



Development & Motivation

Lifespan Development

Lifespan Development: The study of how individuals change, grow, and remain the same throughout their lives, from conception to death. It examines physical, cognitive, social, intellectual, perceptual, personality and emotional growth.

Key Areas:

- **Physical Development:** Changes in the body and brain.
- **Cognitive Development:** Changes in mental processes like learning, memory, and language.
- **Psychosocial Development:** Changes in emotions, personality, and social relationships.

Piaget's Cognitive Theory:

A theory explaining how children's thought processes develop from infancy to adolescence, progressing through distinct stages:

- **Sensorimotor (0-2 years):** Learning through senses and actions.
- **Preoperational (2-7 years):** Development of symbolic thinking and egocentrism.
- **Concrete Operational (7-11 years):** Logical thought about concrete events.
- **Formal Operational (12+ years):** Abstract thought and hypothetical reasoning.

Personality & Social Psychology

Personality Psychology

Levels of Consciousness:

- **Conscious:** Current awareness.
- **Preconscious:** Accessible memories and stored knowledge.
- **Unconscious:** Thoughts, feelings, and memories that are inaccessible to conscious awareness.

Personality Traits:

Enduring patterns of thoughts, feelings, and behaviors that define an individual's personality.

The Big Five personality traits (OCEAN):

- **Openness:** Imaginative, curious, and open to new experiences.
- **Conscientiousness:** Organized, responsible, and disciplined.
- **Extraversion:** Outgoing, sociable, and assertive.
- **Agreeableness:** Cooperative, compassionate, and empathetic.
- **Neuroticism:** Anxious, moody, and emotionally unstable.

Motivation Theories

Locus of Control:	The extent to which individuals believe they can control events affecting them. <ul style="list-style-type: none">• Internal: Belief that one's actions directly influence outcomes.• External: Belief that external forces (luck, fate) determine outcomes.
Drive Reduction Theory:	Motivation arises from the need to reduce internal drives (e.g., hunger, thirst) to maintain homeostasis.
Maslow's Self-Actualization:	The highest level in Maslow's hierarchy of needs, representing the realization of one's full potential and capabilities.

Social Psychology

Forming Relationships:	Factors such as proximity, similarity, physical attractiveness, and reciprocity influence the formation of interpersonal relationships.
Birth Order:	The psychological impact of being born first, middle, or last in a family, often associated with different personality traits and roles.
Cooperation:	Working together towards a common goal. Essential for social harmony and group success.
Pygmalion Effect:	Higher expectations lead to an increase in performance. Also known as self-fulfilling prophecy.
Cognitive Dissonance:	The mental discomfort experienced when holding conflicting beliefs, values, or attitudes, leading to attempts to reduce the discomfort.
Bystander Effect:	The tendency for individuals to be less likely to help someone in need when others are present, due to diffusion of responsibility.
Persuasion Techniques:	Strategies used to influence attitudes or behaviors, such as: <ul style="list-style-type: none">• Central Route: Using logical arguments and facts.• Peripheral Route: Appealing to emotions or superficial cues.
Group Dynamics:	The interactions and processes within a group, including leadership, communication, conflict, and decision-making.

Stress & I/O Psychology

Stress, Lifestyle, & Health

Stress Coping Styles: <ul style="list-style-type: none">Problem-Focused: Addressing the source of stress directly.Emotion-Focused: Managing the emotional reactions to stress.
Types of Stressors: <ul style="list-style-type: none">Acute Stress: Short-term stress from specific events.Chronic Stress: Long-term stress from ongoing situations.
Biofeedback: <p>A technique using electronic monitoring of physiological responses to gain control over involuntary functions (e.g., heart rate, muscle tension) to reduce stress.</p>
Appraisal: <p>The cognitive process of evaluating the significance of a stressor.</p> <ul style="list-style-type: none">Primary Appraisal: Assessing whether the stressor is a threat.Secondary Appraisal: Evaluating the resources available to cope with the stressor.
Burnout: <p>A state of emotional, physical, and mental exhaustion caused by prolonged or excessive stress.</p>
Control and Stress: <p>The perception of control over stressors can significantly reduce their impact on mental and physical health.</p>

Psychological Disorders & Treatment

Treatment of Psychological Disorders

Deinstitutionalization:	The process of shifting care for individuals with mental illnesses from large, state-run institutions to community-based settings.
Cognitive Approaches:	Therapies focused on changing maladaptive thought patterns and beliefs to improve emotional and behavioral functioning.
Behavioral Approaches:	Therapies focused on changing observable behaviors through techniques such as conditioning and reinforcement.
Pharmaceuticals:	The use of medications to manage symptoms of psychological disorders by altering brain chemistry.
Types of Psychotherapy:	<ul style="list-style-type: none">Play Therapy: Using play to help children express and process emotions.Humanistic Therapy: Emphasizing self-awareness and personal growth.Exposure Therapy: Gradually exposing individuals to feared stimuli to reduce anxiety.

I/O Psychology

Work-Family Balance:	The equilibrium between an individual's work responsibilities and family obligations.
Flow:	A state of complete absorption in an activity, characterized by a loss of self-consciousness and a sense of intrinsic enjoyment.
Hawthorne Effect:	The alteration of behavior by the subjects of a study due to their awareness of being observed.
What do I/O Psychologists do?	Apply psychological principles to the workplace to improve employee well-being, productivity, and organizational effectiveness.

Psychological Disorders

Social Anxiety Disorder: <p>Characterized by intense fear and avoidance of social situations due to concerns about being judged or embarrassed.</p>
Body Dysmorphic Disorder: <p>A preoccupation with perceived defects or flaws in one's physical appearance that are not apparent or appear minor to others.</p>
ADHD (Attention-Deficit/Hyperactivity Disorder): <p>A neurodevelopmental disorder characterized by inattention, hyperactivity, and impulsivity.</p>
OCD (Obsessive-Compulsive Disorder): <p>A disorder characterized by recurrent, unwanted thoughts (obsessions) and repetitive behaviors (compulsions) that individuals feel driven to perform.</p>