

CHAPTER 12

personality, definition
 type theories - MBTI
 trait theories - factor analysis
 trait profile
 surface/source traits
 Big Five personality traits
 openness to experience
 conscientiousness
 extroversion
 agreeableness
 neuroticism
 temperament
 twin studies
 Zuckerman - biology of
 temperament
 Freud's psychodynamic theory
 unconscious mind
 Freud's developmental theory
 psychosexual stages
 Id/ego/superego
 ego ideal/conscience
 neo-Freudians
 Carl Jung
 Karen Horney
 Alfred Adler
 behaviorist theories
 social learning theory
 Julian Rotter-locus of control
 Walter Mischel-traits & states
 Albert Bandura - reciprocal
 det.
 humanistic theories
 Rogers/Maslow
 self actualization
 positive regard
 congruence
 pseudoscientific personality th.
PERSONALITY ASSESSMENT
 direct observation
 interviews/rating scales
 halo/horns effect
 stereotyping
 Cattell's 16PF test
 MMPI/MMPI-2
 construction
 scales
 scoring
 NEO-PI-R
 projective tests

Rorschach

TAT

CHAPTER 13

DEFINING SEX AND GENDER
 alternative sex roles
 terms /causes
 causes of alternative sex roles
 gender differences
 sexuality research
 Krafft-Ebing/Ellis
 Alfred Kinsey
 Masters and Johnson
 sexual response cycle
 sexual problems
 desire/arousal disorders
 orgasmic/pain disorders
 Sexually transmitted diseases
 Asymptomatic (definition)
 HIV/AIDS
 Chlamydia
 HPV / Genital herpes
 Gonorrhea / Syphilis
 Hepatitis C / pubic lice

CHAPTER 14

social perception
 attribution
 (personal/situational)
 fundamental attribution error
 attitudes and behavior
 persuasion - variables/effects
 cognitive dissonance
 interpersonal attraction
 proximity/familiarity
 physical attractiveness
 similarity
 passionate/companionate love
 primacy effect
 Zimbardo prison study
 Asch conformity study
 social facilitation/loafing
 deindividuation/group
 polarization
 groupthink
 Milgram shock study - obedience
 compliance techniques
 brainwashing and cults
 stereotypes and prejudice
 frustration-aggression hyp.

Modeling and violence
bystander intervention
prosocial behavior
inclusive fitness