

## Ch. 14

### Section 2:

- unconscious - part of the mind that contains material of which we are unaware but that strongly influences conscious processes and behaviors.
- preconscious - thoughts that can be recalled with relatively little effort.
- id - part of the unconscious personality that contains our needs, drives, instincts, and repressed material.
- pleasure principle - seeking immediate gratification of desires.
- ego - part of the personality that is in touch with reality and strives to meet the demands of the id and the superego in socially acceptable ways.
- reality principle - rational thought personality.
- superego - part of the personality that is the source of conscience and counteracts the socially undesirable impulses of the id.
- moral principle - moral source of conscience.
- defense mechanisms - certain specific means by which the ego unconsciously protects itself against unpleasant impulses or circumstances.
- rationalization - making up acceptable excuses for behaviors that cause us to feel anxious.
- repression - pushing painful thoughts and memories out of consciousness down to the unconscious.
- denial - refusing to accept the reality of something that makes you anxious.
- projection - when inner feelings are thrown, or projected, outside the self and assigned to others.
- reaction formation - replacing an unacceptable feeling/urge with an opposite one.
- regression - going back to an earlier, less mature pattern of behavior.
- displacement - occurs when you cannot take out your anger on the source of your frustrations, so you displace it or take it out on a less powerful person.
- sublimation - redirecting a forbidden desire into a socially acceptable desire.
- collective unconscious - storehouse of instincts, urges, and memories of the entire human species throughout history.
- archetypes - inherited ideas, based on the experiences of one's

ancestors, which shapes one's perception of the world.

inferiority complex - pattern of avoiding feelings of inadequacy rather than trying to overcome their source.

- lifestyles - pattern of satisfaction that comes from simple acts and overcoming inadequacies throughout life.

### Sec. 3

behaviorism - belief that the proper subject matter of psychology is objectively observable behavior, and nothing else.

contingencies of reinforcement - the occurrence of rewards or punishments following particular behaviors.

- observational learning - a person acquires a new behavior by watching the actions of another person.

- reciprocal determinism - ~~occurs among~~ interaction that occurs among the observing individual, the behavior of that individual, and the environment in which the behavior occurs.

- self-efficacy - our view of our ability to succeed.

- outcome expectations - the development of an expectancy of success.