

# Foundational Concept 6

## *Content Category 6A: Sensing the environment*

### **Sensory Processing (PSY, BIO)**

- Sensation
  - Threshold
  - Weber's Law (PSY)
  - Signal detection theory (PSY)
  - Sensory adaptation
  - Psychophysics
- Sensory Receptors
  - Sensory pathways
  - Types of sensory receptor

### **Vision (PSY, BIO)**

- Structure and function of the eye
- Visual processing
  - Visual pathways in the brain
  - Parallel processing (PSY)
  - Feature detection (PSY)

### **Hearing (PSY, BIO)**

- Structure and function of the ear
- Auditory processing (e.g., auditory pathways in the brain)
- Sensory reception by hair cells

### **Other Senses (PSY, BIO)**

- Somatosensation (e.g., pain perception)
- Taste (e.g., taste buds/chemoreceptors that detect specific chemicals)
- Smell
  - Olfactory cells/chemoreceptors that detect specific chemicals
  - Pheromones (BIO)
  - Olfactory pathways in the brain (BIO)
- Kinesthetic sense (PSY)
- Vestibular sense

### **Perception (PSY)**

- Bottom-up/Top-down processing
- Perceptual organization (e.g., depth, form, motion, constancy)
- Gestalt principles

## *Content Category 6B: Making sense of the environment*

### **Attention (PSY)**

- Selective attention
- Divided attention

## **Cognition (PSY)**

- Information-processing model
- Cognitive development
  - Piaget's stages of cognitive development
  - Cognitive changes in late adulthood
  - Role of culture in cognitive development
  - Influence of heredity and environment on cognitive development
- Biological factors that affect cognition (PSY, BIO)
- Problem-solving and decision making
  - Types of problem solving
  - Barriers to effective problem solving
  - Approaches to problem solving
  - Heuristics and biases (e.g., overconfidence, belief perseverance)
- Intellectual functioning
  - Theories of intelligence
  - Influence of heredity and environment on intelligence
  - Variations in intellectual ability

## **Consciousness (PSY)**

- States of consciousness
  - Alertness (PSY, BIO)
  - Sleep
    - Stages of sleep
    - Sleep cycles and changes to sleep cycles
    - Sleep and circadian rhythms (PSY, BIO)
    - Dreaming
    - Sleep-wake disorders
  - Hypnosis and meditation
- Consciousness-altering drugs
  - Types of consciousness-altering drugs and their effects on the nervous system and behavior
  - Drug addiction and the reward pathway in the brain

## **Memory (PSY)**

- Encoding
  - Process of encoding information
  - Processes that aid in encoding memories
- Storage
  - Types of memory storage (e.g., sensory, working, long-term)
  - Semantic networks and spreading activation
- Retrieval
  - Recall, recognition, and relearning
  - Retrieval cues
  - The role of emotion in retrieving memories (PSY, BIO)
  - Processes that aid retrieval
- Forgetting
  - Aging and memory

- Memory dysfunctions (e.g., Alzheimer’s disease, Korsakoff’s syndrome)
- Decay
- Interference
- Memory construction and source monitoring
- Changes in Synaptic Connections Underlie Memory and Learning
  - Neural plasticity
  - Memory and learning
  - Long-term potentiation

## **Language (PSY)**

- Theories of language development (e.g., learning, Nativist, Interactionist)
- Influence of language on cognition
- Brain areas that control language and speech

## ***Content Category 6C: Responding to the world***

### **Emotion (PSY)**

- Three components of emotion (i.e. cognitive, physiological, behavioral)
- Universal emotions (i.e., fear, anger, happiness, surprise, joy, disgust, and sadness)
- Adaptive role of emotion
- Theories of emotion
  - James–Lange theory
  - Cannon–Bard theory
  - Schachter–Singer theory
- The role of biological processes in perceiving emotion (PSY, BIO)
  - Brain regions involved in the generation and experience of emotions
  - The role of the limbic system in emotion
  - Emotion and the autonomic nervous system
  - Physiological markers of emotion (signatures of emotion)

### **Stress (PSY)**

- The nature of stress
  - Appraisal
  - Different types of stressors (e.g., cataclysmic events, personal)
  - Effects of stress on psychological functions
- Stress outcomes/response to stressors
  - Physiological (PSY, BIO)
  - Emotional
  - Behavioral
- Managing stress (e.g., exercise, relaxation, spirituality)

# **Foundational Concept 7**

## ***Content Category 7A: Individual influences on behavior***

### **Biological Bases of Behavior (PSY, BIO)**

- The nervous system

- Neurons (e.g., the reflex arc)
- Neurotransmitters
- Structure and function of the peripheral nervous system
- Structure and function of the central nervous system
  - The brain
    - Forebrain
    - Midbrain
    - Hindbrain
    - Lateralization of cortical functions
    - Methods used in studying the brain
  - The spinal cord
- Neuronal communication and its influence on behavior (PSY)
- Influence of neurotransmitters on behavior (PYS)
- The endocrine system
  - Components of the endocrine system
  - Effects of the endocrine system on behavior
- Behavioral genetics
  - Genes, temperament, and heredity
  - Adaptive value of traits and behaviors
  - Interaction between heredity and environmental influences
- Influence of genetic and environmental factors on the development of behaviors
  - Experience and behavior (PSY)
  - Regulatory genes and behavior (BIO)
  - Genetically based behavioral variation in natural populations
- Human physiological development (PSY)
  - Prenatal development
  - Motor development
  - Developmental changes in adolescence

## **Personality (PSY)**

- Theories of personality
  - Psychoanalytic perspective
  - Humanistic perspective
  - Trait perspective
  - Social cognitive perspective
  - Biological perspective
  - Behaviorist perspective
- Situational approach to explaining behavior

## **Psychological Disorders (PSY)**

- Understanding psychological disorders
  - Biomedical vs. biopsychosocial approaches
  - Classifying psychological disorders
  - Rates of psychological disorders
- Types of psychological disorders
  - Anxiety disorders
  - Obsessive–compulsive disorder
  - Trauma- and stressor-related disorders
  - Somatic symptom and related disorders
  - Bipolar and related disorders

- Depressive disorders
- Schizophrenia
- Dissociative disorders
- Personality disorders
- Biological bases of nervous system disorders (PSY, BIO)
  - Schizophrenia
  - Depression
  - Alzheimer's disease
  - Parkinson's disease
  - Stem cell-based therapy to regenerate neurons in the central nervous system (BIO)

### **Motivation (PSY)**

- Factors that influence motivation
  - Instinct
  - Arousal
  - Drives (e.g., negative feedback systems) (PSY, BIO)
  - Needs
- Theories that explain how motivation affects human behavior
  - Drive reduction theory
  - Incentive theory
  - Other theories (e.g., cognitive, need-based)
- Biological and sociocultural motivators that regulate behavior (e.g., hunger, sex drive, substance addiction)

### **Attitudes (PSY)**

- Components of Attitudes (i.e., cognitive, affective, and behavioral)
- The link between attitudes and behavior
  - Processes by which behavior influences attitudes (e.g., foot-in-the door phenomenon, role-playing effects)
  - Processes by which attitudes influence behavior
  - Cognitive dissonance theory

### ***Content Category 7B: Social processes that influence human behavior***

#### **How the Presence of Others Affects Individual Behavior (PSY)**

- Social facilitation
- Deindividuation
- Bystander effect
- Social loafing
- Social control (SOC)
- Peer pressure (PSY, SOC)
- Conformity (PSY, SOC)
- Obedience (PSY, SOC)

#### **Group Decision-making Processes (PSY, SOC)**

- Group polarization (PSY)
- Groupthink

## **Normative and Non-normative Behavior (SOC)**

- Social norms (PSY, SOC)
  - Sanctions (SOC)
  - Folkways, mores, and taboos (SOC)
  - Anomie (SOC)
- Deviance
  - Perspectives on deviance (e.g., differential association, labeling theory, strain theory)
- Aspects of collective behavior (e.g., fads, mass hysteria, riots)

## **Socialization (PSY, SOC)**

- Agents of socialization (e.g., the family, mass media, peers, workplace)

## ***Content Category 7C: Attitude and behavior change***

### **Habituation and Dishabituation (PSY)**

### **Associative Learning (PSY)**

- Classical conditioning (PSY, BIO)
  - Neutral, conditioned, and unconditioned stimuli
  - Conditioned and unconditioned response
  - Processes: acquisition, extinction, spontaneous recovery, generalization, discrimination
- Operant conditioning (PSY, BIO)
  - Processes of shaping and extinction
  - Types of reinforcement: positive, negative, primary, conditional
  - Reinforcement schedules: fixed-ratio, variable-ratio, fixed-interval, variable-interval
  - Punishment
  - Escape and avoidance learning
- The role of cognitive processes in associative learning
- Biological Processes that affect associative learning (e.g., biological predispositions, instinctive drift) (PSY, BIO)

### **Observational Learning (PSY)**

- Modeling
- Biological processes that affect observational learning
  - Mirror neurons
  - Role of the brain in experiencing vicarious emotions
- Applications of observational learning to explain individual behavior

### **Theories of Attitude and Behavior Change (PSY)**

- Elaboration likelihood model
- Social cognitive theory
- Factors that affect attitude change (e.g., changing behavior, characteristics of the message and target, social factors)

# **Foundational Concept 8**

## ***Content Category 8A: Self-identity***

### **Self-Concept, Self-identity, and Social Identity (PSY, SOC)**

- The role of self-esteem, self-efficacy, and locus of control in self-concept and self-identity (PSY)
- Different types of identities (e.g., race/ethnicity, gender, age, sexual orientation, class)

### **Formation of Identity (PSY, SOC)**

- Theories of identity development (e.g., gender, moral, psychosexual, social)
- Influence of social factors on identity formation
  - Influence of individuals (e.g., imitation, looking-glass self, role-taking)
  - Influence of groups (e.g., reference group)
- Influence of culture and socialization on identity formation

## ***Content Category 8B: Social thinking***

### **Attributing Behavior to Persons or Situations (PSY)**

- Attributional processes (e.g., fundamental attribution error, role of culture in attributions)
- How self-perceptions shape our perceptions of others
- How perceptions of the environment shape our perceptions of others

### **Prejudice and Bias (PSY, SOC)**

- Processes that contribute to prejudice
  - Power, prestige, and class (SOC)
  - The role of emotion in prejudice (PSY)
  - The role of cognition in prejudice (PSY)
- Stereotypes
- Stigma (SOC)
- Ethnocentrism (SOC)
  - Ethnocentrism vs. cultural relativism

### **Processes Related to Stereotypes (PSY)**

- Self-fulfilling prophecy
- Stereotype threat

## ***Content Category 8C: Social interactions***

### **Elements of Social Interaction (PSY, SOC)**

- Status (SOC)
  - Types of status (e.g., achieved, ascribed)
- Role
  - Role conflict and role strain (SOC)
  - Role exit (SOC)
- Groups
  - Primary and secondary groups (SOC)
  - In-group vs. out-group
  - Group size (e.g., dyads, triads) (SOC)

- Networks (SOC)
- Organizations (SOC)
  - Formal organization
  - Bureaucracy
    - Characteristics of an ideal bureaucracy
    - Perspectives on bureaucracy (e.g., iron law of oligarchy, McDonaldization)

### **Self-presentation and Interacting with Others (PSY, SOC)**

- Expressing and detecting emotion
  - The role of gender in the expression and detection of emotion
  - The role of culture in the expression and detection of emotion
- Presentation of self
  - Impression management
  - Front stage vs. back stage self (Dramaturgical approach) (SOC)
- Verbal and nonverbal communication
- Animal signals and communication (PSY, BIO)

### **Social Behavior (PSY)**

- Attraction
- Aggression
- Attachment
- Altruism
- Social support (PSY, SOC)
- Biological explanations of social behavior in animals (PSY, BIO)
  - Foraging behavior (BIO)
  - Mating behavior and mate choice
  - Applying game theory (BIO)
  - Altruism
  - Inclusive fitness (BIO)

### **Discrimination (PSY, SOC)**

- Individual vs. institutional discrimination (SOC)
- The relationship between prejudice and discrimination
- How power, prestige, and class facilitate discrimination (SOC)

## **Foundational Concept 9**

### *Content Category 9A: Understanding social structure*

#### **Theoretical Approaches (SOC)**

- Microsociology vs. macrosociology
- Functionalism
- Conflict theory
- Symbolic interactionism
- Social constructionism
- Exchange-rational choice
- Feminist theory



## **Social Institutions (SOC)**

- Education
  - Hidden curriculum
  - Teacher expectancy
  - Educational segregation and stratification
- Family (PSY, SOC)
  - Forms of kinship (SOC)
  - Diversity in family forms
  - Marriage and divorce
  - Violence in the family (e.g., child abuse, elder abuse, spousal abuse) (SOC)
- Religion
  - Religiosity
  - Types of religious organizations (e.g., churches, sects, cults)
  - Religion and social change (e.g., modernization, secularization, fundamentalism)
- Government and economy
  - Power and authority
  - Comparative economic and political systems
  - Division of labor
- Health and medicine
  - Medicalization
  - The sick role
  - Delivery of health care
  - Illness experience
  - Social epidemiology

## **Culture (PSY, SOC)**

- Elements of culture (e.g., beliefs, language, rituals, symbols, values)
- Material vs. symbolic culture (SOC)
- Culture lag (SOC)
- Culture shock (SOC)
- Assimilation (SOC)
- Multiculturalism (SOC)
- Subcultures and countercultures (SOC)
- Mass Media and popular culture (SOC)
- Evolution and human culture (PSY, BIO)
- Transmission and diffusion (SOC)

## ***Content Category 9B: Demographic characteristics and processes***

### **Demographic Structure of Society (PSY, SOC)**

- Age
  - Aging and the life course
  - Age cohorts (SOC)
  - Social significance of aging
- Gender
  - Sex versus gender
  - The social construction of gender (SOC)
  - Gender segregation (SOC)
- Race and ethnicity (SOC)
  - The social construction of race

- Racialization
- Racial formation
- Immigration status (SOC)
  - Patterns of immigration
  - Intersections with race and ethnicity
- Sexual orientation

## Demographic Shifts and Social Change (SOC)

- Theories of demographic change (i.e., Malthusian theory and demographic transition)
- Population growth and decline (e.g., population projections, population pyramids)
- Fertility, migration, and mortality
  - Fertility and mortality rates (e.g., total, crude, age-specific)
  - Patterns in fertility and mortality
  - Push and pull factors in migration
- Social movements
  - Relative deprivation
  - Organization of social movements
  - Movement strategies and tactics
- Globalization
  - Factors contributing to globalization (e.g., communication technology, economic interdependence)
  - Perspectives on globalization
  - Social changes in globalization (e.g., civil unrest, terrorism)
- Urbanization
  - Industrialization and urban growth
  - Suburbanization and urban decline
  - Gentrification and urban renewal

# Foundational Concept 10

## *Content Category 10A: Social inequality*

### Spatial Inequality (SOC)

- Residential segregation
- Neighborhood safety and violence
- Environmental justice (location and exposure to health risks)

### Social Class (SOC)

- Aspects of social stratification
  - Social class and socioeconomic status
  - Class consciousness and false consciousness
  - Cultural capital and social capital
  - Social reproduction
  - Power, privilege, and prestige
  - Intersectionality (e.g., race, gender, age)
  - Socioeconomic gradient in health
  - Global inequalities
- Patterns of social mobility
  - Intergenerational and intragenerational mobility
  - Vertical and horizontal mobility

- Meritocracy
- Poverty
  - Relative and absolute poverty
  - Social exclusion (segregation and isolation)

### **Health Disparities (SOC)**

### **Healthcare Disparities (SOC)**