**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.**

Ch. 12
Know the important aspects of the self
Understand personalizing & objectifying cognition
Know what information processing is
Understand the three levels of cognition of interest to personality psychologists
Understand field dependence-independence & measures to assess
Understand the research on pain tolerance
Understand Kelly’s Personal Construct Theory
Know what locus of control is
Understand Rotter’s expectancy model of learning
Understand learned helplessness
Understand the different explanatory styles
Understand the different types of intelligence

Ch. 17
Know the goals of cultural personality psychology
Understand the different levels of analysis
Understand what cultural variation is
Understand evoked culture, evoked cooperation, transmitted culture
Know Belsky’s research
Know the research on cultures that emphasize chastity
Know Nisbett’s research on honor
Know what moral idea is most widely accepted across cultures
Know the positives associated with cross-cultural marriages
Know what cultural differences are most apparent
Understand what individualism, collectivism, independence, interdependence, acculturation are
Know the research on differences between Americans’ views of self & other countries
Understand the different ways different cultures explain events
Know the research on obedience to authority as it relates to culture

Ch. 18
Understand the different models of the personality-illness connection
Know the key variables in the models of stress (i.e., what do they all share in common?)
Know what stress is
Know what stressors are
Know what the stress response is
Understand the General Adaptation Syndrome (GAS)
Know what major life events are, examples of major life events & how they affect the body
Know what daily hassles are & how they affect the body
Know the varieties of stress
Understand primary & secondary appraisal according to Lazarus
Understand the three dimensions of attribution
Know what dispositional optimism is
Know what self-efficacy is
Understand what Type A behavior is & it’s relationship to heart disease
Know the research on the management of emotions

Ch.19
Know the key problems people with personality disorders have
Know the key characteristics the personality disorders have in common
Know the factors that a psychologist must take into account before diagnosing someone with a personality disorder
Understand the different categories of personality disorders & know which disorders fall into each category
Understand the different traits of the various personality disorders
Understand the causes of personality disorders