

**REVIEW - SEMESTER 1**  
Terms to Know – 2008-2009

<b><u>Chapter 1 &amp; Appendix – Research Methodology, Approaches, Statistics</u></b>	
1.	Psychology
2.	Research question
3.	Hypothesis
4.	Operational definition of variables
5.	Generalizability
6.	Experiment
7.	Naturalistic observation
8.	Case study
9.	Questionnaire
10.	Interview
11.	Independent variable
12.	Dependent variable
13.	Confounding or extraneous variable
14.	Experimental group
15.	Control group
16.	Random sample
17.	Representative sample
18.	Correlation
19.	Causation
20.	Statistically significant
21.	Experimental pitfalls
22.	Self-fulfilling prophecy
23.	Hawthorne effect
24.	Halo effect
25.	Double blind technique
26.	Illusionary correlation
27.	Participants
28.	Repeatability
29.	Bias
30.	False consensus effect

31.	Wording effects
32.	Social desirability effect
33.	Hindsight bias
34.	Overconfidence
35.	Ethnocentrism
36.	Ethics
37.	Informed consent
38.	Deception
39.	Coercion
40.	Confidentiality/anonymity
41.	Risk
42.	Debrief
43.	Opt out
44.	Structuralism
45.	Functionalism
46.	Psychoanalytic approach
47.	Behavioral approach
48.	Humanist approach
49.	Cognitive approach
50.	Neurobiological approach
51.	Evolutionary approach
52.	Sociocultural approach
53.	Measure of central tendency
54.	Standard deviation
55.	Normal distribution (normal curve)
56.	Empirical rule
57.	Skewed distribution
58.	Z score
59.	Correlation coefficient

**Chapter 2 – Brain and Behavior**

1.	Nature
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2.	Nurture
3.	Combined View
4.	Twin studies
5.	Adoption studies
6.	Heritability
7.	Neuron
<b><u>Chapter 2 – Brain and Behavior [cont.]</u></b>	
8.	Afferent neurons
9.	Efferent neurons
10.	Cell body
11.	Dendrite
12.	Nucleus
13.	Axon
14.	Myelin sheath
15.	Schwann’s Terminal
16.	Synapse
17.	Synaptic vesicles
18.	Action potential process
19.	Depolarization/polarization
20.	Reuptake
21.	Refractory period
22.	Neurotransmitters
23.	Acetylcholine
24.	Dopamine
25.	Serotonin
26.	Norepinephrine
27.	GABA
28.	Glutamate
29.	Endorphins
30.	Central nervous system
31.	Peripheral nervous system
32.	Sympathetic nervous system
33.	Parasympathic nervous system
34.	Medulla

35.	Reticular formation [RAS]
36.	Cerebellum
37.	Thalamus
38.	Hypothalamus [ventromedial & lateral]
39.	Limbic system
40.	Amygdala
41.	Hippocampus
42.	Basil ganglia
43.	Corpus callosum
44.	Cerebrum
45.	Frontal lobe
46.	Broca’s area
47.	Motor cortex
48.	Prefrontal cortex
49.	Parietal lobe
50.	Temporal lobe
51.	Wernicke’s area
52.	Olfactory cortex
53.	Occipital lobe
54.	Association cortex
55.	Phineas Gage
56.	Plasticity
57.	EEG
58.	CAT or CT scan
59.	PET scan
60.	MRI scan
61.	fMRI scan
62.	Hemispheric localization [function & specialization]
63.	Roger Sperry & split brain patients
64.	Hormones
65.	Pinal gland
66.	Melatonin
67.	Pituitary gland
68.	Prolactin

**Chapter 2 – Brain and Behavior [cont.]**

69.	Adrenal gland
70.	Epinephrine
71.	Thyroid gland
72.	Thyroxin
73.	Testes
74.	Testosterone
75.	Ovaries
76.	Estrogen
77.	Pancreas
78.	Insulin

**Chapter 3 – Sensation and Perception**

1.	Sensation
2.	Absolute threshold
3.	Subliminal threshold
4.	Difference threshold [Weber]
5.	Signal detection theory
6.	Sensory adaptation
7.	Cornea
8.	Iris
9.	Pupil
10.	Lens
11.	Retina
12.	Fovea
13.	Photo-receptors
14.	Rods
15.	cones
16.	Bipolar cells
17.	Ganglion cells
18.	Optic nerve
19.	Blind spot
20.	Accommodation

21.	Transduction
22.	Hubel and Wiesel
23.	Feature detectors
24.	Parallel processing
25.	Color blindness
26.	Trichromatic theory [Young-Helmholtz]
27.	Opponent-process theory
28.	Afterimage effect
29.	Place theory
30.	Frequency theory
31.	Outer ear
32.	Auditory canal
33.	Tympanic membrane
34.	Ossicles
35.	Oval window
36.	Semicircular canals
37.	Cochlea
38.	Auditory nerve
39.	Eustachian tube
40.	Sound localization
41.	Taste
42.	Smell
43.	Pain
44.	Gate control theory
45.	Kinesthesia sense
46.	Vestibular sense
47.	Perception
48.	Selective attention
49.	Cocktail party phenomenon
50.	Filter theory
51.	Attenuation theory
52.	Inattention blindness

**Chapter 3 – Sensation and Perception [cont.]**

53.	Perceptual set
54.	Gestalt theories of perception
55.	Bottom-up processing
56.	Top-down processing
57.	Proximity
58.	Similarity
59.	Continuity
60.	Closure
61.	Fate principle
62.	Visual cliff experiment
63.	Depth perception
64.	Binocular cues
65.	Retinal disparity
66.	Convergence
67.	Monocular cues
68.	Perceptual expectancy
69.	Agnosia
70.	Prosopagnosia
71.	Illusions
72.	Stroboscopic movement
73.	Phi phenomenon
74.	Purkinje Phenomenon

**Chapter 4 – Consciousness**

1.	Consciousness
2.	Circadian rhythm
3.	Stages of sleep
4.	NREM sleep
5.	REM sleep
6.	Sleep deprivation
7.	REM rebound
8.	Insomnia

9.	Hypersomnia
10.	Narcolepsy
11.	Somnambulism
12.	Sleep apnea
13.	Night terrors
14.	Nightmare disorder
15.	Dreams
16.	Manifest content
17.	Latent content
18.	Psychoanalytic dream theory
19.	Jungian dream theory
20.	Activation-synthesis dream theory
21.	Cognitive dream theory
22.	Hypnosis
23.	Posthypnotic suggestion
24.	Posthypnotic amnesia
25.	Role theory of hypnosis
26.	Dissociation Posthypnotic
27.	Psychoactive drugs
28.	Addictive drugs
29.	Psychological dependence
30.	Physical dependence
31.	Withdrawal symptoms
32.	Tolerance
33.	Depressants
34.	Stimulants
35.	Hallucinogens

**Chapters 5 & 7 – Learning and Cognition**

1.	Classical conditioning
2.	Unconditioned stimulus
3.	Unconditioned response
4.	Conditioned stimulus

**Chapters 5 & 7 – Learning and Cognition [cont.]**

5.	Conditioned response
6.	Pavlov's experiment
7.	Rescorla's experiment
8.	Watson's experiment
9.	Garcia's experiment
10.	Extinction
11.	Spontaneous recovery
12.	Stimulus generalization
13.	Stimulus discrimination
14.	Conditioned taste aversion/Garcia effect
15.	Operant conditioning
16.	Positive reinforcement
17.	Negative reinforcement
18.	Punishment
19.	Learned helplessness
20.	Chaining
21.	Thorndike's experiment
22.	Law of effect
23.	Skinner's Experiment
24.	Shaping
25.	Premack principle
26.	Fixed-interval
27.	Variable –interval
28.	Fixed-ratio
29.	Fixed-ratio
30.	Token economy
31.	Time-out
32.	Kohler's experiment
33.	Insight learning
34.	Tolman's experiment
35.	Cognitive map

36.	Latent learning
37.	Bandura's experiment
38.	Observational learning theory [modeling or social learning]
39.	Metacognition
40.	Concept formation
41.	Prototype
42.	Algorithm
43.	Heuristics
44.	Analogies
45.	Creativity
46.	Convergent thinking
47.	Divergent thinking
48.	Syllogism
49.	Mental set
50.	Functional fixedness
51.	Gambler's fallacy
52.	Belief in small numbers
53.	Availability heuristic
54.	Representative heuristic
55.	Anchoring heuristic
56.	Overconfidence
57.	Confirmation bias
58.	Framing
59.	Fixation
60.	Belief perseverance
61.	Belief bias
62.	Language
63.	Vygotsky
64.	Scaffolding
65.	Guided participation
66.	Zone of proximate development

<b>Chapters 5 &amp; 7 – Learning and Cognition [cont.]</b>	
67.	Telegraphic speech
68.	Overgeneralized speech
69.	Transformational grammar
70.	Whorf's linguistic relativity hypothesis
71.	Rosch's New Guinea Study

<b>Chapter 6 – Memory</b>	
1.	Information processing approach
2.	Selective attention
3.	Encoding
4.	Automatic encoding
5.	Effortful encoding
6.	Visual encoding
7.	Acoustic encoding
8.	Semantic encoding
9.	Shallow processing
10.	Deep processing
11.	Schemas
12.	Forgetting and encoding
13.	Sensory memory
14.	Iconic storage
15.	Echoic storage
16.	Eidetic storage
17.	Short term memory
18.	Rehearsal
19.	Maintenance Rehearsal
20.	Elaborative Rehearsal
21.	Next-in-line effect
22.	Long term memory
23.	Episodic memory
24.	Semantic/declarative memory

25.	Procedural memory
26.	Mnemonic devices
27.	Method of loci
28.	Acronyms
29.	Acrostics
30.	Chunking
31.	Mediation
32.	Von Restorff effect
33.	Serial position effect
34.	Spacing effect
35.	Long term potentiation
36.	Forgetting related to storage
37.	Retrograde amnesia
38.	Anterograde amnesia
39.	Context cues
40.	State-dependent memory
41.	Mood-congruent memory
42.	Alzheimer's
43.	Explicit memory
44.	Implicit memory
45.	Priming tasks
46.	Forgetting related to retrieval
47.	Flashbulb memory
48.	Constructive memory
49.	Misinformation effect
50.	Confabulation
51.	Source monitoring/source amnesia
52.	Imagination effect
53.	Loftus and eyewitness testimony
54.	Ebbinghaus and decay theory
55.	Retroactive interference
56.	Proactive interference

57.	Motivated forgetting
<b><u>Chapter 6 – Memory [cont.]</u></b>	
58.	Repressed/suppressed memories

<b><u>Chapter 9 – Motivation &amp; Emotion</u></b>	
1.	Motivation
2.	Instinct
3.	Drive theory of motivation
4.	Homeostasis
5.	Drive reduction theory
6.	Incentive
7.	Arousal theory
8.	Yerkes-Dodson law
9.	Cognitive theory of motivation
10.	Intrinsic motivation
11.	Extrinsic motivation
12.	Overjustification effect
13.	Cognitive dissonance
14.	Expectancy theory of motivation
15.	Humanistic theory of motivation
16.	Maslow’s hierarchy of needs
17.	Approach-approach conflict
18.	Approach-avoidance conflict
19.	Avoidance-avoidance conflict
20.	Double Approach-avoidance conflict
21.	Glucostatic approach
22.	Hypothalamus [ventromedial & lateral]
23.	Fat cells
24.	Leptin
25.	Set point theory
26.	Basil metabolic rate
27.	Environmental/cultural effect on eating
28.	Eating disorders

29.	Kinsey’s sex study
30.	Masters and Johnson’s sexual response cycle
31.	Biological theories of sexual orientation
32.	Emotion
33.	LeDoux’s dual-pathway model of fear
34.	James-Lange theory of emotion
35.	Cannon-Bard theory of emotion
36.	Schachter-Singer theory of emotion
37.	Feel-good, do-good phenomenon
38.	Adaptation level principle
39.	Relative deprivation principle
40.	Attraction
41.	Proximity
42.	Mere exposure effect
43.	Physical attraction
44.	Similarity
45.	Arousal
46.	Equity
47.	Sternberg’s Triangular model of love
48.	Walter Cannon’s fight or flight
49.	Hans Seyle’s general adaptation syndrome
50.	Sapolsky study

<b><u>Chapter 8 – Intelligence</u></b>	
1.	Intelligence
2.	Binet’s theory of intelligence
3.	Terman’s theory of intelligence
4.	Stern’s theory of intelligence
5.	Spearman’s theory of intelligence
6.	Sternberg’s theory of intelligence
7.	Goleman’s theory of intelligence
8.	Jenson’s theory of intelligence
9.	Vygotsky’s theory of intelligence

10.	Gardner's theory of intelligence
11.	Creativity
12.	Heritability
13.	Crystallized intelligence
14.	Fluid intelligence
15.	Aptitude test
16.	Achievement test
17.	Standardization
18.	Reliability
19.	Validity
20.	Halo effect
21.	Flynn effect

**REVIEW – SEMESTER 2**  
Terms to Know – 2008-2009

<b><u>Chapters 10 &amp; 11 – Development</u></b>	
1.	Developmental psychology
2.	Nature v. nurture
3.	Stability v. change
4.	Continuity v. discontinuity
5.	Psychoanalytic approach & development
6.	Behavioral approach & development
7.	Cognitive approach & development
8.	Ecological approach & development
9.	Biological approach & development
10.	Longitudinal study
11.	Cross sectional study
12.	Maturation
13.	Critical period
14.	Teratogens
15.	Babinski reflex
16.	Withdrawal reflex
17.	Plantar reflex
18.	Moro reflex
19.	Rooting reflex
20.	Frantz's viewing box
21.	Visual cliff
22.	Cognitive Development
23.	<b>Piaget</b>
24.	Schema
25.	Assimilation
26.	Accommodation
27.	Sensorimotor stage
28.	Object constancy
29.	Object permanence
30.	Stranger anxiety
31.	Preoperational stage

32.	Egocentrism
33.	Decentration
34.	Animism
35.	Artificialism
36.	Concrete Operational Stage
37.	Conservation
38.	Reversibility
39.	Formal Operational Stage
40.	Abstract thinking
41.	Imaginary audience
42.	Personal fable
43.	<b>Vygotsky</b>
44.	Scaffolding
45.	Guided participation
46.	Zone of proximal development
47.	Milestones in language development
48.	Telegraphic speech
49.	Overgeneralized speech
50.	<b>Theory of the Mind</b>
51.	<b>Kohlberg</b>
52.	Moral reasoning
53.	Preconventional level
54.	Stage 1 – punishment
55.	Stage 2 – fairness
56.	Conventional level
57.	Stage 3 – good boy, nice girl
58.	Stage 4 – rules
59.	Postconventional level
60.	Stage 5 – supreme court
61.	Stage 6 – highest level
62.	<b>Gilligan's</b> criticisms of Kohlberg
63.	Imprinting

64.	<b>Harlow &amp; attachment</b>
65.	<b>Mary Ainsworth &amp; attachment</b>
66.	Stage situation
67.	Secure type
68.	Insecure type
69.	Insecure resistant type
70.	Disorganized
71.	Temperment
72.	<b>Erikson</b>
73.	Trust v. mistrust
74.	Autonomy v. shame/doubt
75.	Initiative v. guilt
76.	Industry v. inferiority
77.	Identity v. identify confusion
78.	Intimacy v. isolation
79.	Generativity v. stagnation
80.	Ego integrity v. despair
81.	Gender identity
82.	Gender stereotype
83.	Gender schema
84.	<b>Diane Baumrind &amp; Parenting styles</b>
85.	Authoritarian
86.	Permissive
87.	Authoritative
88.	Adolescence
89.	Puberty
90.	Cognitive development
91.	Crystallized intelligence
92.	Fluid intelligence
93.	Adulthood
94.	Empty nest syndrome
95.	Alzheimer's/dementia
96.	Kubler-Ross Stage Theory
97.	Denial, anger, bargaining, depression, acceptance

<b><u>Chapter 12 – Personality</u></b>	
1.	Personality
2.	Nomothetic approach
3.	Idiographic approach
4.	Sheldon's Somatotypes [ectomorph, mesomorph, endomorph]
5.	Psychoanalytic approach and personality theory
6.	<b>Freud</b>
7.	Eros & thanatos
8.	Conscious, preconscious, unconscious
9.	Id – pleasure principle
10.	Ego – reality principle
11.	Superego – ego ideal
12.	Defense mechanisms
13.	Repression
14.	Denial
15.	Displacement
16.	Projection
17.	Regression
18.	Reaction formation
19.	Rationalization
20.	Intellectualization
21.	Procrastination
22.	Sublimation
23.	Compensation
24.	Identification
25.	Psychosexual stages
26.	Erogenous zones
27.	Fixations
28.	Oral stage
29.	Anal stage
30.	Anal compulsive
31.	Anal expulsive
32.	Phallic stage
33.	Oedipus complex

34.	Penis envy
35.	Castration complex
36.	Latency stage
37.	Genital stage
38.	Criticisms of Freud
39.	<b>Jung</b>
40.	Collective unconscious
41.	Personal unconscious
42.	Complexes
43.	Archetypes
44.	Personality archetypes [persona, anima/animas, shadow, self]
45.	Extrovert v. introvert
46.	Sensing v. intuitive
47.	Thinking v. feeling
48.	Judging v. perceiving
49.	<b>Adler</b>
50.	Inferiority complex
51.	Superiority complex
52.	Birth order theory
53.	<b>Horney</b>
54.	Basic anxiety
55.	Basic hostility
56.	Criticisms of psychoanalytic approach
57.	Humanistic approach and personality theory
58.	<b>Maslow</b>
59.	Deficiency of needs
60.	Peak experience
61.	Jonah complex
62.	Self-actualization
63.	<b>Rogers</b>
64.	Self-concept
65.	Ideal self v. real Self
66.	Incongruence
67.	Positive regard

68.	Criticisms of humanistic approach
69.	Trait/Type theory
70.	<b>Cattell</b>
71.	Factor analysis
72.	<b>Eysenck</b>
73.	Extroversion v. introversion
74.	Stability v. instability
75.	<b>The Big Five</b>
76.	Agreeableness
77.	Conscientious
78.	Extroversion
79.	Neuroticism
80.	Openness
81.	<b>Allport</b>
82.	Cardinal traits
83.	Central traits
84.	Secondary traits
85.	Criticisms of trait/type approach
86.	Behavioral approach and personality theory
87.	<b>Skinner</b>
88.	Shaping/operant conditioning
89.	Social-cognitive approach and personality theory
90.	<b>Bandura</b>
91.	Reciprocal determinism
92.	Attribution style theory
93.	Self-efficacy
94.	<b>Erikson</b>
95.	Trust v. mistrust
96.	Autonomy v. shame/doubt
97.	Initiative v. guilt
98.	Industry v. inferiority
99.	Identity v. identify confusion
100.	Intimacy v. isolation
101.	Generativity v. stagnation

102.	Ego integrity v. despair
103.	Criticisms of social-cognitive approach
104.	Personality assessments
105.	Objective or self-reporting tests
106.	Myers-Briggs
107.	MMPI-2
108.	Projective tests
109.	TAT
110.	Rorschach Inkblot test
111.	Behavioral analysis
112.	Neuropsychological assessment
113.	Criticisms of personality tests

<b><u>Chapters 15 &amp; 16 – Abnormal Psychology &amp; Therapy</u></b>	
1.	Criteria for abnormal behavior
2.	DSM – IV
3.	The Rosenhan Study
4.	Self-fulfilling prophecy & labeling effect
5.	Perspectives on abnormality:
6.	Medical biological approach
7.	Psychoanalytic/psychodynamic approach
8.	Humanistic approach
9.	Behavioral approach
10.	Cognitive approach
11.	Sociocultural approach
12.	Evolutionary approach
13.	<b>Anxiety Disorders</b>
14.	Generalized anxiety disorder
15.	Posttraumatic stress disorder
16.	Panic disorder
17.	Phobias
18.	Social phobia
19.	OCD anxiety disorder
20.	Causes of anxiety disorders

21.	<b>Somatoform Disorders</b>
22.	Conversion disorder
23.	Hypochondriasis
24.	<b>Mood Disorders</b>
25.	Major depression
26.	Mania
27.	Bipolar disorder
28.	Seasonal affective disorder
29.	Causes of depression
30.	<b>Personality Disorders</b>
31.	Paranoid personality disorder
32.	Narcissistic personality disorder
33.	Histrionic personality disorder
34.	Borderline personality disorder
35.	Schizoid personality disorder
36.	Avoidant personality disorder
37.	Dependent personality disorder
38.	OCD personality disorder
39.	Anti-social personality disorder
40.	Causes of APD
41.	<b>Dissociative Disorders</b>
42.	Amnesia
43.	Fugue
44.	DID
45.	<b>Schizophrenia</b>
46.	Symptoms
47.	Causes of schizophrenia
48.	Types of schizophrenia
49.	<b>Therapy</b>
50.	<b>Psychoanalytic therapy</b>
51.	Aim of therapy
52.	Insight therapy
53.	Latent/manifest content
54.	Free association

55.	Hypnosis
56.	Resistance
57.	Transference
58.	Counter-transference
59.	Symptom substitution
60.	<b>Humanistic therapy</b>
61.	Aim of therapy
62.	Client Centered Therapy (Rogers)
63.	Active listening
64.	<b>Behavioral Therapy</b>
65.	Contingency management
66.	Classical Conditioning
67.	Counterconditioning
68.	Systematic desensitization
69.	In vivo desensitization
70.	Virtual reality exposure therapy
71.	Adverse conditioning
72.	Implosive therapy
73.	Flooding
74.	Operant Conditioning
75.	Token economy
76.	Behavior modification
77.	Extinction
78.	Time out
79.	Modeling (Bandura)
80.	<b>Gestalt Therapy</b>
81.	Aim of therapy
82.	Incomplete gestalt
83.	<b>Cognitive Therapy</b>
84.	Rational Emotive Therapy (Ellis)
85.	Beck's approach
86.	Meichenbaum's approach
87.	Cognitive distortions
88.	<b>Eclectic Therapy</b>

89.	<b>Group/Family therapy</b>
90.	<b>Biologically based therapies</b>
91.	ECT
92.	Prefrontal lobotomy
93.	<b>Drug therapy</b>
94.	Antianxiety [xanax, klonopin, valium, paxil]
95.	Antidepressants [prozac, zolof, laxapro]
96.	Antimanic [lithium, toamax]
97.	Antipsychic [thorazine, clozaril, risperdal]

<b><u>Chapters 13 – Social Psychology</u></b>	
1.	Social psychology
2.	Attitudes
3.	Representative heuristic
4.	Availability heuristic
5.	Anchoring heuristic
6.	False consensus effect
7.	Framing
8.	<b>Hovland's Persuasion strategies</b>
9.	Cognitive Compliance strategies
10.	Mere exposure effect
11.	Foot-in-the-door technique
12.	Door-in-the-face technique
13.	Ask-and-you-shall-be-given technique
14.	Lowballing technique
15.	Modeling
16.	Incentive technique
17.	Elaboration likelihood model [central or peripheral route to persuasion]
18.	Resistance to persuasion
19.	Cultural truism
20.	Refuted counterarguments
21.	Belief perseverance
22.	Reactance
23.	Cognitive dissonance

24.	Self-perception theory
25.	Overjustification effect
26.	Reactance theory
27.	<b>Zimbardo's Stanford Prison Experiment</b> [role theory]
28.	Anonymity
29.	Deindividuation
30.	<b>Jane Elliot's experiment</b>
31.	<b>Clark's Doll Preference Study</b>
32.	Attributions
33.	Dispositional v. personal
34.	Fundamental attribution error
35.	Actor-Observer Effect
36.	Self-Serving Bias
37.	False Consensus Effect
38.	Just World Belief
39.	Self-fulfilling Prophecy
40.	<b>Rosenthal &amp; Jacobson Study</b>
41.	Halo Effect
42.	Prejudice
43.	Scapegoat theory
44.	Stereotypes
45.	Discrimination
46.	Racism
47.	Ethnocentrism
48.	Causes of prejudice
49.	Social learning theory
50.	Motivational theory
51.	Cognitive theory
52.	Social Categorization
53.	Illusory correlation
54.	Social inequities
55.	Vivid cases
56.	<b>Muzafer Sherif's Robber's Cave Experiment</b>
57.	In-group bias

58.	Contact theory
59.	Social influence
60.	Conformity
61.	<b>Solomon Ache Experiment</b>
62.	Chameleon effect
63.	<b>Zajonc's theory</b> – social facilitation
64.	Social loafing
65.	Group polarization
66.	Groupthink
67.	Risky shift
68.	Obedience
69.	<b>Milgram Study</b>
70.	Aggression
71.	<b>Bandura's Bobo Doll Experiment</b>
72.	Modeling/social learning theory
73.	Drive reduction theory
74.	Altruism
75.	<b>Darley and Latane Study</b>
76.	Bystander apathy
77.	Diffusion of responsibility
78.	Pluralistic ignorance
79.	Social comparison theory
80.	Interpersonal attraction
81.	Proximity
82.	Physical attractiveness
83.	Arousal
84.	Equity
85.	Similarity
86.	Self-disclosure
87.	Friendship
88.	Conflict
89.	Social trap
90.	Approach-approach conflict
91.	Avoidance-avoidance conflict

92.	Approach-avoidance conflict
93.	Double approach-avoidance conflict