<table>
<thead>
<tr>
<th>Brief Contents</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHAPTER 1</strong></td>
</tr>
<tr>
<td>Psychology: Yesterday and Today</td>
</tr>
<tr>
<td><strong>CHAPTER 2</strong></td>
</tr>
<tr>
<td>Psychology as a Science</td>
</tr>
<tr>
<td><strong>CHAPTER 3</strong></td>
</tr>
<tr>
<td>Biological and Cognitive Development</td>
</tr>
<tr>
<td><strong>CHAPTER 4</strong></td>
</tr>
<tr>
<td>Social and Emotional Development</td>
</tr>
<tr>
<td><strong>CHAPTER 5</strong></td>
</tr>
<tr>
<td>Behavioural Neuroscience</td>
</tr>
<tr>
<td><strong>CHAPTER 6</strong></td>
</tr>
<tr>
<td>Genes, Environment and Evolution</td>
</tr>
<tr>
<td><strong>CHAPTER 7</strong></td>
</tr>
<tr>
<td>Perception and the Senses</td>
</tr>
<tr>
<td><strong>CHAPTER 8</strong></td>
</tr>
<tr>
<td>Consciousness</td>
</tr>
<tr>
<td><strong>CHAPTER 9</strong></td>
</tr>
<tr>
<td>Learning</td>
</tr>
<tr>
<td><strong>CHAPTER 10</strong></td>
</tr>
<tr>
<td>Memory</td>
</tr>
<tr>
<td><strong>CHAPTER 11</strong></td>
</tr>
<tr>
<td>Language and Thought</td>
</tr>
<tr>
<td><strong>CHAPTER 12</strong></td>
</tr>
<tr>
<td>Intelligence</td>
</tr>
<tr>
<td><strong>CHAPTER 13</strong></td>
</tr>
<tr>
<td>Motivation</td>
</tr>
<tr>
<td><strong>CHAPTER 14</strong></td>
</tr>
<tr>
<td>Emotion</td>
</tr>
<tr>
<td><strong>CHAPTER 15</strong></td>
</tr>
<tr>
<td>Personality</td>
</tr>
<tr>
<td><strong>CHAPTER 16</strong></td>
</tr>
<tr>
<td>Social Cognition, Social Relations and Social Functioning</td>
</tr>
<tr>
<td><strong>CHAPTER 17</strong></td>
</tr>
<tr>
<td>Social Forces, Group Processes and Language</td>
</tr>
<tr>
<td><strong>CHAPTER 18</strong></td>
</tr>
<tr>
<td>Stress, Coping and Health</td>
</tr>
<tr>
<td><strong>CHAPTER 19</strong></td>
</tr>
<tr>
<td>Psychological Disorders</td>
</tr>
<tr>
<td><strong>CHAPTER 20</strong></td>
</tr>
<tr>
<td>Treatment of Psychological Disorders</td>
</tr>
</tbody>
</table>

Glossary 605
References 617
Name Index 677
Subject Index 689
# Contents

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Title</th>
<th>Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>About the Authors</td>
<td>xvii</td>
</tr>
<tr>
<td></td>
<td>List of Contributors</td>
<td>xix</td>
</tr>
<tr>
<td></td>
<td>To the Instructor</td>
<td>xxi</td>
</tr>
<tr>
<td></td>
<td>To the Student</td>
<td>xxv</td>
</tr>
<tr>
<td></td>
<td><strong>CHAPTER 1</strong> Psychology: Yesterday and Today</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>What Is Psychology?</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>Psychology as the Science of Mind or Behaviour, or Both?</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Psychology's Roots in Philosophy</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>The Scientific Revolution</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>The Founding of Psychology</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Wundt and Introspection</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>Psychoanalysis: Psychology of the Unconscious</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Functionalism: The Practical Application of Psychology</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Psychometrics: Measuring the Mind</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Gestalt Psychology: More than Putting Together the Building Blocks</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>Behaviourism: Psychology of Adaptation</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>Humanistic Psychology: A New Direction</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>Psychology in the 21st Century: Cognitive Psychology, Neuroscience and Evolution</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>Psychobiology/Neuroscience: Exploring the Origins of the Mind</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>The Diversity of Psychology and Psychological Literacy</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>Psychology as a Profession</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Current Trends in Psychology</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Summary</td>
<td>19</td>
</tr>
<tr>
<td></td>
<td>Key Terms</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td><strong>CHAPTER 2</strong> Psychology as a Science</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td>What Is a Science?</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>Scientific Principles</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>The Scientific Method</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>Is Psychology a Science?</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>Goals of Psychology</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>Values and the Application of Psychology</td>
<td>28</td>
</tr>
<tr>
<td></td>
<td>Misrepresentation of Psychology</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>How Do Psychologists Conduct Research?</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>State a Hypothesis</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>Choose Participants</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>Pick a Research Method</td>
<td>32</td>
</tr>
<tr>
<td></td>
<td>How Do Psychologists Make Sense of Research Results?</td>
<td>36</td>
</tr>
<tr>
<td></td>
<td>Correlations: Measures of Relationships</td>
<td>37</td>
</tr>
<tr>
<td></td>
<td>Experimental Analyses: Establishing Cause and Effect</td>
<td>39</td>
</tr>
<tr>
<td></td>
<td>The Qualitative World</td>
<td>40</td>
</tr>
<tr>
<td></td>
<td>Using Statistics to Evaluate and Plan Research</td>
<td>41</td>
</tr>
<tr>
<td></td>
<td>What Ethical Research Guidelines Do Psychologists Follow?</td>
<td>42</td>
</tr>
<tr>
<td></td>
<td>Summary</td>
<td>45</td>
</tr>
<tr>
<td></td>
<td>Key Terms</td>
<td>46</td>
</tr>
<tr>
<td></td>
<td><strong>CHAPTER 3</strong> Biological and Cognitive Development</td>
<td>47</td>
</tr>
<tr>
<td></td>
<td>What is developmental psychology?</td>
<td>48</td>
</tr>
<tr>
<td></td>
<td>Understanding How We Develop</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>What Drives Change? Nature versus Nurture</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>Qualitative versus Quantitative Shifts in Development</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>Do Early Experiences Matter? Critical Periods and Sensitive Periods</td>
<td>50</td>
</tr>
<tr>
<td></td>
<td>How Is Developmental Psychology Investigated?</td>
<td>52</td>
</tr>
<tr>
<td></td>
<td>Before We Are Born</td>
<td>54</td>
</tr>
<tr>
<td></td>
<td>In the Beginning: Genetics</td>
<td>54</td>
</tr>
<tr>
<td></td>
<td>Infancy</td>
<td>55</td>
</tr>
<tr>
<td></td>
<td>Physical Development</td>
<td>55</td>
</tr>
<tr>
<td></td>
<td>Cognitive Development</td>
<td>57</td>
</tr>
<tr>
<td></td>
<td>Early and Middle Childhood</td>
<td>60</td>
</tr>
<tr>
<td></td>
<td>Physical Development</td>
<td>60</td>
</tr>
<tr>
<td></td>
<td>Cognitive Development</td>
<td>61</td>
</tr>
</tbody>
</table>
Charles Darwin and *On the Origin of Species* 138
The Modern Synthesis 138
Tinbergen, the Birth of Ethology and the Four 'Whys' of Behaviour 139
Inclusive Fitness 139
Adaptations, and the Demise of Group Selection 140
The 1970s: Robert Trivers, E. O. Wilson and the Dawn of Sociobiology 140
Evolutionary Psychology 140

**The Principles Behind Evolutionary Psychology** 141
Human Evolution 141
The Environment of Evolutionary Adaptedness (EEA) 142
Genetics 142

**Main Areas of Research in Evolutionary Psychology** 144
Sexual Selection 144
Kin Selection 147
Cooperation and Altruism 148
The Evolution of Cognition 149
The Evolution of Language 151
Cultural Evolution 152

**Criticisms and Misunderstandings of Evolutionary Approaches to Human Behaviour** 155
Criticism 1: Evolutionary psychology too often believes a behaviour is an adaptation (panadaptationism) 155
Criticism 2: Evolutionary psychology is guilty of biological determinism 155
Criticism 3: Evolutionary psychology tries to explain things too simply (reductionism) 155
Criticism 4: Evolutionary psychology justifies immoral behaviours 155

**The Future of Evolutionary Psychology** 156
Further Understanding of Genetics 156
Hormones 157
Individual Differences 157
Neuroscience 158
Applied Evolutionary Psychology: Darwinian Medicine and Evolutionary Psychopathology 158

**Summary** 160

**TYING IT TOGETHER** 162
Key Terms 163

**CHAPTER 7 Perception and the Senses** 165

**Introducing Perception: Common Features of the Senses** 166
Translating Stimuli: Sensory Transduction 166
The Limits of the Senses: Thresholds 167
Surrounded by Stimuli: Sensory Adaptation 168
Processing Sensory Information 168

**The Chemical Senses: Smell and Taste** 170
Smell and Taste 170
Smell and Taste: How They Work 171
Smell and Taste as We Grow 174
Sensitivity to Smell and Taste 174
Smell and Taste Disorders 175

**The Tactile Senses: Touch, Pressure, Pain, Vibration** 176
Tactile Senses 177
Development of the Tactile Senses 178
Pain Thresholds 179
Difficulties with Tactile Senses 179

**The Auditory Sense: Hearing** 181
From Sound Waves to Sounds 181
Drowning Out the Noise 183
Sounds in Space 183
Hearing and the Brain 183
Hearing and Learning 185
Identifying Pitch 185
Difficulties with Hearing 186

**The Visual Sense: Sight** 186
Seeing the Light 187
Seeing in Colour 189
How Sight Works 190
Visual Perception from the Top Down 192
Developing Sight 195
Difficulties with Sight 195

**Summary** 197

**TYING IT TOGETHER** 199

**Key Terms** 200

**CHAPTER 8 Consciousness** 201

**PART 1: THE PHILOSOPHY OF CONSCIOUSNESS** 203
Defining Consciousness 203
Is Consciousness 'Mysterious'? 203
CHAPTER 13 Motivation 375
Theories of Motivation 376
Instinct Theory 377
Drive-Reduction Theory 378
Arousal Theory 379
Incentive Theory 380
Multiple Motivations: Hierarchy of Needs 382
Biological Motivations: Hunger 384
Hunger Signals 384
Eating Behaviour 385
Eating Issues 386
Biological Motivations: Sex 390
Sex: Psychological and Social Factors 390
Sex: What Happens in the Body and Brain 391
Gender Identity 393
Difficulties with Sex 396
Psychological Motivations: Affiliation and Achievement 398
Affiliation 398
Achievement 400
Summary 403
TYING IT TOGETHER 404
Key Terms 405

CHAPTER 14 Emotion 407
What Is Emotion? 408
Components of Emotion 408
Measurement of Emotions 410
Functions of Emotions 412
Where Do Emotions Come From? 415
Theories of Emotion 415
Emotional Development 420
Emotion in the Brain 421
The Range of Emotional Experiences 423
Experiencing Emotion 423
Disorders of Emotion 427
What About Positive Emotions? 429
Summary 430
TYING IT TOGETHER 431
Key Terms 432

CHAPTER 15 Personality 433
The Psychodynamic Perspective 434
The Structure of Personality 434
Freud’s Psychosexual Stages 436
Anxiety and Defence Mechanisms 436
Evaluating Freud’s Theories 438
Other Psychodynamic Theories 439
The Humanistic Perspective 440
Abraham Maslow 441
Carl Rogers 441
Evaluating Humanistic Theories 442
The Trait Perspective 442
Gordon Allport 443
Hans Eysenck and Factor Analysis 443
The Five-Factor Model 445
Evaluating Trait Theories 446
The Situationist and Interactionist Perspectives 448
The Situationist View 448
The Interactionist Perspective 448
Biological Foundations of Personality 450
How Much Do Genetic Factors Contribute to Personality? 450
Personality and Biological Systems 451
Personality and Group Differences 455
Gender Differences 455
Differences among Cultural Groups 458
Culture, Socioeconomic Environment and Personality 459
Personality Disorders 460
Personality Assessment 462
Personality Inventories 462
Projective Tests 464
Summary 466
TYING IT TOGETHER 467
Key Terms 468

CHAPTER 16 Social Cognition, Social Relations and Social Functioning 469
Social Cognition: Attitudes 471
Attitudes 471
How Do Attitudes Change? 472
Do Attitudes Influence Behaviour? 473
Are People Honest about Their Attitudes? 474
Stereotypes and Prejudice 475
Attitudes and the Power of Persuasion 475
Social Cognition: Attributions 478
Dispositional and Situational Attributions 479
The Actor-Observer Effect 479
Exceptions to the Rule 480
Social Relations 481
Helping Behaviour 481
Aggression 483
Interpersonal Attraction 484
Social Functioning 487
Summary 488
TYING IT TOGETHER 490
Key Terms 490

CHAPTER 17 Social Forces, Group Processes and Language 491
Social Forces 492
Norms and Social Roles 492
Obedience 494
Intragroup Processes 497
Group Dynamics 497
Majority Influence in Groups 500
Minority Influence in Groups 502
Intergroup Relations 503
Realistic Group Conflict Theory 503
Social Identity Theory 504
Social Identities in Action 505
Crowds 506
Language and Social Groups 506
Social Representations Theory 506
Discursive Psychology 507
Social Psychology around Us 509
Summary 509
TYING IT TOGETHER 511
Key Terms 511

CHAPTER 18 Stress, Coping and Health 513
What Is Stress? 514
Stress and Stressors 514
Ways of Experiencing Stress 515
Kinds of Stressors 517
Responding to and Coping with Stress 521
Physiological Responses to Stress 521
Emotional Responses to Stress 523
Cognitive Responses to Stress 523
Individual Responses to Stress 525
Coping with Stress 526
Stress and Health 530
Coronary Heart Disease 530
Life Change and Illness 531
Stress and the Immune System 531
The Benefits of Stress 533
Well-Being and Happiness: The Opposite of Stress 534
Post-Traumatic Stress Disorder 535
Summary 537
TYING IT TOGETHER 538
Key Terms 539

CHAPTER 19 Psychological Disorders 541
Defining, Classifying and Diagnosing Psychological Disorders 542
Defining Psychological Disorders 542
Classifying and Diagnosing Psychological Disorders 544
Assessing Individuals for Psychological Disorders 546
Models of Psychological Disorder 548
The Neuroscience Model 548
The Cognitive-Behavioural Model 549
The Humanistic and Existential Models 550
The Sociocultural Model 551
The Developmental Psychopathology Model 552
The Psychodynamic Model 552
Mood Disorders 553
Major Depressive Disorder 554
Bipolar Disorders 556
Anxiety Disorders 557
Generalized Anxiety Disorder 558
Social Anxiety Disorder (Social Phobia) 559
Phobias 559
Panic Disorder 561
Obsessive–Compulsive Disorder 561
Post-traumatic Stress Disorder (PTSD) 563
Schizophrenia 564
Positive Symptoms of Schizophrenia 564
Negative Symptoms of Schizophrenia 566
Psychomotor Symptoms 566
How Do Neuroscientists Explain Schizophrenia? 566
CONTENTS

Other Psychological Disorders  568
  Somatoform Disorders  568
  Dissociative Disorders  570
  Personality Disorders  571
Summary  573
TYING IT TOGETHER  576
Key Terms  577

CHAPTER 20  Treatment of Psychological Disorders  579

Treatment in the Modern Context  580
  Entering and Receiving Treatment  581
  Conducting Treatment  581

Biological Treatments  583
  Drug Therapy  583
  Electroconvulsive Therapy  584
  Psychosurgery  585
  Biological Treatments in Perspective  587

Behavioural Therapies  587
  Classical Conditioning Techniques  587
  Operant Conditioning Techniques  589
  Modelling Techniques  589
  Behavioural Therapies in Perspective  590

Cognitive-Behavioural Therapies  590
  Ellis's Rational-Emotive Behavioural Therapy  590
  Beck's Cognitive Therapy  591
  Second-Wave Cognitive-Behavioural Therapies  592
  Cognitive-Behavioural Therapies in Perspective  592

Non-Empirical Therapies  593
  Psychodynamic Approaches  594
    Techniques of Psychodynamic Analysis  594
    Short-Term Psychoanalysis  595
    Relational Psychoanalysis  595
    Psychodynamic Approaches in Perspective  595

Formats of Therapy  596
  Group Therapy  596
  Family Therapy  596
  Couple Therapy  597
  Community Treatment  597

Does Therapy Work?  598

Some Final Thoughts about the Field of Psychology  600
Summary  600
TYING IT TOGETHER  603
Key Terms  604

Glossary  605
References  617
Name Index  677
Subject Index  689