

## Glossary Of Terms A-L For Introduction to Psychology

### -A-

**Abnormal** - Term used to describe behavior that is rare or dysfunctional, causes personal distress, or deviates from social norms

**absolute threshold** - Minimum amount of energy required for conscious detection of a stimulus 50 percent of the time by the individuals tested

**acquired immunodeficiency syndrome (AIDS)** - Viral disease transmitted via bodily fluids such as blood and semen usually during sexual relations or by sharing needles used by a person infected with the human immunodeficiency virus (HIV); the virus attacks the body's immune system, resulting in vulnerability to infections and diseases, which eventually cause death

**action potential** - Reversal in electrical charge of a neuron that occurs when the neuron fires

**activation-synthesis hypothesis** - Explanation of dreams that suggests that they result when the cortex seeks to explain the high level of neuronal activity occurring during REM sleep

**adaptation** - Loss of sensitivity to a stimulus by the receptors as a result of continued presentation of that stimulus

**adolescence** - The years between approximately age 12 and age 20

**adrenogenital syndrome** - Condition caused by exposure to excessive amounts of androgens during the fetal period; can result in a genetic female with genitals resembling those of males

**afferent (sensory) nerves** - Nerves that carry information from the receptors to the brain and spinalcord

**ageism** - Viewing elderly people in a negative manner

**aggression** - Physical or psychological behavior that is performed with the intent of doing harm

**Agonist** - Drug that enhances the operation of a neurotransmitter

**Agoraphobia** - Avoidance of public places or situations in which escape may be difficult should the individual develop incapacitating or embarrassing symptoms of panic

**Alcohol** - Depressant psychoactive substance, also known as ethyl alcohol or ethanol

**Algorithm** - Systematic procedure for solving a problem by evaluating all possible solutions until the correct one is found

**altered state of consciousness** - State of consciousness that is different than normal waking consciousness

**altruism** - Helping behavior performed voluntarily with no anticipation of reward

**Alzheimer's disease** - Degenerative brain disorder that results in progressive loss of intelligence and awareness

**American Sign Language (ASL)** - manual language used for communication by the deaf

**Amnesia** - Loss of memory that occurs as a result of physical or psychological trauma

**Amniocentesis** - Withdrawal and analysis of amniotic fluid to detect genetic abnormalities in the fetus

**Amphetamines** - Stimulants that have been used to reduce appetite and treat attention deficit hyperactivity disorder and narcolepsy

**Amplitude** - Strength or intensity of a stimulus

**anal stage** - Second stage of psychosexual development, during which the focus of pleasure is the anus and conflict often occurs as efforts are made to toilet-train the child

**androgen insensitivity syndrome** - Failure by a male embryo to respond to male hormones

**androgens** - General name given to the sex hormones that predominate in males

**anomalous trichromat** - Person with a form of colorblindness in which one of the three primary colors (red, blue, or green) is processed incorrectly

**anorexia nervosa** - A potentially life-threatening eating disorder occurring primarily in adolescent and young adult females; an intense fear of becoming fat leads to self-starvation and weight loss; accompanied by a strong belief that one is fat despite objective evidence to the contrary

**anoxia** - Reduction or lack of oxygen

**antagonist** - Drug that blocks the operation of a neurotransmitter

**anterograde amnesia** - Inability to store new memories following a traumatic event

**antianxiety drugs** - Minor tranquilizers used to reduce anxiety

**antigens** - Foreign substances such as bacteria that trigger an immune response

**antipsychotic drugs** - Drugs that reduce the symptoms of schizophrenia by blocking dopamine receptors in the brain

**antisocial personality disorder** - Personality disorder characterized by deceitful, impulsive, reckless actions for which the individual feels no remorse

**anxiety** - General feeling of apprehension characterized by behavioral, cognitive, or physiological symptoms

**aphasia** - Loss of the ability to speak or understand written or spoken language

**apparent motion** - Illusion of movement in a stationary object

**apraxia** - Inability to perform previously learned skilled movements

**arbitrary inference** - Conclusion drawn in the absence of supporting information

**assertiveness training** - The use of a variety of behavioral techniques, such as modeling and behavioral rehearsal, to help clients develop assertive responses

**assimilation** - Piaget's term for the process of incorporating information into existing schemas

**ataxia** - Loss of motor control

**attachment** - Intense, reciprocal relationship formed by two people, usually a child and an adult

**attitudes** - Evaluative judgments about objects, people, and thoughts, including affective, knowledge, and behavioral components

**attraction** - The extent to which we like other people

**attribution** - The process of assigning causes to events and behaviors

**audition** - The sense of hearing

**autonomic division** - Division of the peripheral nervous system involved in the control of bodily functioning

**autonomous moral principles** - Kohlberg's third stage of moral development (age 13 or later, if at all), in which control over moral conduct is completely internalized

**autonomy versus shame and doubt** - Erikson's second psychosocial crisis (1 ½ to 3 years), in which children develop a sense of whether their behavior is under their own control or under the control of external forces

**autonomy** - The feeling of being able to act independently and having personal control over one's actions

**availability heuristic** - Heuristic in which the probability of an event is determined by how readily it comes to mind

**aversion therapy** - Classical conditioning technique for reducing or eliminating behavior by pairing the behavior with an unpleasant (aversive) stimulus

**axon** - Part of a neuron that transmits information to other neurons and to muscles and glands

## **-B-**

**Babinski reflex** - Reflex in which the infant's toes fan upward when the bottom of the foot is stroked

**backward conditioning** - Form of classical conditioning in which the CS comes on after the US has been presented

**barbiturates** - Depressant drugs that are used to induce sleep but can be deadly when combined with alcohol

**Barnum effect** - The tendency to accept generalized personality descriptions as accurate descriptions of oneself

**basic trust versus basic mistrust** - Erikson's first psychosocial crisis (birth to 1 ½ years), in which children learn through contact with their primary caregiver whether their environment can be trusted

**basilar membrane** - Membrane located in the cochlea of the inner ear; movement of cochlear fluid causes it to vibrate

**behavior genetics** - A new field, combining psychology and biology, that studies the influences of heredity and environment on behavior

**behavior modification** - Using the fundamental principles of learning to change inappropriate behaviors

**behavioral model** - The view that psychological disorders are learned behaviors that follow the principles of classical and operant conditioning or modeling

**behavioral perspective** - Perspective that focuses on observable behavior and emphasizes the learned nature of behavior

**bereavement** - Emotional and role changes that follow death

**bias** - Beliefs that interfere with objectivity

**binocular cues** - Cues for depth perception that involve the use of both eyes

**binocular disparity** - The difference between the images seen by the two eyes

**biofeedback** - Providing information about some ongoing biological process such as muscle tension in the hope that a person will learn to adjust the process

**biomedical therapies** - A set of treatments for mental illness that include drugs, psychosurgery, and electroconvulsive therapy

**bipolar cells** - Cells in the retina that connect the receptors to ganglion cells

**bipolar disorder** - Mood disorder in which the individual experiences episodes of mania and depression, which usually alternate

**blind spot** - Location at which the optic nerve leaves the eyeball; contains no receptors

**blocking** - Situation in which the conditionability of a CS is weakened when it is paired with a US that has previously been paired with another CS

**brain asymmetries** - Differences between the two hemispheres of the brain

**brainstorming** - Free expression of ideas by members of a group to solve a problem

**bulimia nervosa** - Eating disorder in which a victim alternately consumes large amounts of food (gorging) and then empties the stomach (purging), usually by inducing vomiting

**burnout** - Emotional and physical exhaustion that interferes with job performance

**bystander effect** - The tendency for a group of bystanders to be less likely than an individual to provide assistance to a person in trouble

**-C-**

**Cannon-Bard theory** - Theory that the thalamus relays information simultaneously to the cortex and to the sympathetic nervous system, causing emotional feelings and physiological changes to occur at the same time

**Case study** - In-depth study of a single individual that can often provide suggestions for further research

**Cataracts** - Clouding of the lens of the eye

**central deafness** - Deafness resulting from damage to the auditory pathways or auditory cortex of the brain.

**central nervous system (CNS)** - Division of the nervous system that consists of the brain and spinal cord

**cerebellum** - Structure of the hindbrain that coordinates muscular movements

**cesarean section** - Procedure in which a baby is surgically removed from the uterus

**chromosomes** - Segments of genetic material located in the nucleus of each cell; human cells have 23 pairs of chromosomes, one of each pair being inherited from each parent

**circadian rhythm** - Internal biological changes that occur on a daily schedule

**classical conditioning** - Learning that occurs when two stimuli, a conditioned stimulus and an unconditioned stimulus, are paired and become associated with each other

**client-centered therapy** - Therapy designed to create an environment in which the client is able to find solutions to his or her problems

**clinical psychology** - Specialty of psychology that involves the diagnosis and treatment of psychological disorders

**closure** - Gestalt principle stating that organizing perceptions into whole objects is easier than perceiving separate parts independently

**coactors** - Other people who are present and are engaging in the same behaviors as an individual at the same time

**cognitive development** - Changes that occur in our thought processes throughout life

**cognitive developmental theory** - Explanation for the learning of gender roles that holds that cognitive factors give rise to gender identity, gender stability, and gender constancy

**cognitive dissonance** - Aversive state produced when an individual has two incompatible thoughts or cognitions simultaneously

**cognitive model** - A view that emphasizes thinking as the key element in causing psychological disorders

**cognitive perspective** - View that focuses on the study of how thought occurs, memory processes, and how information is organized and stored

**cognitive psychology** - Study of higher mental processes, such as thinking, knowing, and deciding

**cognitive therapies** - Therapies designed to change cognitions in order to eliminate maladaptive behaviors

**cohort** - Group of individuals born in the same period

**collectivism** - Placing group goals above individual goals

**color afterimage** - Perception of a color that is not really present; occurs after viewing the opposite or complementary color

**commonsense view of emotions** - View that emotions precede and cause bodily changes

**companionate love** - Long-lasting form of love that involves commitment

**comparison level** - General outcome expected from a particular relationship

**compliance** - Initiating or changing a behavior in response to a request

**computerized axial tomography (CT or CAT)** - Imaging technique that involves the production of a large number of X-rays interpreted by a computer

**concepts** - Mental categories that share common characteristics

**concordance rate** - Percentage of twin pairs in which both twins have a disorder that is of interest to an investigator

**concrete operational stage** - Piaget's third stage of cognitive development, in which the child is able to use mental representations to think about current objects and events but is not yet capable of abstract thought

**conditioned response (CR)** - Response elicited by a conditioned stimulus that has been paired with an unconditioned stimulus. It is similar to the unconditioned response

**conditioned stimulus (CS)** - Neutral stimulus that acquires the ability to elicit a conditioned response after being paired with an unconditioned stimulus

**conduction deafness** - Deafness due to problems associated with transmitting sounds through the outer and middle ear

**cones** - Visual receptors that are less prevalent than rods, have a higher threshold and higher acuity, and are able to detect color

**confirmation bias** - Committing to one hypothesis without adequately testing other possibilities

**conflict** - A state that occurs when an individual must choose between two or more competing goals

**conformity** - Initiating or changing a behavior in response to indirect social pressures

**conjunctive eye movements** - Movements of the eyes in the same direction

**consciousness** - A person's awareness of feelings, sensations, and thoughts at a given moment

**conservation** - Recognition that a physical change in a substance does not change the amount of that substance

**consolidation hypothesis** - Hypothesis that memories must be consolidated or "set" before they can be stored in LTM

**consumer psychology** - Specialty of psychology that studies consumers and the choices they make

**continuous reinforcement** - Reinforcement that follows every target response

**control group** - A comparison group in an experiment that does not receive the effect of the independent variable being manipulated

**conventional role conformity** - Kohlberg's second stage of moral development (ages 10 to 13), in which rules and standards are internalized and behaviors are performed in order to please others

**conversion disorder** - Somatoform disorder in which an individual presents sensory or motor symptoms that do not have a medical explanation

**coping** - Cognitive and behavioral efforts that are used to reduce the effects of stress

**corpus callosum** - Wide band of neural fibers that connects the two hemispheres of the brain

**correlation coefficient** - Number ranging between +1.00 and -1.00 that represents the degree of relationship between two variables

**counseling psychology** - Specialty of psychology that deals with less serious problems than those treated by clinical psychologists

**creativity** - The ability to produce work that is both novel and appropriate

**critical period** - A specific time during development when damage may occur or certain processes should take place

**cross-sectional study** - Research technique in which participants, often of different ages, are tested or observed during a limited time span or only once

**crystallized intelligence** - Intelligence that involves the ability to retrieve and use information that has been learned and stored

**cumulative record** - Results of a series of operant conditioning trials, shown as rate of responding

## -D-

**daydreaming** - A form of consciousness that involves fantasies, usually spontaneous, that occur while a person is awake

**debriefing** - Providing a complete explanation of research that has involved deception

**decibel (db)** - Unit of measure of the amount of energy producing the vibrations we perceive as sound

**defense mechanism** - Psychodynamic term used to describe primarily unconscious methods of reducing anxiety or guilt that results from conflicts among the id, ego, and superego

**deindividuation** - Phenomenon in which the presence of a group results in a loss of personal identity and a decrease in responsibility

**deinstitutionalization** - The policy of discharging mentally ill patients from institutions on the assumption that they can be cared for in their communities

**delayed conditioning** - Form of classical conditioning in which the CS comes on and stays on for a period of time before the US is presented

**delusion** - An obviously false belief that is difficult to change

**dementia** - General intellectual decline associated with old age; may be reversible when caused by medication or blood clots

**dendrite** - Part of a neuron that receives information from receptors and other neurons

**deoxyribonucleic acid (DNA)** - Chemical name for the genetic material located in the nucleus of each cell

**dependent variable** - Variable that shows the outcome of an experiment by revealing the effects of an independent variable

**depolarization** - Process in which the electrical charge of the neuron becomes less negative

**depressants** - Drugs that slow the activity of the central nervous system

**depression** - Mood disorder characterized by sadness; feelings of guilt; changes in sleep, appetite, and motor behavior; and sometimes thoughts of suicide

**depth perception** - The ability to perceive our world three dimensionally

**developmental psychology** - Study of physical and cognitive changes throughout the life span, from conception until death

**diagnosis** - The process of deciding whether a person has symptoms that meet established criteria of an existing classification system

**dichromat** - Individual who has trouble seeing one of the primary colors (red, blue, or green) due to a form of colorblindness

**differential threshold** - Smallest amount of stimulation that must be added to or subtracted from an existing stimulus for a person to be able to detect a change 50 percent of the time

**discrimination** - Behaviors that adversely affect members of a particular group

**discriminative stimulus** - Stimulus or signal telling the participant that responding will be reinforced

**display rules** - Culturally specific rules for which emotions to display, to whom, and when they can be displayed

**dissociation** - Splitting of conscious awareness that is believed to play a role in hypnotic pain reduction

**dissociative amnesia** - Dissociative disorder that involves a sudden inability to recall important personal information; often occurs in response to trauma or extreme stress

**dissociative disorders** - Disorders affecting a function of the mind, such as memory for events, knowledge of one's identity, or consciousness

**dissociative fugue** - Dissociative disorder involving amnesia and flight from the workplace or home; may involve establishing a new identity in a new location

**dissociative identity disorder (multiple personality)** - Dissociative disorder in which a person has two or more separate personalities, which usually alternate

**divided attention** - The ability to process more than one source of stimulation at the same time

**dream** - A succession of visual images experienced during sleep

**dysfunctional** - Term used to describe behaviors that adversely affect an individual's functioning

## -E-

**early adulthood** - Period from approximately age 20 to age 40

**eclectic approach** - View of psychology that combines several different approaches

**efferent (motor) nerves** - Nerves that carry information from the brain and spinal cord to the muscles

**ego** - In psychodynamic theory, the element of the mind that operates according to the reality principle and serves to satisfy the id and the superego

**egocentrism** - Inability to see a situation or event from another person's point of view

**elaborative rehearsal** - Rehearsal in which meaning is added to the material to be remembered

**Electra complex** - Process that occurs during the phallic stage in which a girl wishes to possess her father sexually

**electroconvulsive therapy (ECT)** - A biomedical treatment in which an electric current is passed through the brain to induce a seizure; most often used to treat severe depression

**electroencephalograph (EEG)** - Device that monitors and records electrical activity of the brain

**embryo** - A developing organism during the stage when the major organ systems are formed

**emotions** - Physiological changes and conscious feelings of pleasantness or unpleasantness, aroused by external and internal stimuli, that lead to behavioral reactions

**empty nest syndrome** - Period of adjustment for parents after all children have left home

**encoding specificity** - Theory stating that the effectiveness of memory retrieval is directly related to the similarity of the cues present when the memory was encoded and when the memory is retrieved

**encoding** - First stage of the memory process, in which information is transformed or coded (a transduction process) into a form that can be processed further and stored

**endocrine system** - System of glands that produce and secrete chemicals

**endorphins** - Opiate-like substances produced by the body that block pain by inhibiting the release of substance P

**enuresis** - Bedwetting, a sleep disorder that occurs primarily in children

**epidemiologist** - Scientist who studies the distribution and causes of accidents, diseases, and psychological disorders in a given population

**episodic memory** - Memory of one's own personal experiences

**estrogens** - General name given to the sex hormones that predominate in females

**ethnocentrism** - Belief that one's own country or culture is superior to all other countries and cultures

**evolutionary perspective** - Interest in the role a physiological structure or behavior plays in helping the organism adapt to the environment

**experimental group** - The group in an experiment that receives the effect of the independent variable being manipulated

**experimental method** - Research method that involves manipulating independent variables to determine how they affect dependent variables

**extinction** - The process of removing reinforcers, which leads to a decrease in the strength of a CR

**extracellular fluids** - Fluids such as blood, water, and cerebrospinal fluid that are found outside the cells of the body

**extraneous variables** - Variables, other than the independent variable, that can influence the outcome of an experiment

**extrasensory perception (ESP)** - Occurrence of behaviors or experiences that cannot be explained by information received by the senses

## -F-

**facial feedback hypothesis** - Hypothesis that making a certain facial expression will produce the corresponding emotion

**feature analysis theory** - Theory of pattern perception stating that we perceive basic elements of an object and assemble them mentally to create the complete object

**fetal alcohol syndrome (FAS)** - Condition found in some children born to alcoholic mothers, characterized by lower birth weight, small head circumference, and mental retardation

**fetishism** - Paraphilia involving sexual arousal by unusual objects or body parts

**fetus** - The developing baby from about the ninth week after conception until birth

**figure-ground relationship** - Organization of perceptual elements into a figure (the focus of attention) and a background

**fixation** - Cessation of further development, resulting in behaviors that are characteristic of the stage of development in which the fixation occurred

**flashbulb memory** - Very detailed memory of an arousing, surprising, or emotional situation

**fluid intelligence** - Intelligence involving the ability to see new relationships, solve new problems, form new concepts, and use new information

**foot-in-the-door effect** - Phenomenon in which a person who has agreed to a small request is more likely to comply with a subsequent larger request

**forebrain** - Major division of the brain that consists of subcortical structures and the cerebral cortex

**foreclosure** - Uncritical acceptance of parental values and desires; hampers the development of a unique identity

**forensic psychology** - Application of psychology to law and legal proceedings

**formal operational stage** - Final stage of intellectual development, characterized by abstract thinking; achieved during adolescence or adulthood

**fovea** - Indented spot in the center of the retina that contains only cones

**fraternal twins** - Twins who develop from two ova fertilized by two different sperm; genetically related as siblings

**free association** - A psychoanalytic technique in which the patient is asked to say whatever comes to mind without censoring anything

**free recall** - Learning procedure in which material that has been learned may be repeated in any order

**frequency theory** - Theory stating that the basilar membrane vibrates at different rates to create the perception of different pitches

**friendship** - Form of interpersonal attraction that is governed by an implicit set of rules

**frustration-aggression hypothesis** - The hypothesis that aggression is likely to occur when a person is frustrated

**functional fixedness** - Inability to see new uses for familiar objects

**functionalism** - Approach to psychology that focused on the functions of consciousness

**fundamental attribution error** - The tendency to attribute behaviors to internal causes

## -G-

**ganglion cells** - Cells in the retina whose axons form the optic nerve

**gate control theory** - Theory of pain stating that the release of substance P in the spinal cord produces the sensation of pain

**gender identity disorder** - Sexual disorder characterized by a person's belief that he or she was born with the wrong biological sex organs

**gender roles** - Behaviors considered appropriate for males and females in a given culture

**gender-schema theory** - Explanation for the learning of gender roles that suggests that children form schemas of masculine and feminine attributes, which influence memory, perception, and behaviors

**gender** - Social and psychological phenomena associated with being "feminine" or "masculine" as these concepts are defined in a given culture

**general adaptation syndrome (GAS)** - Typical series of responses to stressful situations that includes the alarm, resistance, and exhaustion stages

**generalization** - Occurrence of responses to stimuli that are similar to a CS

**generalized anxiety disorder** - Chronically high level of anxiety that is not attached to a specific stimulus

**generativity versus stagnation** - Erikson's seventh psychosocial crisis, which occurs during middle adulthood and reflects concern, or lack of concern, for the next generation

**genes** - Units of hereditary material that line the chromosomes and provide information concerning the form and function of each cell

**genital stage** - Stage of psychosexual development that begins at puberty and usually leads to normal adult sexual development

**Gestalt psychology** - Approach to psychology most noted for emphasizing that our perception of a whole is different from our perception of the individual stimuli

**Gestalt therapy** - A humanistic form of therapy developed by Fritz Perls in which therapists may frustrate and challenge clients to help them toward self-acceptance

**glia cell** - Type of cell found in the nervous system that forms the myelin sheath

**glucostatic theory** - Theory of short-term hunger regulation that stresses the importance of the level of usable blood sugar (glucose)

**good continuation and direction** - Gestalt principle stating that smooth, flowing figures are more readily perceived than choppy, broken figures

**grasp reflex** - Reflex consisting of a very strong hold on any object placed in the palm

**group polarization** - Phenomenon in which group decision making enhances or amplifies the original opinions of the group's members

**group therapy** - Therapy in which clients discuss problems in groups that may include individuals with similar problems

**groupthink** - The tendency to make decisions intended primarily to promote the harmony of the group

**gustation** - The sense of taste

## **-H-**

**habituation** - Decrease in response strength that occurs as a function of repeated stimulation

**hallucinations** - Sensory experiences that are not caused by stimulation of the relevant sensory organ

**hallucinogen** - Drugs that can cause changes in perceptions such as hallucinations

**hardiness** - A psychological characteristic that can reduce the impact of stressors, consisting of commitment, belief in a sense of control, and viewing change as a challenge

**health psychology** - Subfield of psychology that is concerned with how psychological and social variables affect health and illness

**heritability** - Percentage of differences among a group of people in a characteristic, such as intelligence, that is believed to be due to inherited factors

**hermaphrodite** - Individual who has both ovarian and testicular tissue

**hertz (Hz)** - Unit of measure (in cycles per second) of the frequency of a sound wave

**heuristics** - Educational guesses or rules of thumb for solving problems

**hindbrain** - Oldest of the three main divisions of the brain; its major structures are the medulla, pons, and cerebellum

**homeostasis** - Tendency of the body to maintain an optimum range of physiological processes

**hormones** - Chemicals produced by the glands of the endocrine system that are carried by the bloodstream to other organs

**hospice** - Institution where terminally ill patients and their families are given warm, friendly, personalized care

**hostile aggression** - Aggressive behavior that is performed with the specific intent of harming another person

**human immunodeficiency virus (HIV)** - A virus that is usually contracted through the transfer of semen, blood, or vaginal secretions and is the cause of AIDS

**humanistic perspective** - Approach to psychology associated with Abraham Maslow and Carl Rogers; emphasizes free will and individuals' control of their behavior

**humanistic psychology** - General approach to psychology, associated with Abraham Maslow and Carl Rogers, that emphasizes individuals' control of their own behavior

**humanistic therapies** - Therapies that emphasize the present and the ability of clients to solve their own problems when they are able to accept themselves

**hyperpolarization** - Process in which the electrical charge of the neuron becomes more negative

**hypersomnias** - Sleep disorders characterized by excessive daytime sleepiness despite a normal amount of sleep at night

**hypnosis** - State of heightened susceptibility to suggestions

**hypochondriasis** - Somatoform disorder in which a person believes that he or she has a serious disease despite repeated medical findings to the contrary

**hypothesis** - Prediction about future behaviors that is derived from observation and theories

**-I-**

**id** - In psychodynamic theory, the most basic element of the personality; it is the source of the instincts and operates on the pleasure principle

**identical twins** - Twins who develop from one ovum fertilized by one sperm; genetically identical to each other

**identity diffusion** - Failure to develop an identity because of lack of goals and general apathy

**identity versus identity confusion** - Erikson's fifth psychosocial crisis, in which the adolescent faces the task of determining his or her identity and role in society

**imagery** - Process of visualizing items as they are being learned

**imaginary audience** - Adolescent's assumption that everyone else is concerned with his or her appearance and behavior

**immune system** - System that protects the body against foreign substances such as viruses and bacteria

**impression formation** - The process of forming an opinion about another person

**incidence** - Number or percentage of newly diagnosed cases of a particular disorder in a given population

**inclusiveness** - Gestalt principle stating that the identity of a smaller figure may be lost within a larger, more complex figure

**independent variable** - Variable manipulated by a researcher to determine its effects on a dependent variable

**individualism** - Placing one's own goals above those of the group

**industrial and organizational (I/O) psychology** - Application of psychology to problems of businesses and other organizations

**industry versus inferiority** - Erikson's fourth psychosocial crisis, in which children begin to acquire the knowledge and skills that will enable them to become productive members of society

**informed consent** - Written document in which a potential subject agrees to participate in a research study after receiving information about the researcher's specific procedures

**initiative versus guilt** - Erikson's third psychosocial crisis, in which children begin to evaluate the consequences of their behavior

**insanity** - Legal ruling that a person accused of a crime is not held legally responsible for that act; defined in most states as the inability to tell the difference between right and wrong at the time the crime is committed

**insight learning** - Sudden grasp of a concept or the solution to a problem; typically characterized by an immediate change in behavior

**insomnia** - Complaints of difficulty falling asleep, staying asleep, frequent awakenings, or poor-quality sleep

**instrumental aggression** - Aggression that causes harm in the process of achieving another goal

**integrity versus despair** - Erikson's eighth psychosocial crisis, which occurs during late adulthood; integrity reflects a feeling that one's life has been worthwhile; despair reflects a desire to relive one's life

**intelligence quotient (IQ)** - Score that indicates how an individual compares to others on an intelligence test

**intelligence** - The ability to excel at a variety of tasks, especially those related to academic success

**interdependence theory** - Theory of interpersonal relationships that stresses the costs and rewards involved

**intermittent, or partial, reinforcement** - Reinforcement that does not follow every target response

**interval schedule** - Reinforcement schedule that is based on the passage of time and in which a single response at the end of the designated interval is reinforced; intervals may be set (fixed interval, or FI, schedule) or may vary from one reinforcement to the next (variable-interval, or VI, schedule).

**intimacy versus isolation** - Erikson's sixth psychosocial crisis, in which the young adult faces the task of establishing a strong commitment to others (intimacy) or having to deal with isolation

**intracellular fluids** - Fluids located inside the cells of the body

**introspection** - Structural psychologists' major method, in which participants reported the contents of their conscious experience

**ions** - Electrically charged particles

-J K-

**James-Lange theory** - Theory that physiological changes precede and cause emotions

**jet lag** - Temporary maladjustment that occurs when a change of time zones causes biological rhythms to be out of step with local time

**just noticeable difference (jnd)** - The smallest difference between two stimuli that is noticeable 50 percent of the time to the individuals tested

**kinesthetic sense** - System of receptors located in the muscles and joints that provides information about the location of the extremities

-L-

**latchkey child** - Child who is unsupervised after school

**late adulthood** - Period from approximately age 65 until death

**latency stage** - Stage of psychosexual development that extends from about age 6 until the onset of puberty and is characterized by low levels of sexual interest

**latent content** - According to Freud, the real meaning of a dream, connected by symbols to the manifest content

**latent learning** - Learning that has occurred but is not demonstrated

**law of effect** - Thorndike's view that reinforcers promote learning, whereas punishers lead to the unlearning of responses

**law of parsimony** - Principle that simple explanations of phenomena are preferred to complex explanations

**learned goals (learned incentives)** - Goals or incentives that are learned through the process of classical conditioning

**learned helplessness** - Belief that one cannot control outcomes through one's actions; usually leads to passivity and reduced motivation and may cause depression

**learned motives** - Motives that are learned or acquired through the process of classical conditioning

**learning** - A relatively permanent change in behavior that occurs as a result of experience

**levels-of-processing theory** - Theory stating that deeper processing of information increases the likelihood that the information will be placed in LTM

**Likert scale** - Questionnaire that requires individuals to indicate their degree of agreement or disagreement with a set of statements

**limbic system** - System of interconnected subcortical structures that regulate a variety of motivated behaviors

**linguistic relativity hypothesis** - Hypothesis that language directs and determines what we think

**lipostatic theory** - Theory of long-term hunger regulation that stresses the importance of the level of stored body fat

**longitudinal study** - Research technique in which the same participants are tested or observed repeatedly over a period of time

**long-term memory (LTM)** - Memory stage that has a very large capacity and the capability to store information relatively permanently

**long-term potentiation** - Condition in which stimulation of the hippocampus results in long-lasting neural activity

**lysergic acid diethylamide (LSD)** - Powerful hallucinogen derived from the ergot fungus found on rye