

## Chapter 5

### Kohlberg's Levels of Moral Reasoning

- Preconventional
- Conventional
- Postconventional

### Erikson's Stages of Psychosocial Development

- Trust vs. Mistrust
- Autonomy vs. Shame and Doubt
- Initiative vs. Guilt
- Industry vs. Inferiority
- Identity vs. Role Confusion
- Intimacy vs. Isolation
- Generativity vs. Stagnation
- Ego integrity vs. Despair

## Chapter 7

**intrinsic motivation**

**extrinsic motivation**

## Chapter 8

Memory

**Encoding, storage, and retrieval**

Iconic and echoic memory

**Sensory memory, short term memory and long term memory**

Working memory

**Semantic, episodic, and procedural memory**

Automatic and effortful processing

Rehearsal

Serial position effect

**Chunking**

**Mnemonics**

Semantic and acoustic encoding

**Flashbulb memory**

**Hippocampus**

**Recall and recognition**

**Proactive and retroactive interference**

Repression

## Chapter 9

Cognition

**Concept**

**Prototype**

**Algorithms and heuristics**

Confirmation bias

**Mental set**

**Functional fixedness**

**Availability heuristic**

Language

**Phonemes and morphemes**

Babbling

One-word stage

**Telegraphic speech**

## Chapter 10

Intelligence

**Savant syndrome**

Creativity

**Convergent thinking**

**Divergent Thinking**

Emotional intelligence

Alfred Binet

Mental age

Intelligence quotient

**Reliability and validity**

Normal curve

**Stereotype threat**

Mental retardation

## Chapter 11

**motivation**

**instincts**

**drive-reduction theory**

**homeostasis**

**incentive**

**Maslow's hierarchy of needs**

**set point**

**anorexia nervosa**

**bulimia nervosa**

**need for achievement**

