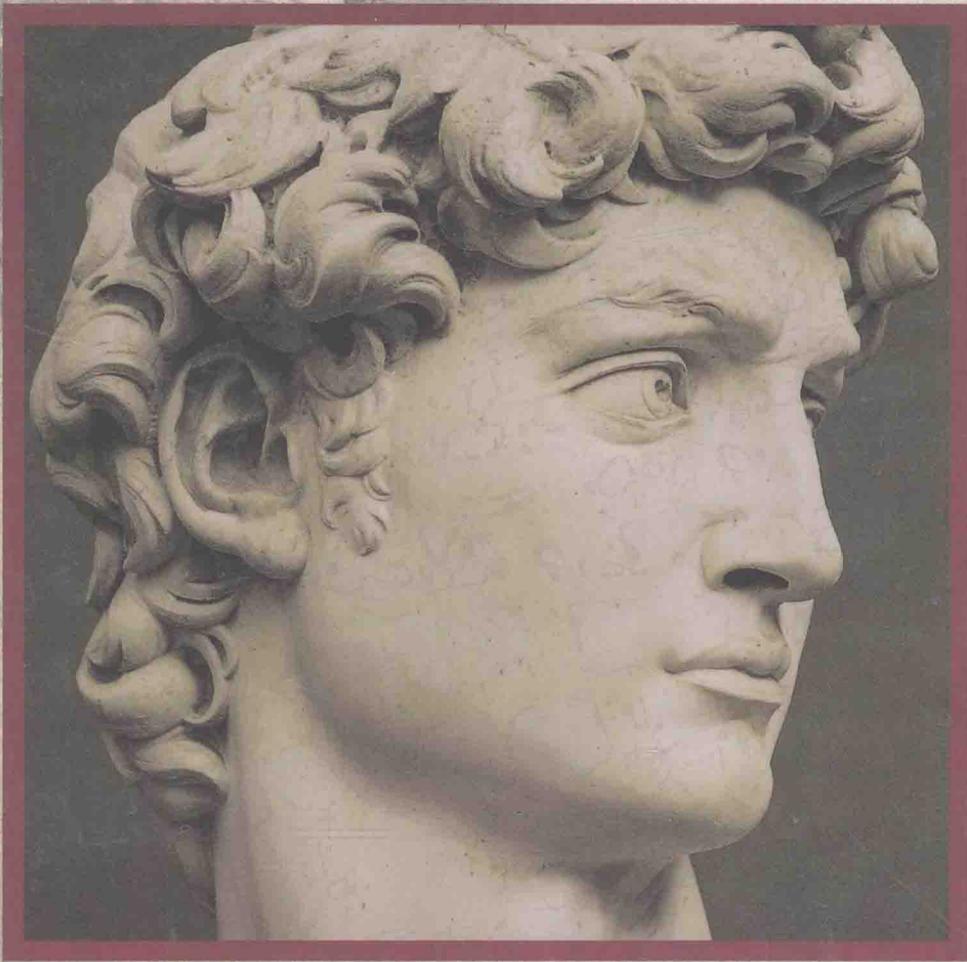


PSYCHOLOGY



FOURTH EDITION

 **LEITMAN**

P S Y C H O L O G Y

F O U R T H E D I T I O N



H E N R Y G L E I T M A N

W • W • N O R T O N & C O M P A N Y • N E W Y O R K • L O N D O N

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TO THREE WHO TAUGHT ME:

Edward Chace Tolman, to cherish intellectual passion
Hans Wallach, to recognize intellectual power
Lila Ruth Gleitman, to admire intellectual elegance

P R E F A C E

This is the fourth edition of my book *Psychology*. One reason for this revision is the obvious fact that, like any other discipline, psychology advances and develops. When I began my graduate work fifty years ago, psychologists tended to be rather defensive about the status of the field and were perhaps a bit too loud in proclaiming that “Psychology is a science!” But by now there is no need for such defensive proclamations, for that assertion has become a simple statement of fact. In the last half a century psychology has assuredly become a “real” and vigorously progressive science.

As a field advances, so must all attempts to describe it. These advances, together with the suggestions by the many students and colleagues who have used this text, prompted a number of changes that I describe below.

THE OVERALL AIM: COHESION IN A DIVERSE FIELD

Before describing these changes, let me briefly review what has not changed: my original aims. In writing *Psychology*, I sought to present the field in all its diversity while yet conveying the sense in which it is a coherent intellectual enterprise. In pursuit of this goal, I did the following:

1. To present the different sub-areas of psychology, I organized the book around five main questions: How do humans (and where relevant, animals) act, how do they know, how do they interact, how do they develop, and how do they differ from each other?

2. To provide some intellectual cohesion, I considered each topic against the backdrop of one or two major ideas that could serve as an organizing and unifying framework. Thus the chapter on the biological bases of behavior opens with Descartes' conception of the organism as a machine and the next chapter treats various aspects of motivated behavior as manifestations of negative feedback. To relate the material across chapters, I used several overarching themes. For example, the various chapters that deal with cognition (“Sensory Processes,” “Perception,” “Memory,” “Thinking,” and “Language”) all consider variations on the two controversies of nature versus nurture and psychological atomism versus organization.

3. In many cases, the attempt at integration required taking a step backward to look at psychology's intellectual history, for a number of the field's endeavors are hard to explain unless one points to the paths that led up to them. Why did Thorndike study cats in puzzle boxes? Why did his conclusions have such an important effect on American psychology? Why were they challenged by Köhler and Tolman? It still pays to take a serious look at the work of such pioneers before turning to the present. Much as a river's water is clearer when it is taken from its source, so issues that have become more and more complex as detail has been piled upon detail become plainer and more evident when traced back to their origin.

GENERAL ORGANIZATION

Several organizational changes distinguish this edition from the previous ones. One concerns the discussions of Freud, psychoanalysis, and current dynamic approaches to personality, which are now brought together. Toward this end I eliminated the separate chapter on psychoanalysis, and dealt with that material within the general two-chapter discussion of personality (specifically, in Chapter 17). Another is a revision of the old chapter on thinking. This is now entitled "Thought and Knowledge" and deals with both the knowledge base of thought (that is, generic and semantic memory, which were formerly discussed in the chapter on memory) as well as the processes of thinking (that is, problem solving, reasoning, and decision making). As a result, the chapter on memory is primarily devoted to episodic memory. Further changes represent updates (in some cases, major updates) of the subject matter, which are best described within an outline of the overall structure of the book.

After an introductory chapter, the book is divided into five parts that reflect the perspectives from which most psychological phenomena can be regarded: Action, Cognition, Social Behavior, Development, and Individual Differences. In brief outline, they cover the following topics:

PART I: ACTION

■ This part focuses on overt behavior and its physiological basis. It begins by considering the biological underpinnings of human and animal action, leading to a discussion of the nervous system and its operation (Chapter 2) and some phenomena of motivation (Chapter 3). It then asks how organisms can modify their behavior to adapt to new circumstances, a topic which leads to a discussion of classical and instrumental conditioning, modern behavior theory, and more recent approaches that take a more cognitive slant (Chapter 4).

In Chapter 2 ("Biological Bases of Behavior") the discussion of cerebral structures is revised, with demonstrations of hierarchical organization integrated into the description of cerebral anatomy. Other changes concern a greater emphasis on evolutionary issues, and a greater stress on the emerging importance of cognitive neuropsychology. Chapter 3 ("Motivation") uses the concept of potentiation as an overall organizational principle. It also includes a section on pain and endorphins, topics that were formerly dealt with mostly in Chapter 2. Chapter 4 ("Learning") stresses recent developments in animal learning, including work on contingency and modern cognitive approaches to classical

and instrumental conditioning. It also explores the adaptive evolutionary perspective, as in a discussion of similarities and differences in the ways various animals learn and remember.

PART II: COGNITION

■ This part deals with knowledge and how it is gained and used. It begins by asking how the senses provide us with information about the world outside (Chapter 5) and how this information is organized and interpreted to lead to the perception of objects and events (Chapter 6). Further questions concern the way this knowledge is stored in memory and retrieved when needed (Chapter 7), the way it is organized through thinking (Chapter 8), and the way knowledge is communicated to others through the medium of language (Chapter 9).

Many of the changes in this part reflect a greater concern with recent information-processing approaches and a greater stress on evolutionary adaptiveness. Chapter 5 (“Sensory Processes”) contains a discussion of evolution and sensory equipment, as well as a new section on feature detectors (a topic formerly dealt with in Chapter 6). In Chapter 6 (“Perception”), the organization has been changed to give more prominence to modern approaches to pattern recognition, including a section on free-floating primitive features. Chapter 7 (“Memory”) focuses primarily on episodic memory, including the modern emphasis on encoding and retrieval, the role of schemas in memory, the issue of false memories, and the difference between explicit and implicit memory. Chapter 8 (“Thought and Knowledge”) begins with the database on which thinking rests, including topics that were formerly dealt with in the previous chapter: analogical representations (imagery and spatial thinking) and symbolic or digital representations (models of semantic memory, including a new section on parallel distributed processing).

PART III: SOCIAL BEHAVIOR

■ This part concerns our interactions with others. It begins with a discussion of built-in social tendencies in humans and animals, a topic to which ethology and evolutionary theory have made major contributions (Chapter 10). It then turns to modern social psychology, considering how people try to understand the social situation in which they find themselves, how they interpret their own internal states and emotions, and how they interact with others (Chapters 11 and 12).

There have been several changes in this section. In Chapter 10 (“The Biological Bases of Social Behavior”) the treatment of social cognition in primates has been expanded and now includes a discussion of whether monkeys and apes have a “theory of mind.” The section on human mating patterns has also been revised. Chapter 11 (“Social Cognition and Emotion”) continues to focus on the way individuals interpret social events, including discussions of attitudes and attitude change, attribution, impressions of others, and the interpretation of one’s own internal states, but it now also has an expanded discussion of emotions and facial expression. Chapter 12 (“Social Interaction”) continues to treat the way individuals deal with others. In addition to discussions of social exchange, attraction and love, conformity, obedience, and crowd behavior, it has a new section on leadership and on social dilemmas.

PART IV: DEVELOPMENT

■ This section contains two chapters on development. Chapter 13 (“Physical and Cognitive Development”) continues to focus on recent, post-Piagetian approaches to mental growth and includes material on counting and numerical skills in infants and pre-schoolers, work on social cognition in infants and pre-schoolers, including studies of false beliefs and their bearing on the child’s development of a “theory of mind.” Chapter 14 (“Social Development”) has been updated with expanded discussions of such topics as moral development, empathy, sex, and gender. Among new developments treated in this chapter is the role of cultural factors in moral reasoning and recent discoveries about the physiological and genetic bases of homosexuality.

PART V: INDIVIDUAL DIFFERENCES

■ This part begins with a chapter on mental testing in general and intelligence testing in particular (Chapter 15), and then continues with two chapters on personality assessment and theory (Chapters 16 and 17). It continues by looking at several varieties of psychopathology and asking how they arise (Chapter 18), and concludes by examining various methods of treatment and therapy (Chapter 19).

Chapter 15 (“Intelligence”) is updated in various ways, including a section on more recent attempts to understand intelligence in information-processing terms. New material includes discussions of the use of intelligence tests as neuropsychological instruments, reaction time as a measure of mental ability, and intelligence considered in a social and cultural context. As already noted, the two chapters on personality have been reorganized to include both early and more recent psychoanalytic conceptions, thus incorporating material that was formerly presented in a separate chapter on Freud and psychoanalysis. Chapter 16 (“Personality I”) considers methods of personality assessment and discusses trait theory and behavioral-cognitive theory as two of five theoretical approaches to personality, with particular attention to the trait-situation controversy and to recent attempts to look for biological and genetic bases of personality differences. Chapter 17 (“Personality II”) takes up three other theoretical approaches to personality—the psychodynamic, humanistic, and the sociocultural. It includes a full treatment of psychoanalytic formulations, beginning with Freud’s original theories, continuing with more recent psychodynamic approaches, and concluding with a discussion of early and later critiques. A completely new section describes some recent attempts to put the study of personality in a social and cultural context.

Both Chapter 18 (“Psychopathology”) and Chapter 19 (“Treatment of Psychopathology”) have been drastically updated to include modern developments, such as new psychobiological theories, new pharmacological approaches to treatment, and new approaches to the evaluation of treatment outcome.

THE READER AND THE BOOK

It is sometimes said that students in the introductory course want to learn about things that are relevant to themselves and to their own lives. But why should this be a problem? When you come right down to it, there is something odd about

the idea that psychology is not relevant to anyone's particular life history—specialist and nonspecialist alike. Psychology deals with the nature of human experience and behavior, about the hows and whys of what we do, think, and feel. Everyone has perceived, learned, remembered, and forgotten, has been angry and afraid and in love, has given in to group pressure and stood up to it. In short, everyone has experienced most of the phenomena that psychology tries to explain. This being so, psychology cannot fail to be relevant.

I've tried to point out this relevance by a liberal use of examples from ordinary experience and a frequent resort to metaphors of one kind or another, in the hope that in so doing I would show the direct relation of many psychological phenomena to the reader's own life. In these attempts, the most important guide has been my own experience as a classroom teacher. There is little doubt that one of the best ways of learning something is to teach it, for in trying to explain something to others, you first have to clarify it for yourself. This holds for the subject matter of every course I have ever taught, but most especially for the introductory course. Students in an advanced course will come at you with tough and searching questions; they want to know about the evidence that bears on a theory of, say, color vision or language acquisition, and about how that evidence was obtained. But students in an introductory course ask the toughest questions of all. They ask why anyone would ever want to know about color vision (or language acquisition or whatever) in the first place. And they also ask what any one topic has to do with any other. They ask such questions because they—unlike advanced students—have not as yet accepted the premises of the field. They wonder whether the emperor is really wearing any clothes. As a result, they make me ask myself afresh what the field of psychology is all about—what the emperor's clothes are really like when you look at them closely.

This book, as well as its predecessors, grew out of my attempts to answer such questions over the years in which I have taught the introductory course, to answer them not only to satisfy the students but also to satisfy myself.

SUPPLEMENTARY MATERIALS

To help serve the needs of students, instructors, and teaching assistants, several supplementary materials are available with this text.

1. For the student:

There is a complete study guide for students, prepared by two of my colleagues and collaborators, John Jonides of the University of Michigan and Paul Rozin of the University of Pennsylvania. This study guide, a revised version of the guide the same authors wrote for the three previous editions of *Psychology*, should prove very useful to students who want some help and guidance in mastering the material in the text. Moreover, for every chapter, it provides experiments and observational studies that students can carry out on their own to get some first-hand experience with psychology's subject matter.

2. For the instructor:

There is an instructor's manual, prepared by Kimberly Cassidy of Bryn Mawr College, Christine Massey of Swarthmore College, Hilary Schmidt of New Jersey Medical School, and myself, which offers specific suggestions for every textbook chapter, including discussion topics, a bibliography, an annotated film and media guide prepared by James B. Maas of Cornell University, and class-

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room demonstrations. Included in the demonstrations are materials necessary to perform some thirty in-class experiments covering a range of phenomena, from the speed of the nervous impulse to several perceptual demonstrations, the Stroop effect, a number of reasoning problems, demonstrations of first impressions in the perception of personality, and a demonstration of gender stereotypes. Transparencies, student worksheets, data summaries, and detailed instructions for the teacher are also included. These demonstrations are adapted from those that I and my collaborators, Paul Rozin and Lila Gleitman (both of the University of Pennsylvania), have used in our own teaching.

Paul Cornwell of Pennsylvania State University, Richard Day of McMaster University, and John Jonides of the University of Michigan, with the help of Tibor Palfai of Syracuse University, have prepared a test-item file, which includes questions for all chapters plus the statistical appendix. A proportion of these questions have been statistically analyzed at Syracuse and Pennsylvania State Universities; the resulting data are included in the printed test-item file. Of course, this test-item file is also available on diskette in MS-DOS and Macintosh formats.

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Merion, Pennsylvania

September, 1994

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