

Developmental psychology (lifespan)

- ✓ **Major issues:** stability vs change, continuity vs stages, nature vs nurture.
- ✓ **Prenatal risks:** teratogens, maternal illness. Infant markers: reflexes, motor milestones, visual cliff (depth).
- ✓ **Piaget stages:** Sensorimotor (object permanence) → Preoperational (egocentrism, lack conservation) → Concrete (logical about concrete) → Formal (abstract/hypothetical).
- ✓ **Vygotsky:** zone of proximal development & scaffolding; social interaction drives learning.
- ✓ Attachment styles, parenting styles (authoritative best for many outcomes). Adolescence = puberty; adulthood = crystallized stable, fluid declines.

Personality theories

- ✓ **Psychodynamic:** unconscious drives, defense mechanisms (repression, projection, sublimation, etc).
- ✓ **Humanistic:** self-actualization, unconditional positive regard (Rogers).
- ✓ **Social-cognitive:** reciprocal determinism, self-efficacy.
- ✓ **Trait:** stable traits (Big Five = OCEAN: Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism). Assessment: projective tests vs objective inventories.

Social psychology and group behavior

- ✓ **Attribution theory:** dispositional vs situational; common biases — fundamental attribution error, actor-observer, self-serving bias.
- ✓ **Attitude change/persuasion:** ELM (central vs peripheral), foot-in-door, door-in-face, mere exposure.
- ✓ Conformity, obedience (authority effects), group dynamics: groupthink, polarization, social loafing, deindividuation.
- ✓ **Helping:** bystander effect, reciprocity norm, social exchange explanations for altruism.

Motivation and emotion

- ✓ **Motivation theories:** drive-reduction, arousal (Yerkes-Dodson: optimal arousal), self-determination (intrinsic vs extrinsic), incentives.
- ✓ **Conflicts (Lewin):** approach-approach, approach-avoidance, avoidance-avoidance.
- ✓ **Hunger regulation:** hypothalamus + ghrelin (↑hunger), leptin (satiety).
- ✓ **Emotion:** interactions of physiological arousal & cognitive appraisal (Schachter-Singer), facial-feedback; broaden-and-build for positive emotions; display rules vary culturally.