

# Psychology 2315 (was Psy 130)

## Welcome

I am excited about this new semester and the additional students that I will meet over the Internet. I encourage you to view the syllabus to know the class content, quizzes, discussions, and course requirements. You should go ahead and begin your first assignment. (Scroll down to find topics.) I will be responding to questions almost daily if possible if sent to my private email address [william\\_masten@hotmail.com](mailto:william_masten@hotmail.com).

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E-mail address: [william\\_masten@hotmail.com](mailto:william_masten@hotmail.com) do not use other email addresses.  
Office hours: by appointment

I reserve the right to add to or change this syllabus.

The *virtual office* is open for your use. You may ask any questions about the course. I will answer the questions so everyone may see the answers. This should save your time and prevent more than one student from asking the same question via email.

Instructors at Texas A&M University-Commerce do not tolerate plagiarism and other forms of academic dishonesty. Students are expected to uphold and support the highest academic standards.

### **Plagiarism**

Penalties for students guilty of academic dishonesty are listed in the Student Code of Conduct (Texas A&M University-Commerce Code of Student Conduct 5.b[1,2,3]).

### **Plagiarism is a complicated issue.**

1. If you use a direct quote without using quotation marks, the page number of the quote and the authors name and year of publication, this is definitely plagiarism.
2. Using someone's idea without crediting the source is plagiarism.
3. Using an essay you have used before is plagiarism.
4. Using a paper from a "paper mill" is plagiarism.

5. Using a paper someone wrote for you is plagiarism.

### **How to avoiding plagiarism:**

1. Always cite the source. Never use direct quotes.

Review the of week 8 now!

**Textbook:** Psychology Applied to Modern Life: Adjustment in the 21st Century, 10th Edition. Wayne Weiten - Dana S. Dunn - Elizabeth Yost Hammer - ISBN-10: 1111297983 ISBN-13: 9781111297985 ©2012

Website for book

[http://www.wadsworth.com/cgi-wadsworth/course\\_products\\_wp.pl?fid=M20bI&flag=instructor&product\\_isbn\\_issn=9780495553397&disciplinenum=24](http://www.wadsworth.com/cgi-wadsworth/course_products_wp.pl?fid=M20bI&flag=instructor&product_isbn_issn=9780495553397&disciplinenum=24)

Assignments,

Read the 16 chapters (1 chapter per week beginning the first day of class)

Study all the files under documents sharing

Watch "The hard to get" videos

Watch the 13 parts of the Journey of Man: A Genetic Odyssey

## **Assignments**

The required reading assignments are all 16 chapters and the PowerPoints presentations for chapters 1 to 16, as well as the other documents and videos posted under Doc sharing. I also suggest you study the answers of the objectives for each chapter and go to the textbook's website as preparation for the quizzes. There are also Discussions due roughly every week.

## **Quizzes**

There will be three quizzes, two are on the book and one deals with APA style and what was included on the syllabus. The exams will be multiple-choice questions. The quizzes must be taken at the time designated, not before, not after. At 11:00 pm on the quiz day, your ability to access the quiz will end. After you take a quiz, you will receive your score, the test items are not provided because the quiz has not been designed to be a learning experience. Rather, they as designed to measure learning. If you want a learning activity make up questions before you begin reading a chapter or go to the textbook web site. It will have practice quizzes where you can see where your mistakes are. If you attempt to copy any items of the quiz this is considered cheating and it is a violation of copyright. Study tips: Reading the assigned chapters and PowerPoint presentations are crucial to academic success in this class.

## **Grading**

If you go the extra mile on every assignment, you will be rewarded. If you have everything "down pat" from the book, PowerPoint, videos, etc. you will gain a higher score on the quizzes. Some students indicate

they do not have enough time to study. In that case, I say wait to take the course until you have enough time.

## Discussion

Might I suggest you type your responses in Word and use the spellcheck?

Do not cut and paste direct quotes from a book, or an article (unless you want a 0). Put the answers in your own words and credit the source (use APA style: <http://flash1r.apa.org/apastyle/basics/index.htm>). Do not use websites from the Internet. If you do expect no more than 70 of 100. Use only journal articles and books.

## Criteria for Essays

No use of websites or *Psychology Today* to answer questions.

I will read the Discussions and evaluate individual performance. This is a subjective evaluation. Below is a section "Discussions will be graded as follows."

For every Discussion, be sure to respond to one of your fellow students about some aspect of their answer.

If you neglect to post a response to at least one of your fellow students for every question, expect no more than half the possible points.

Discussion essays will be graded as follows

Never, never use direct quotes from the textbook, journals, or books. Always, always, put the answer in your own words. It must be a "real" journal. Not *Psychology Today*, *Time*, or *Ladies Home Journal*.

Do not cut and paste direct quotes from a book, or an article (unless you want a 0). Do not use websites from the Internet. Use only journal articles and books. Put the answers in your own words and credit the source (use APA style: <http://flash1r.apa.org/apastyle/basics/index.htm>).

At the end of the semester you will be asked, "If you were provided with a safe and caring online "class environment" that was open for learning." I expect all will answer yes. If not, you should contact me during the semester to tell me why the class environment was not safe and caring.

## Review the essay of week 8 now!

What are the expectations for the responses?

The questions should be answered completely, accurately and in the greatest detail possible for the highest score.

On the use of abbreviated English or slang in essays.

When you write your essays avoid short hand English (i.e. R for are, U for you, cant for can't, 5 mth for five months) or slang. This is fine in email messages or text messages to your friends, but not in a formal essay where you are graded. Think of the Discussions as formal essays that you would type on white paper

and hand in if this were a face-to-face course. In addition, every essay should have a reference!!

## Grading Plan

The grading scale is listed below. This includes the 3 quizzes during the semester and points for each essay questions.

Below is the grading criterion for the Discussions.

100 Absolutely perfect. There will probably be 1 or 2 per semester. Here 100 means absolutely perfect. This grade will be rare during the semester. If everyone gets a perfect score, soon this will have no meaning! No typos, beyond minimum requirements, additional references added, excellent knowledge of topic, clearly project completed with much forethought, the top paper in class, independent of class size, APA style is used appropriately, submitted on time, independent of excused or unexcused absence.

90: Great job, no typos, built upon minimum requirements, met reference requirements, good knowledge of topic, completed with forethought, good paper not one of the best in class, top 10% in class, APA style requirements met.

80: Good job, writing good, although at times not too clear, offered basic understanding of major points, ideas at times choppy, few typos, top 25% in class, APA style requirements met, all questions answered.

70: Paper attempted but completed poorly, several typos, did not followed directions, part or the entire question not answered, if there is more than 1 question part was just not answered; paragraphs are sentences not paragraphs, no independent thought, a collection of ideas from others.

60-50: Paper **not** completed with forethought, numerous typos, student barely meeting minimum requirements, not reflective of college-level performance, numerous questions not answered. Paper turned in, but too many distractions, not meeting minimum requirements.

40-45: did not answer both parts of the question or did not respond to another student

0 for question not answered by the due date.

## Finding the

Where is this Discussion? Look under Course Home and you will see Week 1. Hit Week 1. Hit the "Discussion" tab. There will be a "drop down menu" then scroll to the appropriate Discussion. demarcations will obviously change with the assignment numbers, such as 2, 3, 4, etc. If you need help, first send a response to my email address. If your problem cannot be solved, a phone call to technical support may be necessary for further clarification. From time to time Ecollege may not work. When this happens, be sure to notify me. You will not lose points if you explain the problem, the time, and date of the problem. You get 1 hour for the quizzes, so sign-on at least one hour before the deadline.

## Using

All of your responses will be submitted via Discussion. Where is Discussion? Look towards the top of this page and you will see Week 1. Hit the "Discussion" tab. Look for "Week 1 Discussion" and then scroll to appropriate Discussion. For example, your first will be APA style. Do not forget to push "post response". Essay demarcations will obviously change with the Discussions, such as 2, 3, 4, etc. If you need help, first send a message to technical support. If your problem cannot be solved there, phone for technical support

for further clarification. If that does not work, send an email message to me. From time to time Ecollege may not work. When this happens, be sure to notify me.

Each time you post a essay, copy and paste the chapter number and question. In this way, everyone will know which question you are answering. The easiest way is to simple paste your response from Word into Discussion. At the end of the semester, you will be asked to complete an evaluation of this course. Each one of the "Discussions" has been designed to enhance your skills and abilities in various areas. These goals are listed with the questions.

You will be required to read the chapters for this class, and then prepare appropriate essays. DEADLINE DATES ARE OFFERED below. The Discussions are worth 100 points each (half for the essay, half for the response to another student's essay). Responses to other student's posted are due when the essays are due.

Final letter grade = Percentage (average) of possible points

100-90% = A

80-89% = B

70-79%=C

60-69%=D

Below 60% = F

Final grade = average of percentage of all assignments and quizzes.

## Email Policy

I will attempt to return emails with 48 hours. Send all messages to [william\\_massten@hotmail.com](mailto:william_massten@hotmail.com). Please do not send second emails etc. Please, do not request grades be send via email. I will post grades only on Ecollege. From time to time, I will send you email messages so be sure to check your email messages.

I may make comments with the answers. You cannot see these comments on the gradebook. It will be necessary to open the to view the comments.

## Students with disabilities

Students with Disabilities: The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you have a disability requiring an accommodation, please contact: Office of Student Disability Resources and Services, Texas A&M University-Commerce, Gee Library, Room 132, Phone (903) 886-5150 or (903) 886-5835, Fax (903) 468-8148, [StudentDisabilityServices@tamu-commerce.edu](mailto:StudentDisabilityServices@tamu-commerce.edu)

## Honesty and Plagiarism

As an Internet class and there may be an opportunity to Cheat (share exams, or perform other acts of academic dishonesty). Unless otherwise indicated, all of your work is completed independently. There will be some Discussions that you will work on in small groups. If you are suspected of academic dishonesty,

you will be referred to the Dean of Students for disciplinary actions. I need to emphasize that there is the assumption that answers to questions and assignments are your own. I welcome and encourage you to use the journal articles, books and the library. However, avoid independent sites that are not journal articles as resources to completing the assignments or Discussions. You must provide a reference for any idea borrowed from a source. A simple statement such as "references included" will not be sufficient. No one cares if you get an idea from someone as long as you credit the source. Do not use sources without crediting the source. Also, avoid direct quotes. Another person's idea used without a reference is plagiarism. Be advised and warned. Do not copy and paste direct quotes from any source.

## Assumptions Related to Successful Completion of this Course

1. You have reliable access to a computer with an internet connection. There are a number of computer labs on campus. Able to use "MS Word" word processing.
2. You have adequate writing abilities. You may seek the assistance of the University Writing Lab, but you must indicate the person's name and date if you do. There will be no loss of points for using the University Writing Lab.
3. You are able to read the required reading materials. These assumptions are listed as every semester students present numerous inquiries along the following lines of thought: (a) "I do not have a computer and I did not know a computer was required for the course! (b) I am not accustomed to writing essays. Can you prepare an alternative task for me? (c) I am working 40 hours per week, taking 18 semester hours, and have three children. Can you reduce the course workload for my situation? (d) I just do not have the time to do all the requirements of the course, (e) Can I take this course without reading the book or support materials? (f) You really do not expect me to read all the assignments, do you? (g) I do not like to read, may I avoid the readings?" The previous quotes are taken from actual emails received in the past. Anything I do for one student, I must do for all students. If you are not able to meet the course requirements, then you are encouraged to drop this course.

## Factual knowledge versus opinion

I have noticed when questions ask for factual knowledge some students do not answer the question. Instead, they give their personal opinion. Save your personal opinions for responses to other students. Other times, when questions ask students to support a specific opinion, some students think they can support the opposite of the opinion. Be sure you do not fall into these mistakes.

## Study Recommendations

1. Study the syllabus and know the due dates.
2. Do not wait until the last minute to post your Discussions. Post an assignment early as opposed to the last minute. Remember Murphy's Law: "Anything that can go wrong will go wrong." Murphy's Extended Law: "If a series of events can go wrong, they will do so in the worst possible sequence." The same laws apply to the quizzes.

## Notes on Acceptable Assignments

I expect students to write at the level of college students. You should post your answers in Discussion. Do not send files. You may submit essays use 12 font size, Arial font type, and 1-inch margins on all four sides. I expect you to proofread, utilize spell-check and grammar-check software prior to submitting your

assignment.

## Length of assignments

**Grades will be based on quality of responses**, not length of responses. Some students are too verbose and perform poorly, and others students are effectively concise and specific and perform very well. Length is not the measure; completeness and accuracy is.

## Office preference

Since this is an online course, the expectation is that everything can be completed online. For that reason, if you have a general question about the class, post it under virtual office. For specific questions, use my email address [william\\_masten@hotmail.com](mailto:william_masten@hotmail.com). Thanks.

## Late Assignments

Assignments will be due at 11 pm on the designated deadline dates, as are the quizzes. I recognize things happen. Even if late, be sure to post your assignment. If your response is there when I grade it, the essay will be graded. Do not wait weeks to post a and expect your work to be graded. One student waited until after I posted final grades, and then asked if her late assignments could be graded. If the assignment is late, you may receive a 0 on that assignment.

If you miss an assignment due to death, military, or reasonable excuse, please email me. If you miss an assignment without a legitimate excuse, you will receive 0 points. If you miss two (2) or more assignments without a valid excuse, you may be dropped from the course. If you cannot get in Ecollege, go to technical support and then contact me.

## Respect for Others

Adjustment reflects who we are and potentially who we may become. As such, the topics of conversation will be emotional and controversial. Loosely quoting Voltaire, I may not agree with what you have to say, but I will fight to the death for your right to say it. I encourage you to disagree with me and other students. However, there is a difference between academic discourse and rudeness. If you cross the line, I will counsel you on the matter. If you make racial, sexist, or non-scholarly comments or derogatory statements about others, I will refer you to Dean of Students. I encourage you to offer your opinion, or disagree with me or other students, or even offer your opinion strongly, be respectful to your classmates and your teacher.

At the end of the semester you will be asked, "If you were provided with a safe and caring online "class environment" that was open for learning." I expect all will answer yes. If not, you should contact me during the semester to tell me why you did not see the class environment as safe and caring.

## APA Format

You are required to use APA format to cite the source of all ideas including our textbook and journal articles. If you fail to list references for a source, then you will lose 1/2 of the total possible points. If you improperly use APA format, then you will lose a few points. If it is not your idea, then you must cite the source by using a reference. Below are sites that discuss the APA Style.

Reference List: Basic Rules

<http://owl.english.purdue.edu/owl/resource/560/05/>

Reference List: Author/Authors

Reference List: Articles in Periodicals

Reference List: Books

Online Bibliographies and Annotated Bibliographies

Jürgens, R. (2005). HIV/AIDS and HCV in Prisons: A Select Annotated Bibliography. Retrieved from [http://www.hc-sc.gc.ca/ahc-asc/alt\\_formats/hpb-dgps/pdf/intactiv/hiv-vih-aids-sida-prison-carceral\\_e.pdf](http://www.hc-sc.gc.ca/ahc-asc/alt_formats/hpb-dgps/pdf/intactiv/hiv-vih-aids-sida-prison-carceral_e.pdf)

Quizzes, discussions and due dates

Week 1 Lecture, assignment & due at 11 pm

Week 2 Quiz 1 APA style is to be taken only on \_\_\_\_ until at 11 pm. If you manage to get in it earlier, I considered this cheating. This quiz is based on the contents of the syllabus and work completed during week 1 and week 2. Copying or printing or taking a photo of any part of any quiz is cheating.

Week 3 due \_\_\_\_

Week 4 due \_\_\_\_

Week 5 due \_\_\_\_

Week 6 due \_\_\_\_

Week 7 due \_\_\_\_\_

Week 8 due \_\_\_\_ &

Quiz 2 (Chapters 1-8) is to be taken only on \_\_\_\_ until 11 pm. If you manage to get in it earlier, this is cheating.

Week 9 due \_\_\_\_

Week 10 due \_\_\_\_



Week 11 due \_\_\_

Week 12 due \_\_\_

Week 13 due \_\_\_

Week 14 due \_\_\_\_

Week 15 due \_\_\_\_\_

Week 16 quiz 3 (Chapters 9-16) is only to be taken only on \_\_\_ until 11 pm. If you manage to get in it earlier, it is cheating.

"Extra credit"

- I ***may*** be approached by someone looking for students to participate in their research. ***If and when this happens*** you may gain 2% points added to your overall score by participating in someone's research. You must participate in at least 2 separate research studies. This will be added at the end of the semester. Two points is the ***maximum*** one will be able to obtain.

***If and only if I am asked*** by someone for students to participate in their research, some students may want the two points but do not wish to participate in research. They may obtain the 2% points by writing a 1 page (maximum) summary of a journal article on the education of ethnic minorities students. You must find the article in Psychology Abstracts (AKA Psychinfo). It must be a "real" journal. Not *Psychology Today*, *Time*, or *Ladies Home Journal*. You cannot borrow an article from someone. The 2 points are not transferable to another student. No you may not get 4 points.

## • Test Review and Study Guide

### Chapters 1 to 16

Chapter 1 Adjusting to Modern Life

1. Describe four examples of the paradox of progress.
2. Explain what is meant by the paradox of progress and how theorists have explained it.
3. Provide some examples of people's search for direction.
4. Describe three problems that are common in popular self-help books.
5. Summarize advice about what to look for in quality self-help books.
6. Summarize the philosophy underlying this textbook.
7. Describe the two key facets of psychology.
8. Explain the concept of adjustment.
9. Explain the nature of empiricism.
10. Explain two advantages of the scientific approach to understanding behavior.
11. Describe the experimental method, distinguishing between independent and dependent variables, and between experimental and control groups.
12. Distinguish between positive and negative correlation, and explain what the size of a correlation coefficient means.
13. Describe three correlation research methods.
14. Compare the advantages and disadvantages of experimental versus correlation research.
15. Discuss the prevalence of reported happiness in modern society.
16. List the various factors that are surprisingly unrelated to happiness.
17. Explain how health, social activity, religion, and culture are related to happiness.
18. Explain how love, work, and personality are related to happiness.
19. Summarize the conclusions drawn about the determinants of happiness.
20. List three steps for developing sound study habits.
21. Describe the SQ3R method and what makes it effective.
22. Summarize advice on how to get more out of lectures.
23. Summarize how memory is influenced by practice, interference, and organization.
24. Describe several verbal and visual mnemonic devices.

## **Chapter 2: Theories of Personality**

1. Explain the concepts of personality and traits.
2. Describe the "Big Five" personality traits.
3. Describe Freud's three components of personality and how these are distributed across levels of awareness.
4. Explain the importance of sexual and aggressive conflicts in Freud's theory.
5. Describe seven defense mechanisms identified by Freud.
6. Outline Freud's stages of psychosexual development and their theorized relations to adult personality.
7. Summarize Jung's views on the unconscious.
8. Summarize Adler's views on key issues relating to personality.
9. Evaluate the strengths and weaknesses of psychodynamic theories of personality.
10. Describe Pavlov's classical conditioning and its contribution to understanding personality.
11. Discuss how Skinner's principles of operant conditioning can be applied to personality development.
12. Describe Bandura's social learning theory and his concept of self-efficacy.
13. Evaluate the strengths and weaknesses of behavioral theories of personality.
14. Discuss humanism as a school of thought in psychology.
15. Explain Rogers's views on self-concept, development, and defensive behavior.
16. Describe Maslow's hierarchy of needs and summarize his findings on self-actualizing persons.
17. Evaluate the strengths and weaknesses of humanistic theories of personality.
18. Describe Eysenck's view on personality structure and development.
19. Summarize recent twin studies that support the idea that personality is largely inherited.
20. Summarize evolutionary analyses of why certain personality traits appear to be important.
21. Evaluate the strengths and weaknesses of biological theories of personality.
22. Explain the chief concepts and hypotheses of terror management theory.

23. Describe how the reminders of death influence people's behavior.
24. Discuss why the subject of personality has generated so much theoretical diversity.
25. Compare and contrast the personality theories of Freud, Skinner, Rogers, and Eysenck.
26. Explain the concepts of standardization, test norms, reliability, and validity.
27. Discuss the value and the limitations of self-report inventories.
28. Discuss the value and limitations of projective tests.

### **Chapter 3: Stress and Its Effects**

1. Discuss the nature of stress and discuss how common it is.
2. Distinguish between primary and secondary appraisal of stress.
3. Summarize the evidence on ambient stress.
4. Explain how culture and ethnicity are related to stress.
5. Distinguish between acute and chronic stressors.
6. Describe frustration as a form of stress.
7. Outline three types of conflict and discuss our reactions to conflicts.
8. Summarize evidence on life change as a form of stress.
9. Discuss evidence on pressure as a form of stress.
10. List three categories of negative emotions commonly elicited by stress.
11. Discuss the role of positive emotions in the stress process.
12. Explain the effects of emotional arousal on coping efforts and the inverted-U hypothesis.
13. Describe the fight-or-flight response and the three stages of the general adaptation syndrome.
14. Distinguish between the two major pathways along which the brain sends signals to the endocrine system in response to stress.
15. Explain the concept of coping.
16. Explain the phenomenon of choking under pressure.
17. Discuss the evidence on how stress can affect cognitive functioning.

18. Describe the symptoms and causes of burnout.
19. Discuss the prevalence, symptoms, and causes of posttraumatic stress disorder.
20. Discuss the potential impact of stress on mental and physical health.
21. Discuss positive psychology and three ways in which stress might lead to beneficial effects.
22. Discuss how social support moderates the impact of stress.
23. Describe the hardiness syndrome and how it influences stress tolerance.
24. Discuss how optimism is related to stress tolerance.
25. List five problems with the SRRS that are described in the application section.
26. Summarize how the LES corrects some of the problems that are characteristic of the SRRS.
27. Explain why caution should be exercised in interpreting scores on stress scales.

#### **Chapter 4: Coping Processes**

1. Discuss the variety of coping strategies that people employ.
2. Discuss whether individuals display distinctive styles of coping.
3. Discuss the adaptive value of giving up as a response to stress.
4. Discuss the adaptive value of aggression in response to stress.
5. Discuss the adaptive value of indulging yourself as a response to stress.
6. Discuss the adaptive value of negative self-talk as a response to stress.
7. Explain how defense mechanisms work.
8. Discuss the adaptive value of defense mechanisms, including recent work on healthy illusions.
9. Discuss whether constructive coping is related to intelligence.
10. Describe the nature of constructive coping.
11. Explain Ellis's analysis of the causes of maladaptive emotions.
12. Describe some assumptions that contribute to catastrophic thinking.
13. Discuss the merits of positive reinterpretation and humor as coping strategies.
14. List and describe four steps in systematic problem solving.

15. Discuss the adaptive value of seeking help as a coping strategy.
16. Explain five common causes of wasted time.
17. Summarize evidence on the causes and consequences of procrastination.
18. Summarize advice on managing time effectively.
19. Describe the nature of emotional intelligence.
20. Discuss the adaptive value of releasing pent-up emotions and distracting yourself.
21. Discuss the importance of managing hostility and forgiving others' transgressions.
22. Summarize the evidence on the effects of meditation.
23. Describe the requirements and procedure for Benson's relaxation response.
24. Explain why traits cannot be target behaviors in self-modification programs.
25. Discuss the three kinds of information you should pursue in gathering your baseline data.
26. Discuss how to use reinforcement to increase the strength of a response.
27. Discuss how to use reinforcement, control of antecedents, and punishment to decrease the strength of a response.
28. Discuss issues related to fine-tuning and ending a self-modification program.

### **Chapter 5: The Self**

1. Describe some key aspects of the self-concept.
2. Cite two types of self-discrepancies and describe their effects.
3. Describe two ways of coping with self-discrepancies.
4. Discuss important factors that help form the self-concept.
5. Discuss how individualism and collectivism influence self-concept.
6. Describe the implications of self-concept confusion and self-esteem instability.
7. Discuss how low and high self-esteem is related to adjustment.
8. Distinguish between high self-esteem and narcissism, and discuss narcissism and aggression.
9. Discuss some key influences in the development of self-esteem.

10. Summarize the findings on ethnicity and gender regarding self-esteem.
11. Distinguish between automatic and controlled processing.
12. Define self-attributions and identify the key dimension of attributions.
13. Explain how optimistic and pessimistic attributional styles are related to adjustment.
14. Discuss three motives that guide self-understanding.
15. Describe four strategies people use to maintain positive feelings about the self.
16. Define self-regulation and explain the ego-depletion model of self-regulation.
17. Explain why self-efficacy is important to psychological adjustment.
18. Describe how individuals develop self-efficacy.
19. Describe the three categories of self-defeating behavior.
20. Explain why and when individuals engage in impression management.
21. Cite some strategies people use to make positive impressions on others.
22. Describe how high self-monitors differ from low self-monitors.
23. Explain when it is inadvisable to increase one's self-esteem and why this is so.
24. Describe seven ways to build self-esteem.

### **Chapter 6: Social Thinking and Social Influence**

1. Cite the five sources of information people use to form impressions of others.
2. Describe the key differences between snap judgments and systematic judgments.
3. Define attributions and explain when people are likely to make them.
4. Describe how expectancies distort people's perceptions and influence others' behavior.
5. Explain how four important cognitive distortions operate.
6. Describe some ways in which perceptions of others are efficient, selective, and stable.
7. Explain how "old-fashioned" and modern discrimination differ.
8. Describe some of the key determinants of prejudice and explain how they work.

9. Describe the operation of several strategies for reducing prejudice.
10. Cite the key elements in the persuasion process.
11. Describe several source factors that influence persuasion.
12. Discuss the evidence on one-sided versus two-sided messages, and the value of arousing fear or positive feelings in persuasion.
13. Describe several receiver factors that influence persuasion.
14. Explain how the two cognitive routes to persuasion operate.
15. Summarize what Asch discovered about conformity.
16. Discuss the difference between normative and informational influence.
17. Describe some conformity pressures in everyday life and how people can resist them.
18. Describe some situational and personality factors involved in obedience to authority.
19. Cite an important factor in resisting inappropriate demands of authority figures.
20. Describe how culture can influence responses to social pressure.
21. Describe two compliance strategies based on the principles of commitment and consistency.
22. Describe several compliance strategies based on the principle of reciprocity.
23. Discuss how the principle of scarcity can increase a person's desire for something.

### **Chapter 7: Interpersonal Communication**

1. List and explain the six components of the communication process.
2. List several important differences between face-to-face and computer-mediated communication
3. Discuss how interpersonal communication is important to adjustment.
4. List five general principles of nonverbal communication.
5. Define proxemics and discuss personal space.
6. Discuss display rules and what can be discerned from facial cues.
7. Summarize the characteristics associated with effective eye contact.
8. Describe the roles of body movement, posture, and gestures in communication.



9. Summarize the research findings on touching and paralanguage.
10. Discuss the difficulty of detecting deception and the nonverbal cues linked to deception.
11. Explain what polygraphs do and cite some problems with their use.
12. Describe the significance of nonverbal communication in interpersonal interactions.
13. List five suggestions for creating a positive interpersonal climate.
14. Give five steps involved in making small talk.
15. Cite some ways to reduce the risks of self-disclosure.
16. Describe the role of self-disclosure in relationship development.
17. Discuss cultural and gender differences in self-disclosure.
18. Cite four points good listeners need to keep in mind.
19. Discuss four responses to communication apprehension.
20. Describe five barriers to effective communication.
21. Cite some positive outcomes associated with constructive interpersonal conflict.
22. Describe five personal styles of dealing with interpersonal conflict.
23. List six tips for coping effectively with interpersonal conflict.
24. Explain why Deborah Tannen characterizes America as "the argument culture."
25. Describe some reasons for increased social contentiousness today.
26. Describe what individuals and social institutions can do to reduce the level of public conflict.
27. Differentiate assertive communication from submissive and aggressive communication.
28. Describe five steps that lead to communication that is more assertive.

### **Chapter 8: Friendship and Love**

1. Define close relationships and give some examples.
2. Describe how individualistic and collectivist cultures view love and marriage.
3. Describe some differences between Internet and face-to-face interactions and how the Internet affects relationship development.

4. Discuss the roles of proximity and familiarity in initial attraction.
5. Summarize the findings on physical attractiveness in initial attraction.
6. Discuss the roles of reciprocal liking and similarity in getting acquainted.
7. Describe the personality traits that people like in others.
8. Describe some commonly used relationship maintenance strategies and explain what is meant by “minding” relationships.
9. Summarize interdependence theory and explain how rewards, costs, and investments influence relationship satisfaction and commitment.
10. Summarize the research on what makes a good friend.
11. Describe some key gender differences in friendships.
12. Summarize the research findings on the experience of love in gay and straight couples.
13. Discuss some gender differences and romanticism.
14. Define passion, intimacy, and commitment, and describe Sternberg's eight types of love.
15. Discuss adult attachment styles, including their correlates and stability.
16. Discuss the course of romantic love over time.
17. Explain why relationships often fail, and what couples can do to help relationships last.
18. Describe various types of loneliness.
19. Discuss the prevalence of loneliness.
20. Explain how early experiences and current social trends can contribute to loneliness.
21. Describe how shyness, poor social skills, and self-defeating attributions contribute to loneliness.
22. Summarize the suggestions for conquering loneliness.

### **Chapter 9: Marriage and Intimate Relationships**

1. Discuss recent trends relating to the acceptance of singlehood and cohabitation.
2. Discuss changing views on the permanence of marriage and gender roles.
3. Explain how increased childlessness and the decline of the nuclear family have affected the institution of marriage.

4. Discuss several factors influencing the selection of a mate.
5. Outline Murstein's stage theory of mate selection.
6. Summarize evidence on predictors of marital success.
7. Explain what the family life cycle is.
8. Discuss the factors couples weigh in deciding to have children.
9. Analyze the dynamics of the transition to parenthood.
10. Identify common problems that surface as a family's children reach adolescence.
11. Discuss the transitions that occur in the later stages of the family life cycle.
12. Discuss how gaps in role expectations may affect marital adjustment.
13. Summarize how spouses' work affects their marital satisfaction and their children.
14. Discuss how financial issues are related to marital adjustment.
15. Summarize evidence on the relationship between communication quality and marital adjustment.
16. Describe the evidence on changing divorce rates.
17. Discuss how men and women tend to adjust to divorce.
18. Analyze the evidence on the effects of divorce on children.
19. Summarize data on the frequency and success of remarriage and its impact on children.
20. Describe stereotypes of single life and summarize evidence on the adjustment of single people.
21. Discuss the prevalence of cohabitation and whether it improves the probability of marital success.
22. Discuss the stability and dynamics of intimate relationships among homosexual couples.
23. Outline some misconceptions about gay couples.
24. Discuss the incidence and consequences of date rape.
25. Explain factors that contribute to date rape.
26. Discuss the incidence of partner abuse and the characteristics of batterers.

27. Discuss why women stay in abusive relationships.

### **Chapter 10: Gender and Behavior**

1. Explain the nature of gender stereotypes and the connection with instrumentality and expressiveness.

2. Discuss four important points about gender stereotypes.

3. Summarize the research findings on gender similarities and differences in verbal, mathematical, and spatial abilities.

4. Summarize the research on gender differences in personality and social behavior.

5. Summarize the research on gender and psychological disorders.

6. Summarize the situation regarding overall behavioral differences between males and females.

7. Give two explanations for why gender differences appear to be larger than they actually are.

8. Summarize evolutionary explanations for gender differences.

9. Review the evidence linking gender differences in cognitive abilities to brain organization.

10. Review the evidence relating hormones to gender differences.

11. Define socialization and gender roles, and describe Margaret Mead's findings on the variability of gender roles and their implications.

12. Explain how reinforcement and punishment, observational learning, and self-socialization operate in gender-role socialization.

13. Describe how parents and peers influence gender-role socialization.

14. Describe how schools and the media influence gender-role socialization.

15. List five elements of the traditional male role and contrast these with the modern male role.

16. Describe three common problems associated with the traditional male role.

17. List three major expectations of the traditional female role.

18. Describe three common problems associated with the traditional female role.

19. Describe two ways in which women are victimized by sexism.

20. Explain the basis for traditional gender roles and why they are changing.

21. Define gender-role identity and discuss two alternatives to traditional gender roles.

22. Describe how the different socialization experiences of males and females contribute to communication problems between men and women.

23. Describe expressive and instrumental styles of communication.

24. Describe some common mixed-gender communication problems.

### **Chapter 11: Development in Adolescence and Adulthood**

1. Define and discuss pubescence and secondary sex characteristics.

2. Define and discuss puberty and primary sex characteristics.

3. Summarize the findings on early and late maturation in boys and girls.

4. Describe the cognitive changes that occur during adolescence.

5. Explain Erikson's psychosocial crisis of adolescence and Marcia's four identity statuses.

6. Discuss whether adolescence is a period of turmoil and recent trends in adolescent suicide.

7. Summarize the key developmental transitions in early adulthood, including Erikson's views.

8. Summarize the key developmental transitions in middle adulthood, including Erikson's views.

9. Summarize the key developmental transitions in late adulthood, including Erikson's views.

10. Discuss age-related changes in appearance and their psychological significance.

11. Describe the sensory, neurological, and endocrine changes that accompany aging.

12. Discuss health changes associated with aging and two things people can do to maintain their health.

13. Describe age-related changes in intelligence, information processing, and memory.

14. Summarize evidence on personality change and stability in adulthood.

15. Discuss cultural and individual attitudes about death.

16. Describe Kübler-Ross's five stages of dying and research findings about the dying process.

17. Describe cultural variations in mourning practices and discuss the grieving process.

18. Discuss different types of loss and what helps people cope with bereavement.

19. Describe Ainsworth's three attachment styles and how caregivers can promote secure

attachment in their infants.

20. Summarize the research on the effects of day care on infants and children.
21. Discuss Baumrind's parenting styles and their effects on children's development.
22. Discuss issues related to the effective parenting of adolescents.
23. List five suggestions for more effective parenting.
24. List five suggestions for the effective use of punishment.

### **Chapter 12: Careers and Work**

1. Describe personal and family influences on job choice.
2. Cite several helpful sources of career information.
3. List some aspects of potential occupations that are important to know about.
4. Explain the role of occupational interest inventories in career decisions.
5. List five important considerations in choosing an occupation.
6. Summarize Holland's hexagonal model of career choice.
7. Summarize Super's five-stage model of career development.
8. Discuss women's career development.
9. List six work-related trends.
10. Describe the relationship between education and salary.
11. Summarize important demographic changes that are transforming the workforce.
12. Cite some problems that women and minorities face in today's workplace.
13. Describe some challenges presented by workforce diversity to organizations and workers.
14. List some important sources of job stress.
15. Summarize the effects of job stress on physical and mental health.
16. Describe actions organizations are taking to reduce job stress.
17. Describe the prevalence and consequences of sexual harassment.

18. Cite some ways that organizations and individuals can reduce sexual harassment.
19. Describe some causes and effects of unemployment.
20. Summarize current perspectives on workaholism.
21. Define work-family conflict and discuss the benefits of multiple roles.
22. List several types of leisure activities and summarize the benefits of them.
23. Summarize the guidelines for putting together an effective résumé.
24. Discuss strategies for targeting companies you would like to work for.
25. Describe several strategies for landing a job interview.
26. List some factors that can influence an interviewer's rating of a job candidate.
27. List the dos and don'ts of interviewing for jobs.
28. Ch 12 List five important considerations in choosing an occupation.

### **Chapter 13: Development and Expression of Sexuality**

1. List four key aspects of sexual identity.
2. Discuss how hormones influence sexual differentiation and sexual behavior.
3. Discuss how families, peers, schools, and the media shape sexual attitudes and behavior.
4. Discuss gender differences in sexual socialization and how they affect individuals.
5. Summarize current thinking on the origins of sexual orientation and attitudes toward homosexuality.
6. Discuss the identity development and adjustment of lesbians and gay males.
7. List some common sexual motives.
8. Describe four common barriers in communicating about sex.
9. Describe the four phases of the human sexual response cycle.
10. Discuss gender differences in patterns of orgasm and some reasons for them.
11. Discuss fantasy as well as kissing and touching as aspects of sexual expression.

12. Discuss the prevalence of self-stimulation and attitudes about it.
13. Discuss oral and anal sex as forms of sexual expression.
14. Discuss intercourse and the preferred sexual activities of gay males and lesbians.
15. Describe how the fear of contracting AIDS has influenced sexual attitudes and practices.
16. Summarize attitudes toward and prevalence of early sexual experiences.
17. Summarize the findings on sex in dating couples and marital sex.
18. Compare and contrast sexual behavior in married versus committed homosexual couples.
19. Summarize the evidence on infidelity in committed relationships.
20. Describe constraints on effective contraception and discuss the merits of hormone-based contraceptives and condoms.
21. Describe the various types of STDs and discuss their prevalence and means of transmission.
22. List some suggestions for safer sexual practices.
23. List six general suggestions for enhancing sexual relationships.
24. Discuss the nature, prevalence, and causes of common sexual dysfunctions.
25. Describe the strategies for coping with erectile difficulties, premature ejaculation, orgasmic difficulties, and hypoactive sexual desire.

#### **Chapter 14: Psychology and Physical Health**

1. Describe the Type A personality and evidence regarding its most toxic element.
2. Discuss possible explanations for the link between hostility and heart disease.
3. Summarize evidence relating emotional reactions and depression to heart disease.
4. Summarize evidence linking stress and personality to cancer.
5. Summarize evidence-linking stress to a variety of diseases and immune functioning.
6. Discuss the strength of the relationship between stress and illness.
7. Give some reasons why people develop health-impairing habits.
8. Discuss the health effects of smoking and the dynamics of giving up smoking.



9. Summarize data on patterns of alcohol use and the short-term risks of drinking.
10. Summarize the major long-term health risks and social costs of drinking.
11. Discuss the health risks and determinants of obesity.
12. Outline the key elements in effective weight loss efforts.
13. Provide examples of links between nutrition and health and discuss the basis for poor nutrition.
14. List three general goals intended to foster sound nutrition.
15. Summarize evidence on the benefits and risks of exercise.
16. List five guidelines for embarking on an effective exercise program.
17. Describe AIDS and summarize evidence on the transmission of the HIV virus.
18. Identify some common misconceptions about AIDS and discuss the prevention of AIDS.
19. Summarize evidence on patterns of treatment-seeking behavior.
20. Explain the appeal of the "sick role."
21. Discuss the factors that tend to undermine doctor-patient communication and how to improve it.
22. Discuss the prevalence of non-adherence to medical advice and its causes.
23. Explain the concepts of drug tolerance, physical and psychological dependence, and overdose.
24. Summarize the main effects and risks of narcotics.
25. Summarize the main effects and risks of sedatives.
26. Summarize the main effects and risks of stimulant drugs.
27. Summarize the main effects and risks of hallucinogens.
28. Summarize the main effects and risks of marijuana and ecstasy (MDMA).

### **Chapter 15: Psychological Disorders**

1. Describe and evaluate the medical model of abnormal behavior.

2. Explain the most commonly used criteria of abnormality.
3. Discuss the history of the DSM system and describe the five axes of DSM-IV.
4. Summarize data on the prevalence of various psychological disorders.
5. List and describe four types of anxiety disorders.
6. Discuss the contribution of biological factors and conditioning to the etiology of anxiety disorders.
7. Discuss the contribution of cognitive factors and stress to the etiology of anxiety disorders.
8. Describe three types of somatoform disorders.
9. Summarize what is known about the causes of somatoform disorders.
10. Describe three types of dissociative disorders.
11. Summarize what is known about the causes of dissociative disorders.
12. Describe the two major mood disorders and discuss their prevalence.
13. Explain how genetic and neurochemical factors may be related to the development of mood disorders.
14. Explain how cognitive processes may contribute to mood disorders.
15. Explain how interpersonal behavior and stress may contribute to mood disorders.
16. Describe the prevalence and general symptoms of schizophrenia.
17. Describe four schizophrenic subtypes.
18. Distinguish between positive and negative symptoms in schizophrenia.
19. Identify factors related to the prognosis for schizophrenic patients.
20. Summarize how genetic vulnerability and neurochemical factors may contribute to the etiology of schizophrenia.
21. Discuss the evidence relating schizophrenia to structural abnormalities in the brain and neurodevelopmental insults to the brain.
22. Summarize how expressed emotion and stress may contribute to schizophrenia.
23. Explain the reasoning underlying the insanity defense, and how often it is used.
24. Explain the legal grounds for involuntary commitment.

25. Describe the symptoms and medical complications of anorexia nervosa and bulimia nervosa.
26. Discuss the history, prevalence, and gender distribution of eating disorders.
27. Explain how genetic factors, personality, and culture may contribute to eating disorders.
28. Explain how family dynamics and disturbed thinking may contribute to eating disorders.

### **Chapter 16: Psychotherapy**

1. Identify the three major categories of therapy.
2. Discuss why people do or do not seek psychotherapy.
3. Describe the various types of mental health professionals involved in the provision of therapy.
4. Explain the logic of psychoanalysis and describe the techniques used to probe the unconscious.
5. Discuss interpretation, resistance, and transference in psychoanalysis.
6. Explain the logic of client-centered therapy.
7. Describe therapeutic climate and process in client-centered therapy.
8. Discuss the logic, goals, and techniques of cognitive therapy.
9. Describe how group therapy is generally conducted.
10. Identify some advantages of group therapy.
11. Summarize evidence on the efficacy of insight therapies.
12. Summarize both sides of the recovered memories controversy.
13. Summarize the general approach and principles of behavior therapies.
14. Describe the three steps in systematic desensitization and the logic underlying the treatment.
15. Describe the use of aversion therapy and social skills training.
16. Summarize evidence on the efficacy of behavior therapies.
17. Describe the principal drug therapies used in the treatment of psychological disorders and summarize evidence on the efficacy.
18. Discuss some of the problems associated with drug therapies and their overall value.

19. Describe ECT and discuss its efficacy and risks.
  20. Discuss how managed care has affected the provision of therapy.
  21. Discuss the merits of blending approaches to therapy.
  22. Explain why therapy is underutilized by ethnic minorities.
  23. Discuss when and where to seek psychotherapy.
  24. Discuss the potential importance of a therapist's gender and professional background.
  25. Summarize the evidence whether therapists' theoretical approach influences their effectiveness.
  26. Discuss what one should expect out of therapy.
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