

DIRECTIONS. Relax...you have REVIEWED & REINFORCED the below TERMS/CONCEPTS/PEOPLE since August. Just SKIM over the list AND if you forgot any of them...go back over them. You will be QUIZZED. Check GOOGLE HOMEWORK/MONDAY in class for the date of the QUIZ.

**Terms you need to know for the AP Psychology National Exam [Thursday, May 9<sup>th</sup> ]**

1. Attribution Theory – tendency to give explanations for someone’s behavior, often by crediting situation or person’s disposition
2. Fundamental Attribution Theory – tendency to overestimate the impact of person’s disposition and underestimate impact of situation
3. Foot-in-the-Door Phenomenon – tendency to apply w/ larger requests after responding to a smaller request
4. Philip Zimbardo – Stanford Prison Experiment/Lucifer Effect – Role Playing: People take on the role of what they feel are proper for the situation
5. Cognitive Dissonance – people change their behavior to avoid looking bad, ie → person is against gay rights then becomes gay, he will change attitude to gay rights activist
6. Samuel Asch – conformity – tendency to go along with the views and actions of others, even if you know they are wrong – line test
7. Stanley Milgram – obedience – people tend to obey authority figures; 60% of participants thought they delivered the maximum possible level of shock
8. Social Facilitation – improved performance in presence of others; easy tasks get easier as hard tasks get harder
9. Social Loafing – in the presence of others, people tend to do less, partly because they believe others will do it
10. Deindividualization – loss of self-awareness and self-restraint, typically in a sense of anomie (mob situation)
11. Group Polarization – if a group is like-minded, discussion strengthens prevailing options and attitudes
12. Groupthink – a mode of thinking that occurs when the desire for harmony in a decision-making group overrides realistic appraisal of alternatives
13. Just-World Phenomenon – tendency of people to believe that the world is just and people get what they deserve and deserve what they get
14. Social Traps – situation in which the conflicting parties, by each rationally pursuing their self-interests, become caught in mutually destructive beh.
15. In-group – people with whom one shares a common identity with
16. Out-group – those perceived as different from themselves
17. Hindsight Bias – tendency to believe, after learning an outcome, that we would have predicted it beforehand and may contribute to blaming the victim and forming prejudices against him/her
18. Prejudice – unjustifiable attitude towards a group and its members
19. Mere exposure effect – the mere exposure to a stimulus will increase the liking of it
20. Altruism – unselfish regard for the welfare to others
21. Bystander effect – tendency for any given bystander to be less likely to give aid if other bystanders are present
22. Reciprocity Norms – the expectation that we should return help, not harm to those who have helped us
23. Biological – explore the links between brain and mind
24. Cognitive – study how we perceive, thinks, and solve problems
25. Humanistic – study that says that humans are basically good and possess a free-will
26. Behavioral – study that says all behavior is observable and measurable
27. Psychoanalytic – study of the unconscious, includes childhood and aggression issues
28. Sociocultural – study of how cultural and political experiences affect our life
29. Evolutionary – study of the evolutionary of humans over time (from apes)
30. Developmental – study of our changing abilities from womb to tomb
31. Wilhelm Wundt – father of psychology
32. Introspection – looking inward at one’s own mental processes
33. Structuralism – analyze sensations, images, and feelings into their most basic elements
34. William James – the brain and mind are constantly changing
35. Functionalism – underlying causes and practical consequences of certain behaviors and mental strategies – “steam of consciousness”
36. John Locke – Tabula Rosa – mind is a blank slate written on by experiences
37. Sigmund Freud – founder of psychoanalysis
38. Psychoanalytic Theory – all behavior is meaningful and driven by unconscious forces

39. Applied Research – aims to solve practical problems
40. Basic Research – pure science that aims to increase the scientific knowledge base
41. Hypothesis – is a testable prediction, often induced by a theory, to enable us to accept, reject, or revise the theory (educational guess)
42. Independent Variable – a factor, *manipulated* by the experimenter, and whose effect is studied. In an experiment to determine the effects of exercise on motivation, exercise is the IV
43. Dependent Variable – a factor that may *change in response to the IV*. In an experiment to determine the effects of attention on memory, memory is DV.
44. Theory – is an explanation that integrates principles, organizes, and predicts behavior or event
45. Operational definition – a clear statement of what one is looking for in an experiment
46. Validity – it measures what you want it to be measured
47. Reliability – it is replicable and is consistent
48. Sampling – process by which participants are selected
49. Population – the amount of participants that can be selected for the sample
50. Representative sample – take the results from a smaller group and apply that to a larger group of people
51. Random sample – everyone has an equal chance of being selected for the experiment because the participants are chosen at random
52. Control – group that does not take part in the critical part of the experimentation process, used as a comparison group
53. Experimenter bias – the experimenter, either unconsciously or consciously, affects the outcome of the experiment
54. Single-blind procedure – the subjects do not know to what group they belong
55. Double-blind procedure – neither the experimenter nor the subject knows to what group the subjects are in
57. Hawthorne effect – if you know you're being studied, you will act differently than you normally/typically would
58. Placebo – sugar pill – something administered that has no real effect on the person other than what they think mentally
59. Association - is what correlation really means. It measures to what extent there is a relationship between 2 variables. It is a statistical measurement of the way 2 variables relate where positive correlation ranges from positive one (+1) to negative one (-1). A correlation of zero indicates that between the variables, there is no relationship.
60. Positive correlation – as one goes up, the other goes up (eg. the money you save, the more secure you feel financially)
61. Negative correlation – as one goes up, the other goes down (eg. **as a chicken gets older, they tend to lay fewer eggs**)
62. Survey – a technique for ascertaining the self-reported attitudes, opinions, or behavior of people in a questionnaire, or similar way of ascertaining information
63. Naturalistic observation – observing and recording behavior in the wild/natural environment
64. Case study – get a full, detailed picture of one participant or a small group of participants
65. Mean – average of the scores – add them up and divide by total number of scores
66. Median – middle score – when all scores are put numerically in order, the middle score
67. Mode – the most frequently occurring score in the distribution
68. Range – the lowest score subtracted from the higher score
69. Standard Deviation – the average distance of scores around the mean
70. z-score – a type of standard score that tells us how many standard deviation units a given score is above or below the mean for that group