

MASTER INTRODUCTORY
PSYCHOLOGY
Complete Edition



Michael Corayer

Find explanations and examples of all of these key terms and more here:

[Master Introductory Psychology: Complete Edition](#)

Emotion and Motivation – Key Terms

multidimensional scaling

valence

physiological arousal

James-Lange Theory of Emotion

Cannon-Bard Theory of Emotion

Stanley Schachter & Jerome Singer - Two-Factor Theory of Emotion

appraisal

misattribution of arousal

Klüver-Bucy Syndrome / temporal lobe syndrome

nucleus accumbens / “reward area”

amygdala

fast pathway / “low road”

slow pathway / “high road”

lobotomy

emotional regulation

reappraisal

universality hypothesis

Paul Ekman

joy, sadness, anger, fear, surprise, disgust

facial-feedback hypothesis

display rules

hedonic principle

motivation

instinct

drive

drive reduction theory

homeostasis

primary drive

secondary drive

opponent process theory of motivation

arousal theory

Yerkes-Dodson Law

flow

orexigenic

anorexigenic

orexin

lateral hypothalamus

ghrelin

ventromedial hypothalamus

leptin

bulimia nervosa

binge-eating disorder

anorexia nervosa

obesity

set point theory

metabolism / basal metabolic rate

Dutch hunger winter

sexual motivation

estrus

William Johnson & Virginia Masters - Human Sexual Response Cycle

excitement, plateau, orgasm, resolution

refractory period

Abraham Maslow

hierarchy of needs

intrinsic vs. extrinsic motivation

overjustification effect

delay of gratification

Marshmallow Test

insufficient justification

management theory

Type Y vs. Type X leadership

task-oriented vs. relationship oriented leadership

need for achievement

press

approach vs. avoidance motivation

approach-approach conflict

avoidance-avoidance conflict

approach-avoidance conflict

self-concordant goals

implementation intentions

You can find explanations, examples, and memory tips for these terms and more in [Master Introductory Psychology: Complete Edition](#). This comprehensive 478 page guide breaks down all the key concepts in psychology so you can explore this fascinating field easily and on your own. Whether you're studying for AP psychology, IB psychology, a college course, or you just want to better understand the world of psychology, this book has what you need.

Master Introductory Psychology is also available as a series of 4 books in ebook and print format.

[Volume 1](#)

History & Approaches, Research Methods, Biological Bases of Behaviors, Sensation & Perception

[Volume 2](#)

Learning, Memory, Language & Cognition, States of Consciousness

[Volume 3](#)

Intelligence, Personality, Motivation & Emotion, Development

[Volume 4](#)

Social Psychology, Stress & Health, Psychological Disorders (up-to-date for DSM-5), Treatment