

## Examrace

# Fundamental Technical Terms in Psychology for Competitive Exams

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- Cognitive Dissonance Theory: Festinger
- Thurstone: Equal Appearing Scale
- Likert: Summated Ratings Scale
- Bogardus: Social Distance Scale
- Guttman: Scalogram
- Osgood: Semantic Differential Techniques
- Adorno: F-Scale
- Spranger: Types of Man and 6 Types of Values
- Balance Theory (Attitude) : Heider and Newcomb
- Congruity Theory (Attitude) : Osgood and Tannenbaum
- Marijuana is called as Cannabis Sativa
- Delta Waves: Deep Sleep
- In Stage I of Sleep There are No Alpha Waves
- Shift of vision from cones to rods is Called as Purkinje Phenomena
- Visual Apparatus arise when body of the pilot is in rotation with aircraft and is called as Coriolis Phenomena
- Cell Assembly Phase Sequence Theory (Perception) : Hebb
- Adaption Level Theory (Perception) : Helson
- Motor Adjustment Level Theory: Freeman
- Sensory Tonic Field Level Theory: Werner and Wapner
- Attribution: Process of Making Inferences about the Traits
- Validity Measures what it is Made for and is of 4 Types as Content, Predictive, Concurrent and Construct
- Reliability Tests Consistency

- DSM is the Diagnostic and Statistical Manual of Mental Disorders by American Psychiatric Association
- Types of Behavior Modification:
  - Flooding: at Random and at Once
  - Systematic Desensitization: Slow and Gradual
  - Exposure and Response: Need to Protect
- Relaxation: Do it Easy and do not worry
- Anxiety: Gaba
- Obsessive Compulsive Disorder: Serotonin
- Phobia: Given Beta Blockers as Medication
- Kleptomania: Steal Meaningless Things
- Fetishism: Worship God
- Dissociative Hysteria is More Serious and Personality Disintegration Occurs
- Broca's Area in Brain: Motor Speech and Expression and Fluency
- Wernike's Area: Sensory Speech and Comprehension and Temporal Lobe
- Physical to Nervous Energy is Called as Transduction
- Mutism: Know what to Say but cannot Say
- Ambivalence: Inability to Decide for or Against
- Von Domarus Law: Lord Ram is Hindu, I Am Hindu so I Am Lord Ram
- Psycho-Cybernetic Imagery: Use imagination to create vivid images
- Krutchfield Described Leadership as Authoritarian and Democratic
- Anosmia: Loss of Smell
- Anopia: Loss of Sight
- Analgesia: Loss of Pain
- Astasia: Loss of Walking
- Anacusia: Loss of Hearing
- Type A Personality: Restless and Achieving, Sustained aggression, Ambition, Competitiveness, Urgency, Impatience
- Type B Personality: Less Motivated

- Somnambulism: Walk in Sleep
- Neurasthenia: Excessive Fatigue
- Emotional Wheel by Plutchik
- Level of Aspiration by Dembo, 1931
- Alienation: Detachment from Self and Society
- Apathy: Void of Emotions
- Transformational Generative Grammar Concept by Chomsky
- Important Concepts Emphasized by Psychologists:
  - Jung: Unconsciousness (Neo-Freudian)
  - Alder: Individual or Perfection (Neo-Freudian)
  - Horney: Environmental (Neo-Freudian)
  - Fromm: Success and Failure of Society (Neo-Freudian)
  - Erikson: Social Interaction (Neo-Freudian)
  - Reinforcement Learning: Dollard and Miller
  - Social Learning: Bandura and Walters
  - Client Centered Therapy: Rogers
  - Rational Emotive Psychotherapy: Albert Ellis
  - Primal Therapy: A. V. Janov: Recollection of Painful Experiences
  - Logotherapy: V. E. Frankl: Spiritual Aspect: Paradoxical Intention
  - Psychodrama: Moreno
  - Transactional Analysis: Berne
  - Crisis Therapy: Caplan
  - Interpersonal Psychotherapy: Klerman
  - Relaxation Therapy: Jacobson
  - Assertive Training: Wolpe
- Term Behavior Therapy by Eysenck
- Halo Effect: Answer is Chosen to Fit Previously Chosen Answers and Response Become what is Expected by Observer
- Hawthorne Effect: Researchers Alter the Situations by Their Presence

- IQ was Proposed by Stern and Ratio IQ by Terman
- Term Projective Test Given by L. K. Frank
- TAT: Thematic Appreciation Test by Morgan and Murray
- Rorschach Test by Swiss Hermann Rorschach
- Hypnosis: Suggestions Given to the Subjects Who Begin to Work Accordingly
- First Formal Psychological Laboratory in USA at John Hopkins University in 1883
- Classical Conditioning (S Type) : Pavlov
- Positive Reinforcement: Thorndike
- Operant Conditioning (R Type) : Skinner
- Insight Theory: Kohler
- Pavlov Was Awarded Nobel Prize in 1904 for His Research on Digestive Glands
- Human Brain has 150 Billion Neurons
- Hysteria is Associated with Tics
- Schizophrenia is Associated with Split Personality
- Tolman: Cognitive Learning
- Programmed Learning: Pressey
- Probability Learning: Brunswik
- Neurons: Afferent or Sensory are Body to Spinal Cord
- Efferent or Motor are Spinal Cord to Body
- Swift Potential Difference = Spike Potential
- Depolarization = All or None Law
- Left and Right Hemisphere are Connected by Corpus Callosum
- Medulla Oblongata: Body Balancing, Respiratory, Circulation and Reflex
- Anterior Hypothalamus: Parasympathetic: Temperature and Motivation and is Relaxed
- Posterior Hypothalamus: Sympathetic: Control Carbohydrate, Fat and Water and is Aroused
- Monocular Cues: Each Eye Can See Independent of Each Other
- Binocular Cues: Both Eyes Focus to See a Common Object
- Empathy Theory of Illusion: Lipps

- Eye Movement Theory of Illusion: Cohen and Festinger
- Prejudice: Preconceived attitude towards some object or individual and is part of affective behavior
- Stereotype: Term by Lipman: cause false classification attached to like and dislikes and is cognitive behavior
- Catharsis: Relieving of emotions by any means including yelling or crying
- Endogamy: Member of a Caste Marry among Themselves
- Queuing: Delaying information processing during peak periods
- Discrimination is a Behavioral Aspect
- Zullner Illusion: 4 Lines are Parallel but do not look so
- Poggendorff Illusion: The vertical lines cutting the 2 parallel horizontal lines are two in number but looks like one
- Ebbinghaus: Forgetting Curve: Discovered speed of learning and speed of forgetting
- Descartes: 1<sup>st</sup> Psychologist of Modern Psychology of 17<sup>th</sup> Century
- Aristotle: Primary Law of Associations
- British Empiricists and Association: Hume, Hartley and Mill
- John Locke: Radial Environment: Tabula Rasa
- Wundt: 1<sup>st</sup> Psychology Laboratory in the World 1879 at Lipzing University in Germany on sensation and introspection
- Binet and Simon in France: Intelligence Test
- Galton: Mental Measurements and Individual Differences
- Oswald Kulpe: 1896: Established Psychology Laboratory at Wurzburg to study complex phenomena of thinking, memory and judgment
- Overt Behavior: As Observed by Others
- Covert Behavior: As Within Individual
- Hormic or Purposive: William Mac Dougall: Inspiration and Instinct
- 1<sup>st</sup> Psychology Laboratory in India at Calcutta University in 1916 by Dr. N. N. Sengupta
- 1924: Spearman's Student M. V. Gopalswami Established Psychology Laboratory in Mysore University
- 1925: Indian Science Congress Considered it in Yearly Conference
- 1926: Indian Journal of Psychology

- 1942: Journal of Education and Psychology
- 1922: Indian Psychiatric Association and 1947 Started the Journal 'Samiksha'
- For 1<sup>st</sup> Time in India C. H. Rice Developed Indian Adaptation of Binet Performance
- Structuralism: By Wundt and His Student Titchner at Cornell University: Introspection and Self-Observation
- Functionalism: William James, Dewey (Reflex Arc Concept) , Dynamic Psychology
- Behaviorism: by J. B. Watson
- Gestalt: 1912 Germany by Kohler, Koffa and Wertheimer: Wholeness Concept
- Cones in Eyes: Daytime Light
- Rods in Eyes: Night Time Vision
- Left Hemisphere of Brain: Analytical, Logical, Mathematical, Cause and Effect and Language Areas
- Right Hemisphere of Brain: Images, Sensory Input, Synthesis of Information, Artist, Composer, Recognition and Spatial Ability
- Visual Area: Occipital Lobe
- Hearing and Taste: Temporal Lobe
- Touch, Pain and Pressure: Parietal Lobe
- Placebo: Pharmacologically Inactive but Told to have Desired Effect
- Camouflage Works because it Breaks up the Contours
- Operant Conditioning: Shaping
- Classical Conditioning: Auto-Shaping
- Reconstruction: Confabulation
- Sympathetic Nervous System: Noradrenaline: Accelerate All
- Parasympathetic Nervous System: Acetylcholine: Work opposite to Sympathetic Nervous System
- Information Processing Theory: Atkinson-Shiffrin
- Heavy Drinking Leads to Brain Damage: Korsaff Syndrome
- Linguistics: Study of Language
- Psycholinguistics: Use Language to Understand and Generate
- Opponent Process Theory: Hedonistic View

- Machiavellianism by Machiavelli: Advice to Rulers to Maintain Power
- Lie Detector: Polygraph
- Freud: Interpretation of Dreams
- Non Parametric Tests: Chi Square Test
- Positive Skewness: Mean is Maximum and Mode is Minimum
- Dispersion: Amount of Variation
- Skewness: Direction of Variation
  - 1<sup>st</sup> Moment by Origin: Mean
  - 2<sup>nd</sup> Moment by Origin: Variance
  - 3<sup>rd</sup> Moment by Origin: Skewness
  - 4<sup>th</sup> Moment by Origin: Kurtosis (Flatness-Platykurtic and Peakedness-Leptokurtic)
- Rank Correlation in Psychology by Spearman: 1904
- F-Test by Fisher: Find out whether two independent estimates of population variance differ significantly
- ANOVA: Analysis of Variance: Fischer: To test whether means of more than two quantitative populations are equal and based on the assumptions of Normality, Homogeneity, and Independence of Error.
- Inductive: Factual and Deductive: Based on Assumptions

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