

# Preface

*Essentials of Psychology*, 4th edition, is a concise and balanced introduction to psychology and its applications created specifically for courses in basic psychology. This student-friendly text embraces the latest perspectives on traditional concepts and current theories to provide students with insight into human behavior. The authors have minimized complex explanations and illustrations to maximize straightforward understanding and application.

This comprehensive text presents the core topics in psychology in a clear and concise manner. New chapters in this edition cover consciousness, human sexuality, social psychology, and developmental psychology. *Essentials of Psychology* has been thoroughly updated to reflect recent examples, research, and scholarship from across the discipline.

Text features include a broad range of examples and applications that increase the relevance of key concepts and issues for a wide range of students, such as the Psychology in Action and Focus on Diversity boxes that are found in every chapter. This edition has a contemporary design with numerous graphs, figures, and tables that reinforce the text discussions by providing a visual guide to key concepts. *Essentials of Psychology* also includes specific student- and instructor-oriented features.

## STUDENT-ORIENTED FEATURES

This book includes many time-tested features that enhance the accessibility of the material for students and will facilitate learning. In addition to the following features, see “Student Supplements and Upgrades” for a complete list of the available student supplements.

- **Chapter Outline and List of Questions to Be Answered:** Each chapter begins with a chapter outline, followed by a list of questions that students will be able to answer after reading the chapter. These questions will cue students to the central topics they should focus on as they read the chapter, with Study Checks throughout highlighting the relevant questions for each section of the chapter. The questions appear once more in the Chapter Summary, with answers provided so that students can check their understanding.
- **Preview:** The Preview gives a concise overview of each chapter, listing the issues to be addressed and providing a sense of direction and focus for what to expect in each chapter.
- **Thinking Critically Boxes and Study Checks:** Each chapter has several Thinking Critically boxes with questions that encourage critical reflection and prompt students to apply examples to their own lives, further enhancing the learning experience. The Thinking Critically and Study Checks features provide “resting places” within each chapter to pause and reflect on the material. As a review, the Study Checks help promote elaborative rehearsal of what has been read. Students can self-test and reread a particular section if they need more time with a concept.
- **Glossary Terms:** For the beginning student, vocabulary development is vital to learning about psychology. To assist in that process, key words and concepts are printed in the text in a colored, boldface type and defined immediately. Each term is then defined again in a running marginal glossary. All key terms are assembled in a Key Terms list at the end of the chapter, with a page reference to indicate

where each term may be found in the chapter. Key terms are repeated in a glossary at the back of the book.

## CHAPTERS INCLUDED IN THE BOOK

This book is organized into 15 chapters. The content of each chapter is summarized as follows:

- **Chapter 1, *Psychology Is in Our Lives*:** Chapter 1 is an introductory chapter with information intended to familiarize students with the field of psychology. Topics include definitions of psychology and its subject matter, the science and practice of psychology, scientific methods in psychology, a brief history of psychology, and careers in psychology. The chapter concludes with a discussion of key principles that guide us in understanding topics in psychology (e.g., explanations for behavior are complex and involve interactions; there are individual differences in behavior).
- **Chapter 2, *The Biological Foundations of Behavior*:** Chapter 2 introduces students to the biological underpinnings of behavior, cognition, and affect. The chapter starts by looking at these underpinnings at the microlevel and includes information on neurons (structure and function), synaptic transmission, and neural thresholds. Next, the bigger picture is provided with a discussion of how the human nervous system is organized and what each element does. Then, the spinal cord is explored. Finally, there is a discussion of brain structures, starting with structures in the brainstem, then moving to the limbic system, and ending with the cortex.
- **Chapter 3, *Sensation and Perception*:** Chapter 3 explores the related processes involved in sensation and perception. The major senses are covered (vision, hearing, cutaneous senses, kinesthetic senses, position senses, and the pain sense). The discussion of perception includes the topics of perceptual selection, how the perceptual world is organized, the perception of depth and distance, and perceptual constancies.
- **Chapter 4, *Learning*:** Chapter 4 introduces students to the main approaches to learning: classical conditioning, operant conditioning, and cognitive approaches. The basics of classical conditioning are covered, including the components of classical conditioning (e.g., unconditioned and conditioned stimuli) and information on generalization, discrimination, and extinction. Additional discussion focuses on how classical conditioning applies to our everyday lives. Similarly, the basics of operant conditioning are covered, including positive reinforcement, negative reinforcement, and punishment. The section on cognitive approaches includes discussions of latent learning, cognitive maps, and social learning theory.
- **Chapter 5, *Memory*:** Chapter 5 begins with a discussion of the nature of memory and the processes of encoding, storage, and retrieval. A discussion of sensory memory follows. Next, short-term memory is discussed. This discussion includes information on the nature of short-term memory and its capacity. The section on long-term memory includes discussions of semantic, episodic, and procedural memory. There is also information on the accuracy of long-term memory, including recovered memories and eyewitness testimony. The chapter concludes with discussions of how memory can be improved (e.g., practice strategies, mnemonics).
- **Chapter 6, *Consciousness*:** Chapter 6 opens with a definition of consciousness and a presentation of James's characteristics of normal waking consciousness. Next, sleep is covered, including discussions of the stages of sleep and dreaming. The next main section covers alterations of consciousness through hypnosis, meditation, and the use of psychoactive drugs.

- **Chapter 7, Thinking, Language, and Intelligence:** Chapter 7 includes discussions of thinking and problem solving. The section on thinking covers thinking processes, concepts, and types of reasoning. The discussion of problem solving includes information on how problems are defined and the distinction between well-defined and ill-defined problems. Language is covered next. Language is contrasted with communication, and the structure and functions of language are discussed. The chapter concludes with a discussion of approaches to intelligence, intelligence testing, and the extremes of intelligence (i.e., giftedness and intellectual disability).
- **Chapter 8, Motivation and Emotion:** The chapter opens with a definition of motivation and then discusses instincts, needs, and drives. Physiological (e.g., need for food) and psychological needs (e.g., need to achieve) are discussed. The next section covers emotions, including discussions of how emotions are classified, the physiology of emotions, and how emotions are expressed.
- **Chapter 9, Human Sexuality and Relationships:** The chapter begins with a discussion of sexual motivation and human sexuality. The next major section covers the varieties of human sexuality. In this section, the various sexual orientations (e.g., heterosexual, same sex, and transgender) are defined and discussed. In-depth coverage is provided on the same-sex and transgender orientations. The final section of the chapter discusses how relationships are formed and covers the roles of proximity, similarity, and physical attractiveness. The chapter ends with a discussion of love relationships.
- **Chapter 10, Personality:** Chapter 10 first defines personality and then covers the major theories and approaches to personality. Information is presented on psychoanalytic theory (Freudian and neo-Freudian), the behavioral/learning approach, the cognitive approach, and humanistic theory. Trait theories are covered next, including information on the HEXACO model, which is an extension of the Big Five approach. The chapter concludes with a discussion of the various ways in which personality is measured.
- **Chapter 11, Stress and Health Psychology:** Chapter 11 begins with a definition of stress and stressors. Information is provided on frustration-induced, conflict-induced, and life stress. Sections on effective and ineffective coping strategies are included as well. The chapter concludes with sections on health psychology, including such topics as unhealthy lifestyles, promoting healthy behaviors, and coping with HIV/AIDS.
- **Chapter 12, Psychological Disorders:** A definition of the term *abnormal* and a description of how psychological disorders are classified open Chapter 12. A distinction is made between the concepts of psychological disorders, insanity, and competence. The remainder of the chapter is devoted to covering a range of psychological disorders, including anxiety disorders, obsessive-compulsive disorder, posttraumatic stress disorder, autism, dissociative disorders, personality disorders, depressive disorders, bipolar disorder, and schizophrenic spectrum disorder.
- **Chapter 13, Treatment and Therapy for Psychological Disorders:** Chapter 13 covers various methods for treating psychological disorders. The chapter begins with a discussion of biomedical treatments (psychosurgery, electroconvulsive therapy [ECT], and drug therapy). Next, psychotherapy techniques are discussed, including psychoanalytic therapy, humanistic approaches, behavioral approaches, cognitive approaches, and group approaches. The chapter closes with a section on evaluating psychotherapy.
- **Chapter 14, Social Psychology:** Chapter 14 presents several topics in social psychology. The chapter opens with a discussion of social cognition, followed by a section on attitudes and attitude change via persuasion. Next, prejudice,

stereotyping, and discrimination are defined and discussed. Topics related to social influence (e.g., conformity and obedience) are then covered. Sections on bystander intervention, social loafing, and decision making in groups follow.

- **Chapter 15, *Development Throughout the Life Span*:** Chapter 15 discusses the development process from birth to death. The chapter begins with a discussion of prenatal development and the factors (e.g., nutrition, alcohol, and drugs) that can affect the normal course of development. The chapter then covers cognitive development in childhood (Piaget’s theory and the information-processing approach) and the development of gender identity. Next, the chapter covers the biological and psychological aspects of adolescence. The chapter then discusses development during early, middle, and late adulthood.

## FOCUS ON DIVERSITY AND PSYCHOLOGY IN ACTION BOXES

In the modern era, it is becoming increasingly important for students to understand how diversity issues relate to behavior, cognition, and affect. To this end, *Essentials in Psychology* integrates multicultural content throughout and provides discussions of specific diversity issues in each chapter in the form of Focus on Diversity boxed features. Each of the Focus on Diversity boxes includes discussion of an important diversity issue relating to the main themes of the chapter. The material included in these boxes presents students with a sketch of what we know about gender, ethnic, cultural, and racial differences based on research. The selected topics are intended not only to inform students on these issues but also to spark their curiosity and encourage them to further explore these topics.

As important as diversity issues are, students often want to know how all of the “theoretical stuff” applies to everyday life and experience. To show students how many of the topics covered in the text apply to real life, a Psychology in Action box is included in each chapter. Like the Focus on Diversity boxes, these boxes show students how issues directly relating to them or people they know can be informed by research in psychology. Once again, these boxes are intended to spark curiosity among students and encourage them to think about how psychology relates to their everyday lives.

The Focus on Diversity and Psychology in Action boxes, organized by chapter, are as follows:

### *Chapter 1*

Psychology in Action: Distinguishing Science from Pseudoscience

Focus on Diversity: Pioneering Women and Minorities in Psychology

### *Chapter 2*

Psychology in Action: The Neuropsychology of Addiction

Focus on Diversity: Gender Differences in the Brain

### *Chapter 3*

Psychology in Action: Personal Listening Devices and Hearing Loss

Focus on Diversity: Culture and Perception

### *Chapter 4*

Psychology in Action: The Training and Use of Service Dogs

Focus on Diversity: Ethnic and Racial Differences in Parenting

### *Chapter 5*

Psychology in Action: Hypnosis and Memory Improvement

Focus on Diversity: Gender Differences in Memory

### Chapter 6

Psychology in Action: Behavioral Approaches to Treating Insomnia  
Focus on Diversity: Demographic Differences in Illegal Drug Use

### Chapter 7

Psychology in Action: Paths to Effective and Ineffective Problem Solving  
Focus on Diversity: Group Differences in Measured Intelligence

### Chapter 8

Psychology in Action: The Hunger Motive and Eating Disorders  
Focus on Diversity: Culture, Needs, and Job Performance

### Chapter 9

Psychology in Action: How Do We Select Our Mates?  
Focus on Diversity: Gender Differences in Sexual Motivation

### Chapter 10

Psychology in Action: Predicting Criminality from Personality  
Focus on Diversity: Are There Cultural Differences in Personality?

### Chapter 11

Psychology in Action: Can Optimism Cure What Ails You?  
Focus on Diversity: Are There Group Differences in the Perception of and Coping with Stress?

### Chapter 12

Psychology in Action: How Do We Perceive People with Mental Illness?  
Focus on Diversity: Gender Differences in Alzheimer's Disease

### Chapter 13

Psychology in Action: Suicide and Suicide Prevention  
Focus on Diversity: Group Differences in the Therapy Process

### Chapter 14

Psychology in Action: Recognizing and Avoiding Biased Social Cognition  
Focus on Diversity: How Ideology Relates to Behavior

### Chapter 15

Psychology in Action: Understanding Death and the Dying Process  
Focus on Diversity: Group Differences in Moral Reasoning

## ONLINE AND IN PRINT

### Student Options: Print and Online Versions

This fourth edition of *Essentials of Psychology* is available in multiple versions: online, in PDF, and in print as either a paperback or loose-leaf text. The content of each version is identical.

The most affordable version is the online book, with upgrade options including the online version bundled with a print version. The benefit of the print version is that it offers you the freedom of being unplugged—away from your computer. Academic Media Solutions recognizes that it is difficult to read from a screen at length and that most of us read much faster when reading printed materials. The print version is particularly useful when you have extended print passages to read.

The online edition allows you to take full advantage of embedded digital features, including search and notes. Use the search feature to locate and jump to discussions anywhere in the book. Use the notes feature to add personal comments or annotations. You can move out of the book to follow Web links. You can navigate within and between chapters using a clickable table of contents. These features allow you to work at your own pace and in your own style as you read and surf your way through the material. (See “Harnessing the Online Version” for more tips on working with the online version.)

## Harnessing the Online Version

The online version of *Essentials of Psychology* offers the following features to facilitate learning and to make using the book an easy, enjoyable experience:

- **Easy-to-navigate/clickable table of contents**—You can surf through the book quickly by clicking on chapter headings, or first- or second-level section headings. The table of contents can be accessed from anywhere in the book.
- **Key terms search**—Type in a term, and a search engine will return every instance of that term in the book, then jump directly to the selection of your choice with one click.
- **Notes and highlighting**—The online version includes study apps such as notes and highlighting. Each of these apps can be found in the tools icon embedded in the Academic Media Solutions/Textbook Media’s online eBook reading platform ([www.academicmediasolutions.com](http://www.academicmediasolutions.com)).
- **Upgrades**—The online version includes the ability to purchase additional study apps and functionality that will enhance the learning experience.

## SUPPLEMENTS FOR INSTRUCTORS

In addition to the student-friendly features and pedagogy, the variety of student formats available, and the uniquely affordable pricing options, *Essentials of Psychology*, 4th edition, also includes a number of ancillaries and supplements that instructors will find useful when teaching their courses:

- **Test-Item File**—The extensive Test-Item File includes a bank of multiple-choice questions for each chapter for use in creating original quizzes and exams. Each item indicates the page(s) on which the material covered in a question appears in the text.
- **Instructor’s Manual**—For each chapter, the Instructor’s Manual contains a chapter outline, chapter preview, learning objectives, key terms, a lecture outline, a practice quiz, ideas for class demonstrations and discussions, and links to online videos. The Instructor’s Manual has been developed to facilitate a quick review of the chapter and provide insights into the best use of the text’s features.
- **PowerPoint Presentations**—Each chapter has an accompanying PowerPoint presentation that instructors can use to help organize lectures. The slides summarize the key concepts and material in each chapter, and include all of the numbered figures and tables from each chapter.
- **Online Video Labs with Student Worksheets**—This collection of high-quality, dynamic, and sometimes humorous video segments (contemporary and classic), produced by a variety of media, academic, and entertainment sources, is accessed via the Web. Organized by chapter, the video segments illustrate key topics and issues discussed in the text. Each video segment is accompanied by a student worksheet that consists of a series of discussion questions that help students connect the themes presented in the video segment with key topics discussed in the specific chapter.

## STUDENT SUPPLEMENTS AND UPGRADES (ADDITIONAL PURCHASE REQUIRED)

- **Lecture Guide**—This printable lecture guide is designed for student use as an in-class resource or study tool. Note: Instructors can request the PowerPoint version of this guide, which can be used as developed or customized.
- **Quizlet Study Set**—Quizlet is an easy-to-use online learning tool built from all the key terms in the textbook. Students can turbo-charge their studying via digital flashcards and other types of study apps, including tests and games. Students are able to listen to audio clips and create their own flashcards. Quizlet is a cross-platform application and can be used on a desktop, tablet, or smartphone.
- **Study Guide**—The Study Guide is available online, and a printable version is available via downloadable PDF chapters for easy self-printing and review. The Study Guide provides several additional learning aids for each chapter and includes the following features:
  - The chapter outline lists the main topic headings for each chapter.
  - The list of questions to answer is provided at the beginning of each chapter, with space included for students to add their own answers. Students can use this feature to help review and study material.
  - The key terms for each chapter are listed, with space provided for students to add definitions for each term. This feature allows students to rehearse key term definitions, aiding in recall and retention.
  - Practice multiple-choice questions with answers can be used for review and self-testing.
  - Active Internet links that relate to the chapter content are organized in a “Cyber-Psychology” section. These links are keyed to the major sections of every chapter. Students can use these links to learn more about the content discussed in the text.

## ACKNOWLEDGMENTS

We wish to thank the staff at Academic Media Solutions (AMS) who worked with us to publish this new edition of *Essentials of Psychology*: Daniel C. Luciano, president/founder of AMS, and Victoria Putman of Putman Productions. We appreciate the support and assistance they provided throughout the development and production of this book.