

Major Theorists & Research Studies in Psychology

From Joe Cravens, Dr. Phillips High School

Rene Descartes: Dualism (mind and body are separate entities)

John Locke: Tabula Rasa Theory (you were born a blank slate)

Wilhelm Wundt: Father of modern psychology / introspection to study structuralism / selective attention / voluntarism = we control our attention, which in turn effects other psychological processes (memory, thought, perceptions)

William James: America's first psychologist / first psych textbook / functionalism

Ivan Pavlov: Dogs and the salivary response / classical conditioning / *Does his name ring a bell?*

Psychoanalytic / Psychodynamic

Sigmund Freud: This is your unconscious not speaking to you / Id, Ego, Superego, stages of psychosexual development; oral, anal, phallic, latent, and genital / libido / transference

Alfred Adler: Are you compensating for your inferiority complex? / Birth order / proposed that people are motivated more by feelings of inferiority than sexual instincts / are you 'compensating' for something?

Anna Freud: Are your Ego Defense mechanisms working?

Hermann Rorschach: Inkblots as projective tests

Karen Horney: Feminist's perspective with womb envy

Henry Murray: Thematic Apperception Test (TAT) / the need for achievement

Carl Gustav Jung: collective unconscious / mandala / archetypes / rational individuals – are people who regulate their actions by the psychological functions of thinking and feeling / irrational individuals are people who base their actions on perceptions, either through the senses (sensation) or through unconscious processes (intuition). Anima = female archetype as expressed in the male personality, animus = male archetype as expressed in the female personality. Introverts vs. extraverts.

Erik Erikson: The stages of Psychosocial Development / adolescent identity crisis / lifespan development

James Marcia: Identity Status (*based on the work of Erikson*)

- **Identity Diffusion** – the adolescent has not yet experienced a crisis or made any commitments. Not only are they undecided about occupational and ideological choices, they are also likely to show little interest in such matters.
- **Identity Foreclosure** – the adolescent has delayed a commitment, seemingly accepting another's identity regarding their future (e. g. allowing a parent to determine a career direction)
- **Identity Moratorium** – the adolescent who is in the midst of a crisis but whose commitments are either absent or are only vaguely defined.
- **Identity Achievement** - the adolescent has gone through an identity crisis and has made a commitment to a sense of identity.

Psychobiological

James K. Olds: Rat brains and stimulation.... “*I will now electrify the grid*” / rats preferred zapping their hypothalamus to eating and sex = same for cocaine addicts?

Michael Gazzaniga / Roger Sperry: Split-Brain studies (left brain analytical, vocabulary / right artistic, creative)

Walter Gary Cannon (w/ Bard)... arousal and perception occur simultaneously to create an emotion?

Robert Yerkes: *Yerkes-Dodson Law* = Easy tasks are performed best at high levels of arousal, difficult at low and moderate tasks at moderate levels of arousal.

Robert Zajonc: Basic emotional facial expressions are universal / social facilitation studies: demonstrated that social facilitation and social impairment are not contradictory but both related to arousal / what is most likely to happen will probably happen (the audience effect) / Defender of Cannon-Bard / Mere Exposure Effect

BEHAVIORAL:

E. L. Thorndike: Puzzle box for cats! Law of Effect: pleasant consequences are likely to be repeated!

John B. Watson: Little Albert and the white rat – what we fear is learned? Everything is learned!

B. F. Skinner: The ‘*Skinner Box*’ & *schedules of reinforcement*. Free will is an illusion; all behavior is determined by external forces; Punishers & reinforcers / primary vs. secondary reinforcers / Walden II / language is learned!

Mary Cover Jones: Classical conditioning applied to therapy = Systematic Desensitization

COGNITIVE & SOCIAL LEARNING

Jean Piaget: sensorimotor, preoperational, concrete operational, formal operational, schema, object permanence, stranger anxiety, egocentrism, conservation, three mountains task

Lawrence Kohlberg: The stages of moral development.....thinking about Heinz’s dilemma!

David Elkind: (built on Piaget’s views). *Imaginary Audience* – teenagers view that they’re constantly being viewed by others. *Personal Fable* – teens view that they’re unique, important, and invulnerable (*i.e. being bullet-proof, and the first to ever fall-in-love*)

Lev Vygotsky: Opposed Piaget in determining cut-offs / Importance of inner-speech in learning / He used the concept of zone of proximal development (ZPD), where if a kid is in that area between two of Piaget’s levels, he can actually move more quickly up with training specific to the tasks. In other words, why wait for the age-appropriate cut off, jump start development with assistance.

Edward Tolman: Purposive behavior / latent learning with rats; cognitive maps

Julian Rotter: Locus of control theory (Are you the master of your own fate? / Cognitive view of motivation: *expectancy + valence = behavior*)

Herman Witkin: *Field Dependence* – learning style where individuals consistently rely on more external (environmental) cues. vs. *Field Independence* – learning or processing style where individuals rely more on external cues for information.

Albert Bandura: The Bobo Studies and Observational Learning – Social Learning theory. Reciprocal determinism / Self-Efficacy

Walter Mischel: Just because you're shy in one situation, doesn't mean you're shy in all situations! /

Noam Chomsky: Language Acquisition Device / We're biologically pre-wired for language (it's innate)

Benjamin Whorf: Is language relative to my thinking? Linguistic Relativity Hypothesis

Robert Rosenthal: Pygmalion in the classroom / self-fulfilling prophecy - what you expect is what you get? / Rosenthal effect (unintentional experimenter bias)

Robert Rescorla: Conditioning studies: demonstrated that there's a cognitive component to classical conditioning / the CS predicts the US, therefore the organism learns to predict the impending US. Pavlov's theory on classical conditioning is that the CS becomes a substitution for the US (stimulus substitution), later behaviorists explained the CS as being 'paired' with the US (contiguity theory).

John Garcia: Conditioning studies: taste aversion & classical conditioning can be really bad for your rat's health / some conditioned responses are nearly impossible to create (acquire), while taste aversion is really easy – even with a long CS-US delay / he attributed this to genetics. Research supported the idea of 'preparedness' (we're predisposed to be more easily conditioned to naturally occurring situations).

Leon Festinger: *Cognitive Dissonance Theory*. Attitudes can shift when there's an inconsistency in my beliefs, values, and attitudes.

Fritz Heider: Attribution theory / the fundamental attribution error / defensive attribution – we attribute successes to internal factors and failures to external factors.

Albert Ellis: RET (Rational Emotive Therapy). Identify the irrational thinking and replace it w/rational thinking to produce a happier, healthier cognitivist! A (activating event) + B (irrational belief) = C (emotional consequence)

Aaron Beck: Depression from irrational thoughts? / The Beck Scale; Cognitive triad- personal, stable and global attribution style of depression (I am lousy, I am always lousy, I am lousy at everything)

Martin Seligman: Learned helplessness: the tendency to give-up any effort to control the environment when an organism believes that it has no control; shocking dogs / Learned Optimism / positive psychology

Stanley Schacter (w/Jerome Singer): Two Factor theory of emotion. Arousal + the perception = emotion (just because I'm crying doesn't mean I'm sad)

Elizabeth Loftus (w/Palmer): How fast were the cars going when they '*smashed*' into each other? / Was there broken glass? / *Misinformation effect* / debunked the repressed memory fad

Mihaly Csikszentmihalyi: the concept of Flow / skill level balanced with challenge / positive attitude towards facing challenges / optimal experience / positive psychology

Daniel Kahneman: *Availability Heuristic* = Basing judgments on what most readily (recent) comes to mind. *Representative Heuristic* = judgments on how well something matches your prototype. *Anchoring Heuristic* = judgments placing too much weight on one piece of information. *Affect Heuristic* = decisions based on how one 'feels' at the time of the judgment.

Diana Baumrind: Three major parenting styles. The *authoritarian* parent, the *authoritative* parent, the *permissive* parent, and latter adding the *uninvolved* parent

Humanistic / Phenomenological

Carl Rogers: Unconditional positive regard. Man is basically good. How does that make you feel? / Reflective, non-directive helping / Q-sort / non-confrontational / *Self-esteem* depends on the gap between *ideal-self* and *self-image*. / *Person-centered or client-centered therapy NOT patient!*

Abraham Maslow: Hierarchy of needs theory / are you self-actualized?

Rollo May: Reaching your potentialities

GESTALT

Wolfgang Kohler: Did he show that Sultan had insight? He thought so! Along with **Fritz Perls** (*gestalt therapies*) & **Max Wertheimer** were pioneers of the Gestalt movement. The whole is greater than the sum of its parts!

TRAIT PARADIGMS

Gordon Allport: Cardinal dispositions, central dispositions, common traits /

Raymond Cattell: Personality trait theory / 16PF (16 personality factors test) factor analysis / crystallized vs. fluid intelligence?

Hans Eysenck: biological traits and temperaments /

Charles Spearman: ‘g’ factor – One underlying, general trait of intelligence?

P. Costa & R. McCrae: ‘The Big Five’ personality traits = **OCEAN** (openness, conscientiousness, extraversion, agreeableness, neuroticism)

Milestones

Kurt Lewin: leadership studies with implications for parents / Authoritative v. Authoritarian?

Jerome Kagan: an inherited predisposition toward self-control in the Chinese?

Elton Mayo: Western Electric and the *Hawthorne Effect* – when being observed or studied IS the intervening variable ‘*Reactivity*’.

Harry Harlow: Monkeys without Mothers (preference to the cloth mother / attachment studies)

Carol Gilligan: Female perspectives on development “What would Han’s wife think?”

Mary Ainsworth: Strange Situation Test....Are you securely attached?

Hermann Ebbinghaus: Rapid decay of memory / spacing effect / serial position effect

Bluma Zeigarnik: Unfinished tasks are remembered better than finished tasks.

Hans Selye: alarm + Resistance + exhaustion = General Adaptation Syndrome - (**GAS=ARE**)

Solomon Asch: Conformity Studies. Peer Pressure is concentrated on seat number 6

Stanley Milgram: Obedience Studies. You must continue teacher. Were you shocked by his results?

Muzafer Sherif: Conflict & Cooperation Studies (Superordinate goals bring us together?)

Charles Osgood: Graduated and reciprocated initiatives in tension-reduction '**GRIT**'

Norman Triplett: Social Facilitation: When others are doing the same thing – I work harder!

Phillip Zimbardo: The Stanford prison studies /ethics anyone? / Role-playing can be very dangerous to your behavior.

Bibb Latane & John Darley: Bystander (altruism) Intervention Studies / Alone or with others makes a difference!) / Remembering Kitty Genovese /

Thomas Moriarty: Someone spent their summer stealing the same girl's radio. / If you want help ask!

Ellen Langer Studies: (treating cadets like pilots improved their vision – because we know pilots have good vision). (Her study supports signal detection theory).

Alfred Binet: the first real intelligence test.

Lewis Terman: The first I.Q. / Stanford-Binet Intelligence test / intelligence is genetic

Robert Sternberg: the triarchy of intelligence (*practical vs. creative vs. experiential*)

Howard Gardner: Multiple intelligence theory / MI proposes 7-9 different facets of intelligence

James Flynn: The World's I.Q. norms are shifting to the right.

Daryl Bem: Cross-situational consistencies of behavior / self-perception theory (people often infer their attitudes from their behavior) / believes that self-perception, not dissonance explains why some people believe their own lies.

Sandra Bem: *Androgyny theory* – when a person displays a balance between masculine and feminine traits
Bem Sex-Role Inventory / masculinity and femininity on two continuums not one?

David Rosenhan: Checked eight subjects (including himself) into mental hospitals, then were diagnosed paranoid because they were taking notes / "*Being sane in insane places*" / "*Whose crazy here anyway?*"

Allen & Beatrix Gardner: Taught Washoe the chimpanzee how to use basic sign language / controversial as many have criticized that the telegraphic level the chimp achieved, didn't meet the basic criteria for language.

Irving Janis: Groupthink (when small group bonding overrides thinking)