You should be able to identify who these people are – what are they known for in Psychology!

**Key People**

Maslow Rotter Selye

McClelland Lewin Ekman

Dweck Lorenz

You should be able to define/explain/and provide an example (when appropriate) for the following terms. In addition, please remember this list should be used in combination with your textbook[[1]](#footnote-1).

**Key terms/concepts**

* Instinct (fixed- action pattern)/Instinct theory
* Imprinting
* Incentive theory
* Drive-reduction theory
* Homeostasis
* Arousal theory
* Humanistic theory and Hierarchy of needs
* Peak experiences
* Evolutionary theory
* Theory X/Theory Y
* Overjustification
* Learned helplessness
* Locus of control
* Intrinsic motivation
* Extrinsic motivation
* Self efficacy
* Achievement motivation **( David McClelland - TAT)**
* Set point (hunger motivation/weight)
* Anorexia nervosa, bulimia nervosa, and binge-eating disorder
* Lesions to the Ventromedial hypothalamus or the lateral hypothalamus
* Motives in conflict
* Cross-cultural perspective on motivation: Individualism v. Collectivism
* Universal facial *expressions* ***(Paul Ekman)***
* Display rules
* Microexpressions
* Lateralization of emotion (positive emotions are controlled by the left hemisphere of brain and negative are controlled by the right)
* Schachter-Singer Two-factor theory
* James-Lange Theory
* Facial feedback hypothesis
* Cannon-Bard Theory
* Opponent-Process Theory
* Cognitive appraisal Theory
* Types A/B/C personality
* Hardy personality type (hardiness)
* General Adaptation Syndrome (GAS)
* Stages of stress (alarm, resistance, exhaustion)
* Phases of sexual response (sexual motivation)
* Master’s and Johnson and the Kinsey studies
* **Yerkes-Dodson law/inverted U diagram**



1. This means I can still test terms that were in your book, but not on this list ☺ [↑](#footnote-ref-1)