Study Guide for Final Exam

General Advice

- Study the bolded terms from the chapters, know the definitions, understand the general concepts they represent, and know how they relate to each other. Be prepared to give examples of concepts and phenomena.
- Review your lecture notes. Review the summary section at the end of each chapter. Complete the study guide. Reread sections that seem unclear or fuzzy. Study with other students in the class; ask each other questions.
- Come to the review sessions with Tessa or with Gretchen and Mija. Come to office hours to talk about the study guide or about any concepts that are not completely clear (or make an appointment if you can’t make it to office hours).
- **NOTE:** The final exam will not be graded on a curve! It will be the same length as the other two exams, but you will have the entire final exam time period to complete it, if you wish.

Social Psychology

1. What factors contribute to persuasive communication? What are the central and peripheral routes to persuasion? Give several examples of sales techniques and describe how and why they work, making reference to psychological theories and findings.

2. Examine the concepts of cognitive consistency and cognitive dissonance. How can these influences trigger attitude change? Discuss justification of effort (i.e., insufficient justification effect and overjustification effect).

3. What are some major findings regarding how we form opinions of others? What are stereotypes and how are they formed and maintained? What does it mean to be part of an in-group or an out-group? How does this contribute to impression formation? In addition, describe the processes that we use to manage the impressions that others have of us and that we have of ourselves.

4. What are the major biases involved in how people attribute behavior? Hypothesize why these biases exist; what perceptual, cognitive, or social reasons underlie these behaviors?

5. What effect does one’s culture have on the major findings in social psychology, such as conformity, the fundamental attribution error, cognitive dissonance, and the self-serving bias?

6. What social forces influence an individual’s behavior when it comes to altruistic behavior? Under what circumstances is a person more or less likely to aid another?
7. What factors have been found to contribute to attraction and love? How has psychology defined these very abstract and vague concepts? Describe the idea of attachment in childhood. What is the theory? How is attachment measured? How might a child’s social development (in terms of attachment theory) influence a person’s relationships as an adult?

8. Describe the Milgram obedience studies. What have psychologists learned about how and when people obey from this line of research? When are people more likely to conform to the wishes of others? What role does social cognition and social comparison play when a person or group of people demonstrates social influence over another?

9. Mob behavior arises at seemingly unpredictable times (e.g., after hockey play offs at the University of Minnesota!). What factors might influence how mobs behave and when they behave badly? Compare this to panicked behavior discussed in the textbook. Try to apply the notion of the prisoner’s dilemma to both kinds of group behavior.

Personality

10. Why are psychologists interested in assessing personality? What are some different methods that they use?

11. What is the difference between a structured and a projective personality test? Give an example of each. What are the strengths and weaknesses of the two types of tests generally and of your examples specifically?

12. What is the Five Factor model (FFM)? What evidence exists for these five factors being the basic personality traits? What connections have psychologists drawn between these traits and other psychological behavior?

13. How consistent is personality over time? How consistent is personality across situations?

14. Are the actions that people take, the ways that they think, and the attributions that they make more due to personality factors? Social factors? Cognitive factors? Biological factors?

Psychoanalysis

15. What did Freud mean by the unconscious? How did Freud propose to study the unconscious?

16. What is catharsis? What are repression and resistance, and how do they relate to catharsis?

17. What are Freud’s stages of psychosexual development? In Freud’s view, the Oedipus/Elektra complex is the most important aspect of psychosexual development. Discuss this theory with respect to both sexes.

18. What are the defense mechanisms? Provide a real-world example of each.
Psychopathology & Its Treatment

19. What does it mean to be mentally ill? How does a psychological definition differ from a more commonly used definition? How would a clinician go about determining if an individual had a mental disorder?

20. Briefly describe the biomedical, psychodynamic, and learning models as approaches to psychopathology. Distinguish different types of psychodynamic and learning models.

21. What are the major symptoms of schizophrenia? Distinguish between the positive and negative symptoms. Which of these symptoms are more prevalent in the various subtypes of schizophrenia? Discuss the current theories regarding the pathology of schizophrenia: the biological and neurochemical models, the genetic factors, and the environmental factors.

22. List the various types of mood disorders. What distinguishes them from each other? Discuss the current theories regarding the pathology of mood disorders: the biological and neurochemical models, the genetic factors, and the environmental factors. Is depression a psychogenic disease?

23. Describe each of the anxiety disorders. What are the symptoms of the disorder? What are the possible causes: conditioning, psychoanalytic, cognitive, genetic?

24. Describe dissociative amnesia, dissociative fugue, and dissociative identity disorder. What do they have in common? What is believed to be the psychological function of dissociative disorders?

25. Define the psychophysiological disorders. What is the critical difference between psychophysiological and somatoform disorders? Review the role of biological and psychological factors in the causation of coronary heart disease.

26. Describe some early precursors to therapy for psychological disorders.

27. Describe placebo effects and describe how they can have an impact in the evaluation of a drug therapy. What might cause placebo effects? How prevalent are they?

28. What are the limitations of pharmacotherapy, and what impact do these limitations have on mental hospitals?

29. What has been the history of psychosurgery? When is it used today?

30. What are the five major types of psychotherapy? Describe each in length, including their theoretical underpinnings.