exercises you could carry out on your own, but doing **them** with friends will enhance the experience. If you teach your friends and they teach you, you will **end up** with greater mastery of the material.

The Goals of Psychology

Choose a topic that is of interest to all the members of your group. Discuss how each of the five goals of psychology applies to an examination of that topic.

Current Psychological Perspectives

Your textbook describes how each of the seven different perspectives contributes to an analysis of aggressive behavior. Choose another aspect of human behavior that interests you, and discuss how each perspective may apply. You might consider dating and loving relationships, sports and competition, or child rearing practices.

What Psychologists Do

Try to formulate questions from your own life, and discuss what type of psychologist might answer them.

After you read . . . Practice Tests

Practice Test 1

1. Vicky and Amelia are talking about whether Rahul will be on time for an important meeting. They both say “no.” Vicky thinks Rahul will be late because he is not a very conscientious person. Amelia thinks he will be late because the meeting room is hard to find. Vicky is using a(n) _____ variable; Amelia is using a(n) _____ variable.
 - a. internal; external
 - b. internal; organismic
 - c. stimulus; response
 - d. environmental; stimulus
2. Psychologists are most likely to study _____ in _____.
 - a. the scientific method; natural habitats
 - b. mental processes; individuals
 - c. the scientific method; individuals
 - d. limitations; mental processes
3. To what domain did John Dewey apply his functionalist perspective?
 - a. Politics
 - b. Physics
 - c. Education
 - d. Philosophy
4. Alberto is writing a research report on memory. In order to review the most recent information, he decides to interview a psychologist in the Psychology Department. The psychologist he will most likely interview will be a
 - a. clinical psychologist.
 - b. cognitive psychologist.
 - c. social psychologist.
 - d. personality psychologist.
5. You have been asked to represent the humanistic perspective in a panel discussion on dreaming. The title of your talk is most likely to be
 - a. “The Effects of Birth Order on Dream Onset.”
 - b. “Brain Activity During Dreaming.”
 - c. “Dreaming and Memory Enhancement.”
 - d. “Dreaming and Creative Potential.”

6. Sigmund Freud claimed that his theories of the mind were applicable to all humans. In order to test this claim, you would most likely select a researcher trained in the _____ perspective in psychology.

- a. cognitive
- b. biological
- c. sociocultural
- d. evolutionary

7. Your teacher has asked whether anyone in the class knows Wilhelm Wundt's significance to modern psychology. You should answer that Wundt

- a. founded the first formal experimental psychology laboratory.
- b. invented the scientific methods that ensure objectivity.
- c. was one of the professors who trained Sigmund Freud.
- d. originated the idea that mental processes control behavior.

8. Psychologists can be characterized as "a rather optimistic group" because they believe that

- a. virtually any undesired behavior can be modified with an appropriate intervention.
- b. the legal system will always follow the conclusions drawn by researchers.
- c. mental processes can be understood without the use of inference.
- d. ethical issues never interfere with the goal of controlling behavior.

9. Researchers who adopt the evolutionary perspective

- a. explore the mechanisms that allow human brains to acquire new information.
- b. view antecedents and consequences as the most important forces in the environment.
- c. focus on environmental conditions in which the human brain was formed.
- d. study the instinctual forces that give rise to modern behavior.

10. Which of the following might have been a book written by Edward Titchener?

- a. Introspection Reveals the Contents of the Mind
- b. The Triumph of Functionalism
- c. The Multiple Purposes of Behavioral Acts
- d. The Dangers of Reductionism

Practice Test 2

1. Dr. Kildoor takes a biological perspective on psychological research. He wants to understand why his poodle arrives in the kitchen to be fed exactly at 6 p.m., so he

- a. compares his poodle to other dogs in the neighborhood.
- b. records how quickly his dog is running at 6 p.m.
- c. examines the environmental circumstances that gave rise to poodles as a species.
- d. monitors his poodle's brain activity as the time approaches 6 p.m.

2. On your way to visit the department secretary, you overhear two psychologists having a loud discussion about what can properly be studied in the laboratory. One insists that psychologists should stick to observable behaviors. The other believes that psychologists can also study mental processes. These psychologists most likely represent the _____ perspectives.

- a. behaviorist and cognitive
- b. humanistic and psychodynamic
- c. biological and cognitive
- d. psychodynamic and biological

3. Which of the following is more than just a description of behavior?

- a. Karla dropped the ball so she had to pick it up.
- b. Karla was hungry so she ate a handful of cookies.
- c. Karla chased another child around the playground.
- d. Karla sat at her desk and sang along with the class.

4. For three years, Samantha has worked as a psychologist in a day care center for underprivileged children. She has developed a teaching program that enhances each child's self-esteem. This program most clearly satisfies psychology's goal of

- a. description.
- b. explanation.
- c. prediction.
- d. control.

5. Which of these is NOT a component of the definition of psychology?

- a. mental processes
- b. behavior
- c. scientific study
- d. level of analysis

6. The _____ perspective to the study of psychology is most likely to include researchers who focus on behaviors that are motivated by inner drives.

- a. behaviorist
- b. psychodynamic
- c. cognitive
- d. evolutionary

7. _____ focused on the way in which the mind understands organized wholes.

- a. Edward Titchener
- b. Max Wertheimer
- c. John Dewey
- d. William James

8. Structuralists and functionalists were all interested in the study of _____.
- a. language
 - b. aggression
 - c. consciousness
 - d. scientific objectivity
9. To describe a piece of music, a friend first says “It’s slow and sad” and then adds “It uses a lot of half notes and whole notes.” These utterances illustrate
- a. situational variables.
 - b. the difference between explanations and predictions.
 - c. the difference between the cognitive and biological perspectives.
 - d. levels of analysis.
10. _____ was the first woman to receive a PhD in psychology.
- a. Anna Freud
 - b. Margaret Washburn
 - c. Karen Horney
 - d. Mary Calkins

Practice Test 3

1. Two housemates are arguing over the cause of a third housemate’s poor social behavior. One attributes it to shyness, but the other believes it is due to a conceited personality. Researchers would probably judge which explanation is best by
- a. measuring how strongly each housemate feels about his opinion.
 - b. attributing the social behavior to an intervening variable.
 - c. using informed imagination and inferences.
 - d. determining how well each explanation predicts behavior in new situations.
2. Surveys suggest that the number of practicing psychologists in the world is
- a. between 100,000 and 200,000
 - b. between 50,000 and 100,000
 - c. over 500,000
 - d. two or three million
3. In her Research Methods course, Amy is giving a short classroom presentation on the “scientific method.” She is most likely to mention the
- a. steps used by researchers to analyze and solve problems.
 - b. general inability of scientists to draw conclusions from their research.
 - c. importance of authority and personal beliefs in the determination of truth.
 - d. reliance of researchers on biased methods.