

Terms you need to know for the AP Psychology National Exam
[Thursday, May 9th]

Jean Piaget

- 304. Sensorimotor – birth to 2 years of age, experience world through senses and actions, learn object permanence and stranger anxiety
- 305. Preoperational – 2 to 6 years of age, representing things with words rather than images, use intuitive rather than logical thinking, very egocentric (only see from own view)
- 306. Concrete operational – from ages 7 to 11, think logically about concrete events, grasp concrete analogies and performing arithmetical operations, learn conservation
- 307. Formal operational – from age 12 through adulthood, they begin to think abstractly, they understand abstract logic and potential for mature moral reasoning

Kohlberg

- 308. Preconventional – obey in order to avoid punishment or get reward
 - in the case of stealing medicine in order to save the life of your wife, someone with this morality would say ... no, I don't want to get in trouble
- 309. Conventional – care for others and uphold laws and social rules simply b/c they are laws
 - ... no, it is illegal to steal and I don't want to break a law
- 310. Postconventional – affirm people's agreed-upon rights or follow what one personally perceives as correct or ethically ok
 - ... yes, my wife needs it and a whole life is must more worth the \$50 the medicine costs, in truth, I would be doing what anyone would do

Freud Psychosexual stages

- 311. Oral – infant seeks pleasure through their mouths
- 312. Anal – toilet training, pleasure in controlling body
- 313. Phallic – realize their gender, love mother, hate father
- 314. Latency – repress sexual urges to work w/ everyone
- 315. Genital – pleasure in genitals and sex, last for rest of life
- 316. Oedipus complex – boys fears father will castrate them b/c of their love for mom
- 317. Electra complex – same as Oedipus, but with girl's fear of mother
- 318. Fixation – if a problem occurs in one stage, similar problems may come up later in life, ie. → Smoking is an oral fixation, due to a lack of pleasure in oral stage

- 319. Representative Heuristics – judging the likelihood of things in terms of how well they seem to represent/match particular prototype, ie. → a short, slim, poetry reading man is a ivy league professor, not a truck driver (don't think of the many truck drivers compared to the small number of ivy league professors)

The 425 Terms You 'Ought To Know For The AP Psychology Test On May 2nd

320. Available Heuristics – estimating the likelihood of events based on their availability in memory, ie. → after a horrible house fire, a person will think that a house fire is more common than a tornado hitting house, even if they live in tornado valley, b/c they can still remember they house fire
321. Functional Fixedness – the inability to see the different uses of an object, ie. → a paper clip's only use is to clip papers (don't think about making it into a hook, etc.)
322. Noam Chomsky – the best time to learn a language is during childhood, kids are sponges and able to absorb the language better than in high school (and yet, when do we learn language? high school, make any sense to you???)
323. Benjamin Whorf – linguistic determination – language determines the way we think
324. Babbling Stage – the stage of speech development in which an infant utters various sounds at first unrelated to the house hold language
325. One-word Stage – the stage of speech development during which a child speaks mostly in single words, from age 1 to 2
326. Two-word Stage – beginning at age 2, child speaks mostly in two word statements
327. Telegraphic Stage – early speech stage in which a child speaks like a telegram (go car) using mostly nouns and verbs, omitting auxiliary words

328. Personality – an individual's characteristic pattern of thinking, feeling, and acting
329. Type A – hard-driving, aggressive, anger-prone people (get more heart problems)
330. Type B – easygoing, relaxed people
331. Free association – unscripted, uncensored talking, which is supposed to provide clues to the unconscious parts of the mind
332. Id – contains a reservoir of unconscious psychic energy that strives for basic sexual and aggressive drives, immediate gratification (devil)
333. Pleasure principle – id operated on this – strive for pleasure, at all costs
334. Ego – the largely conscious, executive part of personality that mediates between the demands of the id, superego, and reality
335. Reality principle – ego operates on this – u can't always get what u want, realistically
336. Superego – the part of the personality that represents internalized ideals and provides standards for judgments and for future aspirations (angel)
337. Defense Mechanisms – ego's productive method of reducing anxiety by unconsciously distorting reality
338. Repression – pushing bad thoughts to back of mind, forgetting (Oh, I forgot)
339. Denial – refusing to accept reality, so say it didn't rally happen (I did get accepted)
340. Displacement – taking you anger out on someone else (man/wife/boss)
341. Projection – pushing your own feelings on to someone else (you look tired)
342. Reaction Formation – showing the opposite feeling you have (I hate you)
343. Regression – going back to an earlier stage of development (temper tantrum)

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- 344. Rationalization – giving false reasons why you did what you did (well, I was very tired) Sublimation – putting bad urges into acceptable social ways (boxing/football)
- 345. Penis Envy – a women’s want for the man’s power (not necessary the actual body part)
- 346. Horney – Neo-Freudian feminist
- 347. Womb Envy – a man’s want to be able to reproduce
- 348. Humanism – all humans are basically good and have free will
- 349. Rogers – people are genuine, accepting, and empathic
- 350. Self-concept – all our thoughts are feelings about ourselves in answer to the question, “Who am I?” We strive to form a positive one. The difference between a real self and ideal self will form your self-concept
- 351. Real self – who you really are, in terms of personality
- 352. Ideal self – who you want to be, your perfect version
- 353. Unconditional Positive Regard – an attitude of total acceptance towards another person
- 354. Trait Theory – study, define, and track one’s traits over their life time, they don’t care about the why, just what they are
- 355. Trait – a characteristic pattern of behavior or a disposition to feel or act, as assessed by self-reporting inventories and peer reports

CANOE

- 356. -Conscientiousness – Organized, careful, and disciplined
 - 357. -Agreeableness – Soft-hearted, trusting, and helpful
 - 358. -Neuroticism (emot. stability) – Calm, secure, and self-satisfied
 - 359. -Openness – Imaginative, preference for variety, and independent
 - 360. -Extraversion – Sociable, fun-loving, and affectionate
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- 361. Projective Tests – are personality tests that provide ambiguous stimuli designed to trigger projections of one’s inner dynamics
 - 362. Rorschach Inkblot – most widely used projective test, series of ten inkblots, participant looks at inkblot and says what he sees
 - 363. TAT – participant is given a picture and they must make up a story about the picture MMPI – the most widely researched and clinically used of all personality tests. Originally developed to identify emotional disorders, this test is now used for many other screening purposes
 - 364. Internal Locus of Control – the perception that one can control their own faith
 - 365. External Locus of Control – the perception that one’s fate is controlled by an outside force and that they have no control over it
 - 366. Carl Jung – unconscious is really powerful, but contains more than bad thoughts, etc.
 - 367. Collective Unconscious – Jung’s concept of a shared, inherited reservoir of memory traces from our species’ history

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- 368. Neo-Freudian – followers of Freud who broke of due to his emphasis on childhood memories and sexually and aggressive urges
- 369. Self-efficacy – how capable we think we are in controlling event, determined by previous events, comparisons w/ others abilities, listening what others say about our capabilities, and feedback from body
- 370. Learned Helplessness – when unable to avoid repeated adverse events, the person/animal feels helpless and will not try any more to avoid/escape
- 371. Inferiority Complex – the avoiding of feelings of inadequacy and insignificance
- 372. Spotlight Effect – the tendency to overestimate others’ noticing and evaluating our appearances, performances, and blunders
- 373. Self-serving Bias – a readiness to perceive oneself favorably