# **CONTENTS**

#### PREFACE vii

#### 1 BIOLOGY AND HUMAN BEHAVIOR 1

#### ONE BRAIN OR TWO? 2

Gazzaniga, M.S. (1967) The split brain in man. Scientific American, 217, 24-29.

#### MORE EXPERIENCE = BIGGER BRAIN? 11

Rosenzweig, M.R., Bennett, E.L., and Diamond, M.C. (1972) Brain changes in response to experience. *Scientific American*, 217, 22–29.

#### WHAT YOU SEE IS WHAT YOU'VE LEARNED 20

Turnbull, C.M. (1961) Some observations regarding the experiences and behavior of the BaMbuti Pygmies. *American Journal of Psychology*, 74, 304–8.

#### WATCH OUT FOR THE VISUAL CLIFF! 27

Gibson, E.J., and Walk, R.D. (1960) The "visual cliff." Scientific American, 202, 67–71.

#### 2 CONSCIOUSNESS 34

## TO SLEEP, NO DOUBT TO DREAM ... 35

Aserinsky, E., and Kleitman, N. (1953) Regularly occurring periods of eye mobility and concomitant phenomena during sleep. *Science*, 118, 273-74.

Dement, W. (1960) The effect of dream deprivation. Science, 131, 1705-7.

### WHEN YOU WISH UPON A DREAM ... 43

Cartwright, R.D. (1974) The influence of a conscious wish on dreams. Journal of Abnormal Psychology, 83, 387-93.

### UNROMANCING THE DREAM ... 49

Hobson, J.A., and McCarley, R.W. (1977) The brain as a dream-state generator: An activation-synthesis hypothesis of the dream process. *American Journal of Psychiatry*, 134, 1335–48.

## ACTING AS IF YOU ARE HYPNOTIZED 56

Spanos, N.P. (1982) Hypnotic behavior: A cognitive, social, psychological perspective. Research Communications in Psychology, Psychiatry, and Behavior, 7, 199–213.

\*The Contents includes the full citation for the study that is featured in each reading selection of this text.

# 3 LEARNING AND CONDITIONING 64

# IT'S NOT JUST ABOUT SALIVATING DOGS!

Pavlov, I.P. (1927) Conditioned reflexes. London: Oxford University Press.

# LITTLE EMOTIONAL ALBERT 72

Watson, J.B., and Raynor, R. (1920) Conditioned emotional responses. Journal of Experimental Psychology, 3, 1-14.

## KNOCK WOOD! 78

Skinner, B.F. (1948) Superstition in the pigeon. Journal of Experimental Psychology, 38, 168-72.

# SEE AGGRESSION, DO AGGRESSION . . . 85

Bandura, A., Ross, D., and Ross, S.A. (1961) Transmission of aggression through imitation of aggressive models. Journal of Abnormal and Social Psychology, 63, 575-82.

# 4 INTELLIGENCE, COGNITION, AND MEMORY 94

# WHAT YOU EXPECT IS WHAT YOU GET! 95

Rosenthal, R., and Jacobson, L. (1968) Teachers' expectancies: Determinates of pupils' I.Q. gains. Psychological Reports, 19, 115-18.

## MAKING A GOOD IMPRESSION 102

Asch, S.E. (1946) Forming impressions of personality. Journal of Abnormal and Social Psychology, 41, 258-90.

# AS A CATEGORY, IT'S A NATURAL! 110

Rosch, E.H. (1973) Natural categories. Cognitive Psychology, 4, 328-50.

# THANKS FOR THE MEMORIES! 117

Loftus, E.F. (1972) Leading questions and the eyewitness report. Cognitive Psychology, 7, 560-72.

# 5 HUMAN DEVELOPMENT 126

# DISCOVERING LOVE 127

Harlow, H.F. (1958) The nature of love. American Psychologist, 13, 673-85.

# OUT OF SIGHT, BUT NOT OUT OF MIND 134

Piaget, J. (1954) The development of object concept. The construction of reality in the child. New York: Basic Books Inc., 3-96.

## BORN FIRST, BORN SMARTER? 143

Zajonc, R.B., and Markus, G.B. (1975) Birth order and intellectual development. Psychological Review, 82, 74-88.

# IN CONTROL AND GLAD OF IT! 150

Langer, E.J., and Rodin, J. (1976) The effects of choice and enhanced personal responsibility for the aged: A field experiment in an institutional setting. Journal of Personality and Social Psychology, 34, 191-98.

## **6 EMOTION AND MOTIVATION** 158

## EMOTIONS AND EMOTIONAL SITUATIONS . . . 159

Schacter, S., and Singer, J.E. (1962) Cognitive, social, and physiological determinates of emotional state. *Psychological Review*, 69, 379–99.

## I CAN SEE IT ALL OVER YOUR FACE! 164

Ekman, P. and Friesan, W.V. (1971) Constants across cultures in the face and emotion. *Journal of Personality and Social Psychology*, 17, 124-29.

### LIFE, CHANGE, AND STRESS 171

Holmes, T.H., and Rahe, R.H. (1967) The social readjustment rating scale. *Journal of Psychosomatic Research*, 11, 213–18.

## THOUGHTS OUT OF TUNE 179

Festinger, L., and Carlsmith, J.M. (1959) Cognitive consequences of forced compliance. *Journal of Abnormal and Social Psychology*, 58, 203–10.

## 7 PERSONALITY 186

## ARE YOU THE MASTER OF YOUR FATE? 187

Rotter, J.B. (1966) Generalized expectancies for internal vs. external control of reinforcement. *Psychological Monographs*, 80, 1–28.

#### HOW MORAL ARE YOU? 195

Kohlberg, L. (1963) The development of children's orientations toward a moral order: Sequence in the development of moral thought. *Vita Humana*, 6, 11-33.

### LEARNING TO BE DEPRESSED 203

Seligman, M.E.P., and Maier, S.F. (1967) Failure to escape traumatic shock. *Journal of Experimental Psychology*, 74, 1–9.

## RACING AGAINST YOUR HEART 211

Friedman, M., and Rosenman, R.H. (1959) Association of specific overt behavior pattern with blood and cardiovascular findings. *Journal of the American Medical Association*, 169, 1286–96.

## 8 PSYCHOPATHOLOGY 219

## WHO'S CRAZY HERE, ANYWAY? 220

Rosenhan, D.L. (1973) On being sane in insane places. Science, 179, 250-57.

## YOU'RE GETTING DEFENSIVE AGAIN! 228

Freud, A. (1946) The ego and mechanisms of defense. New York: International Universities Press.

## PROJECTIONS OF WHO YOU ARE 235

Rorschach, H. (1942) Psychodiagnostics: A diagnostic test based on perception. New York: Grune and Stratton.

# CROWDING INTO THE BEHAVIORAL SINK 242

Calhoun, J.B. (1962) Population density and social pathology. Scientific American, 206, 139-48.

## 9 PSYCHOTHERAPY 250

# CHOOSING YOUR PSYCHOTHERAPIST 251

Smith, M.L., and Glass, G.V. (1977) Meta-analysis of psychotherapy outcome studies. American Psychologist, 32, 752-60.

## RELAXING YOUR FEARS AWAY 257

Wolpe, J. (1961) The systematic desensitization treatment of neuroses. The Journal of Nervous and Mental Diseases, 132, 180-203.

## PICTURE THIS! 265

Murray, H.A. (1938) Explorations in personality. New York: Oxford University Press, pp. 531-45.

## A CHEMICAL CALM 272

Whitehead, W.E., Blackwell, B., and Robinson, A. (1978) Effects of diazepam on phobic avoidance behavior and phobic anxiety. Biological Psychiatry, 13.59-64.

# 10 SOCIAL PSYCHOLOGY 279

# NOT PRACTICING WHAT YOU PREACH 280

LaPiere, R.T. (1934) Attitudes and actions. Social Forces, 13, 230-37.

## THE POWER OF CONFORMITY 287

Asch, S.E. (1955) Opinions and social pressure. Scientific American, 193, 31 - 35.

## TO HELP OR NOT TO HELP 292

Darley, J.M., and Latané, B. (1968) Bystander intervention in emergencies: Diffusion of responsibility. Journal of Personality and Social Psychology, 8, 377-83.

# OBEY AT ANY COST 301

Milgram, S. (1963) Behavioral study of obedience. Journal of Abnormal and Social Psychology, 67, 371-78.