**Names and Terms to Know From Unit 7:**

**Motivation and Emotion/Developmental**

**Names**

* **Harry Harlow (1905-1981)**
* **Mary Ainsworth (1913-1999)**
* **Clark Hull (1884-1952)**
* **Jean Piaget (1896-1980)**
* **Lawrence Kohlberg (1927-1987)**
* **Carol Gilligan (1936- )**
* **Erik Erikson (1902-1994)**
* **Sigmund Freud (1856-1939)**
* **Hans Selye (1907-1982)**
* **G. Stanley Hall (1846-1924)**
* **Anna Freud (1895-1982)**
* **Walter Cannon (1871-1945)**
* **Philip Bard (1898-1977)**
* **Abraham Maslow (1908-1970)**
* **Paul Ekman (19834- )**

**Terms**

**(Motivation)**

* Motivations
* Instincts
* Drive Reduction Theory
* Primary Drives
* Secondary Drives
* Arousal Theory
* Opponent-Process Theory of Motivation
* Incentives
* Maslow’s Hierarchy of Needs
* Lateral Hypothalamus
* Set-Point Theory
* Bulimia
* Anorexia
* Obesity
* Achievement Motivation
* Extrinsic Motivators
* Intrinsic Motivators
* Approach-Approach Conflict
* Avoidance-Avoidance Conflict
* Approach-Avoidance Conflict
* James-Lange Theory of Emotion
* Cannon-Bard Theory of Emotion
* Two-Factor Theory
* General Adaptation Syndrome (GAS)

**(Developmental)**

* Developmental Psychologist
* Nature vs. Nurture
* Cross-Sectional Research
* Longitudinal Research
* Teratogens
* Newborn Reflexes
* Harry Harlow’s Attachment Research
* Secure Attachments
* Avoidant Attachments
* Anxious/Ambivalent Attachments
* Authoritarian Parents
* Permissive Parents
* Authoritative Parents
* Erik Erikson’s Psychosocial Developmental Theory
* Trust versus Mistrust
* Autonomy versus Shame and Doubt
* Initiative versus Guilt
* Industry versus Inferiority
* Identity versus Role Confusion
* Intimacy versus Isolation
* Generativity versus Stagnation
* Integrity versus Despair
* Jean Piaget’s Cognitive Developmental Theory
* Schemata
* Assimilation
* Accommodation
* Sensorimotor Stage
* Object Permanence
* Preoperational Stage
* Egocentric
* Concrete Operations
* Concepts of Conservation
* Formal Operations
* Metacognition
* Preconventional Stage
* Conventional Stage
* Postconventional Stage