Psychology 303 Theories of Personality

Review Sheet for the Final Exam (Chapters 10-14)
Remember the final is cumulative, so you should review material from Chapters 1-9, too.

Chapter 10: The Learning Perspective

1. Identify the central/main theme of the learning perspective.
2. According to the learning perspective, what does personality consist of?
3. Define the terms classical conditioning and emotional conditioning.
4. What two things does classical conditioning require?
5. Identify the parts of and describe how classical conditioning works.
6. Explain classical conditioning as anticipatory learning.
7. What are discrimination and generalization?
8. What is instrumental conditioning?
9. Explain the Law of Effect.
10. Define the following terms:
    a. reinforcer
    b. punisher
    c. positive reinforcement
    d. negative reinforcement
    e. time out
    f. discriminative stimulus
    g. shaping
    h. successive approximation
    i. partial reinforcement effect
    j. epiphenomena
11. Identify and explain four schedules of reinforcement. (Only 2 in book)
12. What is meant by social reinforcement? Identify two theoretical implications of this way of thinking.
13. Identify and explain two types of vicarious experience.
14. Explain Rotter's locus of control
15. Explain the concept of expectancies.
16. What is meant by self-efficacy?
17. What is observational learning?
18. Identify and describe four categories of variables that influence observational learning and performance.
19. What is the distinction between acquisition and performance in observational learning?
20. What is the role of modeling in sex role acquisition?
21. What is the role of modeling in aggression and media violence?
22. Identify three implications the conditioning theories have for personality assessment.
23. Identify and describe two types of assessments used in the conditioning theories.
24. Identify three issues of assessment for the social-cognitive learning theories.
25. How does classical conditioning explain phobias? And how are phobias treated?
26. Describe the therapeutic goals of classical conditioning theories and instrumental conditioning theories?
27. Identify and describe three ways social-cognitive learning theories are more cognitive than the conditioning theories.
28. How do the social-cognitive learning theories explain problem behavior and treat it?
29. Identify three criticisms of the conditioning theories.
30. Identify three criticisms of the social-cognitive learning theories.

Chapter 11: Self-Actualization and Self-Determination
1. Identify three themes of the phenomenological perspective.
2. Identify and explain the components of Carl Rogers' humanistic psychology (be sure to include his ideas of actualization and need for positive regard).
3. Define contingent self-worth.
4. Explain Deci and Ryan's self-determination theory. What are its components and how does it work?
5. Define the following terms and identify how they are related to humanistic theory:
   a. introjection (Book calls it Introjected Regulation)
   b. identification (Book calls it Identified Regulation)
   c. need for relatedness
   d. self-concordant
   e. free will
   f. reactance
   g. ideal self
   h. actual self
6. Why is Rogers considered to be a self-theorist?
7. According to Rogers, what is the cause of anxiety and how do we deal with it?
8. According to Rogers, what is the role of defenses? What happens when there is a threat to self-esteem?
9. Explain what self-handicapping is. What are its consequences?
10. Explain what stereotype threat is. What are its consequences?
11. Identify the components of and explain Maslow's self-actualization and hierarchy of motives.
12. Identify the characteristics of frequent self-actualizers.
13. What is a peak experience?
14. Identify the assumptions of existential psychologists.
15. What is the existential dilemma?
16. Explain terror management theory.
17. Identify and describe two types of assessments used in the phenomenological approach. (Book just talks about interviewing)
18. Identify three types of content or qualities for personality assessment in the phenomenological approach, and explain how the phenomenological approach explains problem behaviors.
19. Explain client-centered therapy/person-centered therapy.
20. What are the central components of client-centered therapy, and how does it compare with Freud's psychoanalysis?
21. Identify three benefits (prospects) of the humanistic view.
22. Identify three critiques of the humanistic view.
23. What is positive psychology (and how does it differ from Humanisitic psychology)?
24. What evidence is there to suggest happiness is a trait?
25. What behaviors and qualities characterize happy people?
26. What is the relation between money and happiness?

Chapter 12: The Cognitive Perspective
1. Identify the three assumptions of the cognitive self-regulation perspective. (Book gives two and calls it just Cognitive Perspective)
2. How do cognitive scientists view people? Why?
3. Describe what a schema is and how it develops?
4. What are the effects of schemas?
5. Describe Kelly's view about how people behave.

6. According to Kelly, how are constructs used?
7. Identify and explain how memories are organized.
8. What is social cognition?
9. What is the self-schema? What are its characteristics?
10. Explain the difference between entity and incremental schemas.
11. Describe three different ways in which attributions affect interpretations people make.
12. Explain how memories are linked and activated. What role does priming play?
13. Describe Bargh's research on subliminal primes. What has he found?
14. What are the findings of Pelham, Mirenberg, and Jones's research on priming?
15. Explain the connectionist view of mental organization. What are its components? How does it work?
16. Explain what a dual-mode model is. (Book calls them dual process models)
17. Identify the components of and explain the workings of Epstein's cognitive-experiential self-theory.
18. In Epstein's view, how did the experiential system come about?
19. How does the cognitive point of view explain delay of gratification?
20. Define implicit and explicit knowledge. How are they related to the dual-process models of cognition?
21. Why is Kelly considered part of the phenomenological perspective?
22. What does the term constructive alternativism mean? Explain.
23. Identify and describe three qualities that constructs possess.
24. According to Kelly, how do constructs change?
25. Describe how constructs are hierarchical.
26. How does Kelly explain the similarities and the differences between people?
27. Describe Lazarus's theory of psychological stress.
28. Identify and describe the assessment Kelly used in his theory.
29. How does Kelly's approach explain problem behavior?
30. According to Kelly, how can people overcome problem behavior? What therapeutic approach is used?
31. According to the book, what is the greatest strength of the personal construct view?
32. Explain Mischel's theory of personality. What are cognitive-social learning person variables?
33. Explain Mischel and Shoda's cognitive-affective processing system.
34. Identify and describe cognitive assessment techniques used in the study of personality.
35. Describe two explanations of problem behavior from the cognitive self-regulation perspective.
36. How does cognitive therapy work?

Chapter 13: The Self-Regulation Perspective

1. What is the relation between the information used to recognize acts and the information used to do acts?
2. How are intentions formed?
3. How are goals related to behavior?
4. Why do higher goals lead to better performance?
5. What is the difference between goal intention and implementation intention? Why are they important?
6. Define deliberative mindset and implemental mindset. How do they work?
7. What is a feedback loop? How does it work?
8. What's the role of reward and punishment in the self-regulation view?
9. Explain how a feedback hierarchy works. Be sure to identify its components.
10. In a feedback hierarchy are all the levels active all the time? Explain.
11. Describe the findings of Vallacher and Wegner's work on hierarchies. What does it tell us?

12. How does the self-regulation view treat emotions?
13. Explain how expectancies function in self-regulation models.
14. Explain the difference between effort and giving up.
15. Identify the benefits of being an optimist.
16. Identify and explain three complications to the self-regulation view.
17. Identify two forms of assessment in the self-regulation view.
18. Identify and explain two effects of reduced self-awareness.
19. What are three explanations for problem behavior in the self-regulation view?
20. Explain the process of therapy in the self-regulation view.
21. What happens when people regulate with the wrong feedback?
22. Identify four critiques of the self-regulation view.

Chapter 14: Overlap and Integration

1. How do Leak and Christopher interpret some of Freud's ideas from the framework of evolutionary psychology?
2. Describe the similarities between fixations in psychoanalysis and mating patterns in evolutionary psychology.
3. Identify the similarities between psychoanalysis and the conditioning theories.
4. Identify the similarities between the psychoanalytic approach and the self- regulatory approach.
5. Describe how Erdelyi argues that cognitive psychologists essentially reinvented many psychodynamic concepts.
6. Identify the similarities between the social-cognitive learning approach and the cognitive approach
7. Identify the similarities between the neoanaltyic and cognitive self-regulation perspectives. (Book compares Maslow's Hierarchy and Self Regulation Hierarchies)
8. Identify the similarities between the phenomenological perspective and the cognitive self- regulation approach.
9. Describe two similarities between the self-actualization view and the self-regulation view of personality.
10. Explain how dispositions are present in other models of personality.
11. Explain the distinction between impulse and restraint and why it is an issue in personality psychology.
12. Explain the distinction between individual and group needs and why this is an issue in personality psychology.
13. What is eclecticism?
14. According to the text, which personality theory is best?