

1. **3 Pillars of Positive Psychology:** (1) good life/meaningful life (2) positive character (3) positive groups, communities, and cultures
2. **Alfred Adler:** Neo-Freudian; introduced concept of "inferiority complex" and stressed the importance of birth order
3. **B.F. Skinner:** pioneer of operant conditioning who believed that everything we do is determined by our past history of rewards and punishments. he is famous for use of his operant conditioning apparatus which he used to study schedules of reinforcement on pigeons and rats.
4. **The Big Five:** A current model for identifying and classifying personality. It includes conscientiousness, agreeableness, neuroticism, openness to experience, and extraversion.
5. **Carl Rogers:** 1902-1987; Field: humanistic; Contributions: founded person-centered therapy, theory that emphasizes the unique quality of humans especially their freedom and potential for personal growth, unconditional positive regard, fully functioning person
6. **collective unconscious:** Carl Jung's concept of a shared, inherited reservoir of memory traces from our species' history
7. **defense mechanisms:** In psychoanalytic theory, the ego's protective methods of reducing anxiety by unconsciously distorting reality.
8. **denial:** defense mechanism by which people refuse to believe or even to perceive painful realities
9. **displacement:** psychoanalytic defense mechanism that shifts sexual or aggressive impulses toward a more acceptable or less threatening object or person, as when redirecting anger toward a safer outlet
10. **ego:** The largely conscious, "executive" part of personality that, according to Freud, mediates among the demands of the id, superego, and reality. This operates on the reality principle, satisfying the id's desires in ways that will realistically bring pleasure rather than pain.
11. **Electra complex:** According to Freud, a conflict during the phallic stage in which girls supposedly love their fathers romantically and want to eliminate their mothers as rivals.
12. **empathic:** Showing concern or shared feeling
13. **empirically derived test:** A test (such as the MMPI) developed by testing a pool of items and then selecting those that discriminate between groups.
14. **external locus of control:** The perception that chance or outside forces beyond your personal control determine your fate.
15. **Eysenck:** Trait theorist who proposed two main dimensions on which human personalities differ: introversion-extroversion and emotional stability-neuroticism.
16. **factor analysis:** A statistical procedure that identifies clusters of related items on a test; used to identify different dimensions of performance that underlie one's total score
17. **false consensus effect:** The tendency to overestimate the extent to which others share our beliefs and behaviors
18. **fixation:** According to Freud, a lingering focus of pleasure-seeking energies at an earlier psychosexual stage, in which conflicts were unresolved.
19. **free association:** In psychoanalysis, a method of exploring the unconscious in which the person relaxes and says whatever comes to mind, no matter how trivial or embarrassing.
20. **Freud's psychosexual stages:** Oral, anal, phallic, latency, genital - the childhood stages of development, during which, according to Freud, the id's pleasure-seeking energies focus on distinct erogenous zones
21. **humanistic approach:** Focuses on our inner capacities for growth and self fulfillment
22. **humanistic psychologists:** Psychologists who emphasize a positive, optimistic view of human nature that highlights people's inherent goodness and their potential for personal growth.
23. **humanistic theories:** Theories that view personality with a focus on the potential for healthy personal growth.
24. **id:** A reservoir of unconscious psychic energy that, according to Freud, strives to satisfy basic sexual and aggressive drives. This operates on the pleasure principle, demanding immediate gratification
25. **identification:** The process by which, according to Freud, children incorporate their parents' values into their developing superegos.
26. **internal locus of control:** The perception that you control your own fate.
27. **Julian Rotter:** Developed terms: internal/external locus of control
28. **Karen Horney:** Neo-Freudian who found psychoanalysis negatively biased toward women and believed cultural variables are the foundation of personality development
29. **latent content:** According to Freud, the underlying meaning of a dream
30. **learned helplessness:** The hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events.
31. **manifest content:** According to Freud, the remembered story line of a dream.
32. **Maslow:** Humanist psychologist who developed a pyramid representing hierarchy of human needs.
33. **MMPI:** Minnesota Multiphasic Personality Inventory; the most widely researched and clinically used of all personality tests. Originally used to identify emotional disorders, (still considered its most appropriate use), this test is now used for many other screening purposes.
34. **Myers-Briggs Type indicator:** A personality test that taps four characteristics and classifies people into 1 of 16 personality types.
35. **Oedipus complex:** According to Freud, a boy's sexual desires toward his mother and feelings of jealousy and hatred for the rival father.
36. **personal control:** The extent to which people perceive control over their environment rather than feeling helpless

37. **personality:** An individual's characteristic pattern of thinking, feeling, and acting
38. **personality inventory:** A questionnaire (often with true-false or agree-disagree items) on which people respond to items designed to gauge a wide range of feelings and behaviors; used to assess selected personality traits.
39. **person-situation controversy:** The question of whether behavior is caused more by personality or by situational factors.
40. **positive psychology:** The scientific study of optimal human functioning; aims to discover and promote strengths and virtues that enable individuals and communities to thrive.
41. **possible selves:** Images of what we dream of or dread becoming in the future
42. **projection:** psychoanalytic defense mechanism by which people disguise their own threatening impulses by attributing them to others
43. **projective test:** A personality test, such as the Rorschach or TAT, that provides ambiguous stimuli designed to trigger projection of one's inner dynamics
44. **psychoanalysis:** Freud's theory of personality that attributes thoughts and actions to unconscious motives and conflicts; the techniques used in treating psychological disorders by seeking to expose and interpret unconscious tensions
45. **psychoanalytical approach:** Freud's theory proposing that childhood sexuality and unconscious motivations influence personality
46. **psychodynamic theories:** Theories that view personality with a focus on the unconscious and the importance of childhood experiences.
47. **rationalization:** defense mechanism that offers self-justifying explanations in place of the real, more threatening, unconscious reasons for one's actions
48. **reaction formation:** psychoanalytic defense mechanism by which the ego unconsciously switches unacceptable impulses into their opposites. Thus, people may express feelings that are the opposite of their anxiety-arousing unconscious feelings.
49. **reciprocal determinism:** The interacting influences of behavior, internal cognition, and environment.
50. **repression:** In psychoanalytic theory, the basic defense mechanism that banishes from consciousness anxiety-arousing thoughts, feelings, and memories from consciousness
51. **Rorschach inkblot test:** The most widely used projective test, a set of 10 inkblots, designed by Hermann Rorschach; seeks to identify people's inner feelings by analyzing their interpretations of the blots.
52. **self:** In contemporary psychology, assumed to be the center of personality, the organizer of our thoughts, feelings, and actions
53. **self-actualization:** According to Maslow, the ultimate psychological need that arises after basic physical and psychological needs are met and self-esteem is achieved; the motivation to fulfill one's potential.
54. **self-concept:** All our thoughts and feelings about ourselves, in answer to the question, "Who am I?"
56. **self-serving bias:** A readiness to perceive oneself favorably
57. **social-cognitive perspective:** This views behavior as influenced by the interaction between people's traits (including their thinking) and their social context.
58. **spotlight effect:** Overestimating others' noticing and evaluating our appearance, performance, and blunders (as if we presume a spotlight shines on us).
59. **superego:** The part of personality that, according to Freud, represents internalized ideals and provides standards for judgment (the conscience) and for future aspirations
60. **terror-management theory:** A theory of death-related anxiety; explores people's emotional and behavioral responses to reminders of their impending death.
61. **Thematic Apperception Test (TAT):** A projective test in which people express their inner feelings and interests through the stories they make up about ambiguous scenes.
62. **trait:** A characteristic pattern of behavior or a disposition to feel and act, as assessed by self-report inventories and peer reports.
63. **tyranny of choice:** The idea that although some choice is better than none, more choice is not always better than less choice
64. **unconditional positive regard:** According to Rogers, an attitude of total acceptance toward another person.
65. **unconscious:** According to Freud, a reservoir of mostly unacceptable thoughts, wishes, feelings, and memories. According to contemporary psychologists, information processing of which we are unaware
66. **What led Freud to "discover" the unconscious:** Observing patients

55. **self-esteem:** One's feelings of high or low self-worth.