

## Psychology base

1. What is psychology?  
**Psychology is the study of mind and behavior.**
2. The word “psychology” comes from the ...  
**Greek word**
3. Beginning of psychology is  
**Philosophy**
4. Psychology as an independent experimental field of study began in ...  
**1879**
5. General psychology is the study of the  
**basic theories, principles and methods of psychology**
6. Personality psychology focuses on ...  
**understanding how personality develops as well as the patterns of thoughts, behaviors, and characteristics that make each individual unique.**
7. Sports psychology is the  
**study of how psychological factors influence sports, athletic performance, exercise, and physical activity**
8. Social psychology focuses on  
**group behavior, social influences on individual behavior, attitudes, prejudice, conformity, aggression, and related topics**
9. Who opened the first psychological laboratory?

## Wilhelm Wundt

10. Types of Psychotherapy:  
**Individual therapy, Couples therapy, Family therapy, Group therapy**
11. What is Consciousness?  
**Your awareness of yourself and the world around you.**
12. What Is the Unconscious?  
**Reservoir of feelings, thoughts, urges, and memories that outside of conscious awareness.**
13. The term "unconscious" was first coined by the...  
**Friedrich Schelling**
14. Sigmund Freud developed a method of psychotherapy known as ...  
**Psychoanalysis**
15. Behaviorists focus on ...  
**Behavior-environment relations**
16. Biological psychology is the scientific study of the ...  
**Biological substrates of behavior and mental states.**
17. What is a Psychologist?  
**Scientists, researchers, therapists and clinicians whose study of human behavior helps to addresses many contemporary issues related to**

**interpersonal relationships, public health, crime and terrorism, education, the economy, and healthcare.**

18. Humanism embraces ...

**The concepts of self, self-esteem, self-actualization, and free will.**

19. What is the psyche?

**Totality of the human mind, conscious and unconscious.**

20. Abnormal psychology is ...

**The study of abnormal behavior and psychopathology**

21. What is a social influence?

**Norms and rules imposed by society stereotypes**

22. What is personality?

**Characteristic patterns of thoughts, feelings, and behaviors that make a person unique**

23. Five personality factors that contribute to the formation and development of a human personality is ...

**biological, cultural, family, social, situational**

24. What are the big five dimensions of personality?

**openness, conscientiousness, extroversion, agreeableness, neuroticism**

25. Extraversion is ...

**Excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness**

26. Neuroticism is ...

**Trait characterized by sadness, moodiness, and emotional instability.**

27. What are the functions of the Id?

**Operates at an unconscious level and focuses solely on instinctual drives and desires.**

28. What are the functions of the Ego?

**Acts as both a conduit for and a check on the id, working to meet the id's needs in a socially appropriate way.**

29. What are the functions of the Superego?

**Portion of the mind in which morality and higher principles reside, encouraging us to act in socially and morally acceptable ways.**

30. Temperament is

**Set of genetically determined psychic qualities a person possesses.**

31. The basic types of temperament are:

**sanguine, choleric, melancholic, phlegmatic**

32. Ernest Kretschmer's Classification of personality characteristics includes:

**pyknic, asthenic, athletic, dysplastic.**

33. How called are people who are short and having round body?

**Pyknic type people**

34. How called are people with slender or slim body?

**Athletic type people**

35. Determinants of personality:

**Biological, Social, Cultural, Physical, Situational**

36. Five-factor model of Personality:

**Openness, conscientiousness, extroversion, agreeableness, neuroticism**

37. Types of temperament:

**Choleric, Sanguine, Phlegmatic, Melancholic**

38. Self-regulation is ...

**The ability to monitor and manage your energy states, emotions, thoughts, and behaviors in ways that are acceptable and produce positive results such as well-being, loving relationships, and learning.**

39. Self-regulation involves the whole person including 4 aspects:

**Physical, Emotional, Mental, Social.**

40. Self-regulation methods:

**Planning, Monitoring, Reflection.**

41. In Freudian theory, the human mind is structured into two main parts:

**Conscious and unconscious mind.**

42. The conscious mind includes

**all the things we are aware of or can easily bring into awareness.**

43. The unconscious mind includes

**all of the things outside of our awareness - all of the wishes, desires, hopes, urges, and memories that lie outside of awareness yet continue to influence behavior.**

44. Motive (or motivation) is ...

**a need, want, interest, or desire that propels someone (or an organism) in a certain direction.**

45. Motivational psychology is a study of ...

**how biological, psychological, and environmental variables contribute to motivation.**

46. Self-motivation is ...

**generally driven by intrinsic motivation that comes from a sincere wish to achieve and the desire for the inherent rewards associated with it.**

47. What kind of process is motivation?

**Internal process**

48. We will also be motivated by ...

**Goals, values, and desires.**

49. Who explained motivation through the satisfaction of needs arranged in a hierarchical order?

## **Abraham Maslow**

50. Needs are ...

**conditions within the individual that are essential and necessary for the maintenance of life and the nurturance of growth and well-being.**

51. Herzberg's two-factor theory is ...

**motivation-hygiene theory**

52. The best kind of motivation is ...

**self-motivation**

53. Self-motivation ...

**it's a drive that makes you work toward your goals, to put effort into self-development, and to achieve personal fulfillment.**

54. Intrinsic motivation is ...

**the motivation to engage in a behavior arises from within the individual.**

55. Extrinsic motivation ...

**refers to behavior that is driven by external rewards.**

56. Emotion is ...

**often defined as a complex state of feeling that results in physical and psychological changes which in their turn influence thoughts and behavior.**

57. Levels of emotional intelligence including ...

**emotional perception, using emotions, understand emotions, manage emotions.**

58. Tips for Improving EI:

**Listen, Empathize, Reflect**

59. Five components of Emotional Intelligence:

**Self-awareness, Self-regulation, Motivation, Empathy, Social Skills.**

60. According to Maslow's theory \_\_\_\_\_ is the highest in the hierarchy.

**Self-actualization needs**

61. Choose appropriate definition of Motivation

**an individual's intensity, direction and persistence.**

62. Maslow's hierarchy of needs is arranged in which order?

**physiological, safety, social, esteem, and self-actualization**

63. According to Maslow's hierarchy of needs, when all of the physiological needs are met, people tend to become concerned with which of the following?

**Safety needs**

64. Types of motivation is ...

**External, internal, steadily, unsteadily**

65. The most famous scientist who developed a hierarchical motivation model was:

**Abraham Maslow**

66. What is the greatest motivator?

**the most powerful motivator of all is fear**

67. Motivation comes from the word...

68. Motivation is...

**an internal process**

69. Extrinsic motivation

**an award or a good grade**

70. Self-motivation is ...

**the force that drives you to do things**

71. EQ ...

**determines how you interact and treat people in your life, it shows how you are going to cope with pressures or face the crises.**

72. IQ ...

**determines your competencies and individual capacities.**

73. The emotions are ...

**behavioral, cognitive and physiological patterns that occur in response to a given stimulus.**

74. Emotion is a complex psychological state that involves three distinct components:

**Subjective experience, Physiological response, Behavioral or expressive response.**

75. What emotions suggested Paul Ekman in 1972?

**Happiness, Sadness, Fear, Disgust, Anger, Contempt and Surprise.**

76. 6 types of basic emotions:

**fear, disgust, anger, surprise, happiness, and sadness**

77. Darwin conducted one of the first studies on how people recognize \_\_\_\_\_ in faces.

**emotion in faces**

78. The Emotional psychology studies ...

79. What are feelings?

**are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.**

80. What is a group?

**Existing in a single space and at a single time association of people interacting in joint activities and entering into certain business and interpersonal relationships**

81. What is Emotional Intelligence?

**the ability to perceive, control, and evaluate emotions.**

82. Health Psychology is ...

**Specialty area that focuses on how biology, psychology, behavior and social factors influence health and illness.**

83. When did the psychology of health arise?

**1970**

84. Health psychologists work with ....

**focused on educating people about their own health and well-being, so they are perfectly suited to fill this rising demand.**

85. Goals of Health Psychology:

**understanding behavioral and contextual factors for health and illness, preventing illness, finding treatments to manage pain.**

86. Health psychologists are ...

**focused on educating people about their own health and well-being, so they are perfectly suited to fill this rising demand.**

87. Many health psychologists work specifically focusing on ...

**helping people stop health problems before they start.**

88. A psychosomatic disorder is ...

**a disease which involves both mind and body.**

89. Psychosomatic ...

**characterizing an approach based on the belief that a psychological component operates in the cause of somatic disturbances.**

90. Social behavior ...

**any one of a set of behaviors exhibited by gregarious, communal social species, including cooperation, affiliation, altruism and so on.**

91. Social context ...

**the specific circumstance or general environment that serves as a social framework for individual or interpersonal behavior.**

92. The social environment is ...

**all the pieces of our community.**

93. Aspects of the social environment include:

**the economy, safety and security, arts and culture**

94. What are the norms and values?

**evaluative beliefs that synthesize affective and cognitive elements to orient people to the world in which they live.**

95. Values and norms involve ...

**cognitive beliefs of approval or disapproval**

96. Values are ...

**not goals of behavior**

97. A norm is

**an evaluative belief**

98. A norm indicates the degree to which ...

**behavior is regarded as right versus wrong, allowable versus unallowable.**

99. A norms often derive from ...

**Values**

100. Communication is ...

**a process that allows organisms to exchange information by several methods.**

101. What is a communication?

a complex act of mental activity common to most sentient beings.

102. What are the main elements of communication?

sender, a message and a recipient.

103. Categories of communication include:

Verbal, Non-Verbal, Written, Visualizations.

104. Communication -

the transmission of information, which may be by verbal (oral or written) or nonverbal means.

105. What is the purpose of the communication process?

to relate and exchange ideas, knowledge, feelings, and experiences and for many other interpersonal and social purposes.

106. Nonverbal communication is ...

the act of conveying information without the use of words.

107. What is the psyche?

in psychology, the mind in its totality, as distinguished from the physical organism.

108. Psychologist is ...

an individual who is professionally trained in one or more branches or subfields of psychology.

109. Interpersonal communication is ...  
the process of exchanging messages between people whose lives mutually influence one another in unique ways in relation to social and cultural norms.
110. Group communication is ...  
more than one person communicating to a group or many people interacting together.
111. Conflict ...  
the occurrence of mutually antagonistic or opposing forces, including events, behaviors, desires, attitudes, and emotions.
112. Conflict is ...  
  
situation in which interdependent people express (manifest or latent) differences in satisfying their individual needs and interests, and they experience interference from each other in accomplishing these goals.
113. What is conflict?  
  
the competition between interdependent parties who perceive that they have incompatible needs, goals, desires, or ideas.
114. Types of conflicts:  
Intrapersonal, Interpersonal, Unconscious Conflicts
115. Conflict genes:  
  
Words, Deeds, Actions
116. The leading role in the formation of conflict situations is played by ...  
  
Conflict genes
117. Areas of conflicts:  
  
Economic, Ideological, Social, Family



118. Intrapersonal conflicts:

The mental conflict below the level of conscious awareness.

119. Interpersonal conflicts:

This conflicts is caused between individuals.

120. Unconscious Conflict:

Operates at an unconscious level and focuses solely on instinctual drives and desires.

121. A conflict situation always includes ...

the presence of subjects of a probable collision and its object.

122. An approach to the mind, personality, psychological disorders, and psychological treatment originally developed by Sigmund Freud at the beginning of the 20th century.

Psychoanalysis

123. Feeling can be defined as ...

a person's response to the emotion that comes from the perception of a situation.

124. Feelings are ...

the result of emotions.

125. Basic biological needs, like food and water, are ...

Intrinsic motivation

126. The system of psychoanalysis proposed by Carl Jung, in which the psyche is interpreted primarily in terms of philosophical values, primordial images and symbols, and a drive for self-fulfillment.

Analytic psychology

127. An approach to psychology, formulated in 1913 by John B. Watson

Behaviorism

128. The characteristic attitudes and behaviors of a particular group within society, such as a profession, social class, or age group.

Culture

129. The physiological or psychological response to internal or external stressors.

Stress

130. Personality is ...

the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life

131. What is Developmental psychology?

The study of physical, mental, and behavioral changes, from conception through old age.

132. Developmental psychology investigates ...

biological, genetic, neurological, psychosocial, cultural, and environmental factors of human growth.

133. How many stages of development are there in Jean Piaget's theory?

4

134. The sensorimotor stage include ...

simple motor responses

135. The pre-operational stage include ...

Learning language

136. The concrete operational stage include ...  
more logically thoughts about factual events
137. The formal operational stage include ...  
abstract thought and skills arise
138. What stages of development did Freud single out?  
oral, anal, phallic, latent, and genital
139. Freud concluded that the successful completion of each stage leads to ...  
healthy adult development.
140. Freud considered personality to be formed in ...  
childhood
141. Bandura suggested that observation is critical in ...  
learning
142. Emotional insulation ...  
a defense mechanism characterized by seeming indifference and detachment in response to frustrating situations or disappointing events.
143. The activity of using or treating oneself with something that is harmful is known as ...  
abuse
144. Melancholia ...
145. Emotional reasoning is ...  
a cognitive process by which an individual concludes that their emotional reaction proves something is true, despite contrary empirical evidence.
146. Abnormal psychology ...

the branch of psychology devoted to the study, assessment, treatment, and prevention of maladaptive behavior.

147. Aggression ...

behavior aimed at harming others physically or psychologically.

148. What is False positive?

The mistake of doctors or psychologists, in which the patient is not sick, but the doctor diagnosed the disease.

149. What is Rage?

Uncontrolled aggression.

150. Worldview is ...

person's perception of his or her relationship with the world.

151. A national identity is ...

a consistent set of attitudes that define who the person is as a citizen of his or her country.

152. Identity is ...

an describe an individual's comprehension of him or herself as a discrete, separate entity.

153. The personal idiosyncrasies that separate one person from the next, known as ...

the personal identity

154. Panic attack is ...

A sudden onset of intense apprehension and fearfulness in the absence of actual danger.

155. Apathy ...

lack of motivation or goal directed behavior

156. Sadness ...

an emotional state of unhappiness.

157. Happiness ...

an emotion of joy, gladness, satisfaction, and well-being.

158. Anger ...

an emotion characterized by tension and hostility arising from frustration.

159. Surprise ...

an emotion typically resulting from the violation of an expectation or the detection of novelty in the environment.

160. Emotion regulation ...

the ability of an individual to modulate an emotion or set of emotions.

161. Emotional conflict ...

a state of disharmony between incompatible intense emotions.

162. Emotional development ...

a gradual increase in the capacity to experience, express, and interpret the full range of emotions.

163. Emotional cognition ...

the ability to recognize and interpret the emotions of others.

164. Motivational factor ...

165. Motivational style ...

the characteristic manner in which an individual seeks or finds the motivation to perform a task.

166. Interpersonal perception ...

the process of making meaning from things we experience in people and our relationships.

167. Listening is the ...

active process of making meaning out of another person's spoken message.

168. There are three types of listening:

informational, critical, and empathic.

169. The first and primary mechanism of interpersonal perception is the identification of ...

170. Empathy is ...

the ability to recognize and interpret the emotions of others.

171. Egocentrism ...

the tendency to emphasize one's own needs, concerns, and outcomes rather than those of others.

172. Need ...

a condition of tension in an organism resulting from deprivation of something required for survival, well-being, or personal fulfillment.

173. Neurolinguistic programming (NLP) ...

a set of techniques and strategies designed to improve interpersonal communications and relationships by modifying the "mental programs," or mental models of the world, that individuals develop and use to respond to and interact with the environment and other people.

174. Emotional memory ...

memory for events that evoke an emotional response.

175. What are myths?

Myths are sacred tales that explain the world and man's experience.

176. Visualisation:

graphs and charts, maps, logos and other communicate messages.

177. Spoken or verbal communication:

face-to-face, telephone, radio or television and other media.

178. Written communication:

letters, e-mails, books, magazines, the Internet or via other media.

179. Non-verbal communication:

body language, gestures, how we dress or act – even our scent.

180. Memory ...

the ability to retain information or a representation of past experience, based on the mental processes.

181. Personality ...

182. the enduring configuration of characteristics and behavior that comprises an individual's unique adjustment to life.

183. Personality development ...

the gradual development of personality in terms of characteristic emotional responses or temperament

184. Perception ...

the process or result of becoming aware of objects, relationships, and events.

185. Feelings ...

are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

186. Habits ...

are automatic routines of behavior that are repeated regularly, without thinking.

187. What are habits?

are automatic routines of behavior that are repeated regularly, without thinking.

188. What are feelings?

are subjective, evaluative, and independent of the sensations, thoughts, or images evoking them.

189. What is a reflex?

any of a number of automatic, unlearned, relatively fixed responses to stimuli.

190. What is a gender?

the condition of being male, female, or neuter.

191. What is a mind?

broadly, all intellectual and psychological phenomena of an organism, encompassing motivational, affective, behavioral, perceptual, and cognitive systems.

192. What is a focus?

the concentration or centering of attention on a stimulus.

193. What is a social role?

the set of attitudes and characteristic behaviors expected of an individual.

194. Social attitude ...

a person's general outlook on social issues and approach to his or her social responsibilities.

195. What is a self-concept?

one's description and evaluation of oneself, including psychological and physical characteristics, qualities, skills, roles and so forth.

196. What is a self-perception?

a person's view of his or her self or of any of the mental or physical attributes that constitute the self.

197. What is a socialization?

the process by which individuals acquire social skills, beliefs, values, and behaviors necessary to function effectively in society or in a particular group.

198. What is a stereotype?

a set of cognitive generalizations (e.g., beliefs, expectations) about the qualities and characteristics of the members of a group or social category.

199. What is a intelligence?

the ability to derive information, learn from experience, adapt to the environment, understand, and correctly utilize thought and reason.

200. The ability ...

existing competence or skill to perform a specific physical or mental act.

201. What is an aptitude?

the capacity to acquire competence or skill through training.