


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 of conservation) → concrete operational (logic about concrete events) → formal operational (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 intelligence 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-the-door, door-in-the-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:** physiological arousal & cognitive appraisal interact (Schachter-Singer), facial feedback; broaden-and-build for positive emotions; display rules vary culturally