**Note: When using these study guides for preparation for exams, keep in mind you will not only need to understand the definition of the concepts, but you will also need to apply them to real-life examples. Also the short-answer questions will often require you to synthesize information from different material on the study guide.**

Ch. 6
Know the controversies about studying genes & personality
Understand what heritability is & what it is not
Understand what environmentality is
Understand the relationship between heritability & environmentality
Know the difference between genotypic & phenotypic variance
Know the different behavioral genetics methods & their disadvantages
Understand the equal environments assumption
Understand genotype-environment interaction & genotype-environment correlation
Understand the two key types of environmental influences (i.e., shared & non-shared) & know which one is more likely to influence personality

Ch. 7
Know the view that most physiological psychologists hold regarding physiology & personality
Understand the physiological measures used in personality research
Understand the difference between Type A & Type B personalities
Understand the relationship between Type A personality & cardiovascular disease
Know the Canli et al (2001) fMRI research
Know Hebb’s theory of optimal level of arousal
Know Gray’s research on Sensitivity to Reward and Punishment
Understand Eysenck & Geen’s theories on extraversion-introversion & optimal level of arousal

Ch. 9
Know Freud’s view on the amount of psychic energy a person has throughout his/her lifetime
Know the three parts of the human mind according to Freud
Understand what the motivated unconscious is & know examples
Understand the id, ego & superego & the relationship among them
Know what primary & secondary processing are
Understand the three different types of anxiety according to Freud
Know what defense mechanisms are & understand the different types of defense mechanisms as discussed in class
Know the different psychosexual stages of development & what personality traits are associated with fixation at different stages
Understand the two parts of a dream according to Freud
Understand the three techniques for revealing the unconscious
Ch. 10
Know Loftus’ research on false memories
Understand the research on subliminal perception
Understand Erikson’s theory of personality (identity crisis, psychosocial stages of development)
Know Horney’s theory of personality (how did she differ from Freud?)
Know what narcissism & the narcissistic paradox are
Understand the object relations view of personality
Understand Ainsworth’s research on infant attachment style
Understand how early attachment style can affect adult relationship style
Know Harlow’s research

Ch. 11
Know what motives and needs are
Understand Murray’s theory on personality, as discussed in class
Know what the terms hierarchy of needs & apperception mean
Understand the TAT
Understand alpha & beta press
Understand the 3 Big Motives
Understand the Humanistic view of personality
Understand Maslow’s view on personality
Understand Rogers’ view on personality & his form of therapy