

Social Psychology and Personality

AP Psychology · Vocabulary

English	中文	Pinyin
Social psychology	社会心理学	shè huì xīn lǐ xué
attribution	归因	guī yīn
dispositional	内归因	nèi guī yīn
situational	外归因	wài guī yīn
fundamental attribution error	基本归因错误	jī běn guī yīn cuò wù
actor-observer bias	行动者-观察者偏差	xíng dòng zhě - guān chá zhě piān chā
self-serving bias	自利偏差	zì lì piān chā
just-world phenomenon	公正世界现象	gōng zhèng shì jiè xiàn xiàng
explanatory style	解释风格	jiě shì fēng gé
optimistic	乐观的	lè guān de
pessimistic	悲观的	bēi guān de
mere exposure effect	单纯曝光效应	dān chún bào guāng xiào yìng
self-fulfilling prophecy	自我实现预言	zì wǒ shí xiàn yù yán
Social comparison	社会比较	shè huì bǐ jiào
upward	向上比较	xiàng shàng bǐ jiào
downward	向下比较	xiàng xià bǐ jiào
stereotype	刻板印象	kè bǎn yìn xiàng
Prejudice	偏见	piān jiàn
discrimination	歧视	qí shì
Implicit attitudes	内隐态度	nèi yǐn tài dù
Belief perseverance	信念固着	xìn niàn gù zhuó
Confirmation bias	确认偏差	què rèn piān chā
Cognitive dissonance	认知失调	rèn zhī shī tiáo

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Social norms	社会规范	shè huì guī fàn
Conformity	从众	cóng zhòng
Obedience	服从	fú cóng
Normative social influence	规范性社会影响	guī fàn xìng shè huì yǐng xiǎng
informational social influence	信息性社会影响	xìn xī xìng shè huì yǐng xiǎng
Persuasion	说服	shuō fú
elaboration likelihood model	精细加工可能性模型	jīng xì jiā gōng kě néng xìng mó xíng
central route	中心路径	zhōng xīn lù jìng
peripheral route	边缘路径	biān yuán lù jìng
foot-in-the-door	登门槛效应	dēng mén kǎn xiào yìng
door-in-the-face	留面子效应	liú miàn zi xiào yìng
Social facilitation	社会助长	shè huì zhù zhǎng
Social loafing	社会惰化	shè huì duò huà
Deindividuation	去个体化	qù gè tǐ huà
Group polarization	群体极化	qún tǐ jí huà
groupthink	群体思维	qún tǐ sī wéi
Individualism	个人主义	gè rén zhǔ yì
collectivism	集体主义	jí tǐ zhǔ yì
multiculturalism	多元文化主义	duō yuán wén huà zhǔ yì
false consensus effect	虚假一致效应	xū jiǎ yí zhì xiào yìng
Superordinate goals	超级目标	chāo jí mù biāo
Altruism	利他行为	lì tā xíng wéi
prosocial behavior	亲社会行为	qīn shè huì xíng wéi
bystander effect	旁观者效应	páng guān zhě xiào yìng
diffusion of responsibility	责任分散	zé rèn fēn sàn

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Personality	人格	rén gé
psychodynamic	精神动力学	jīng shén dòng lì xué
unconscious	无意识	wú yì shí
Ego defense mechanisms	自我防御机制	zì wǒ fáng yù jī zhì
denial	否认	fǒu rèn
displacement	转移	zhuǎn yí
projection	投射	tóu shè
rationalization	合理化	hé lǐ huà
reaction formation	反向形成	fǎn xiàng xíng chéng
regression	退行	tuì xíng
repression	压抑	yā yì
sublimation	升华	shēng huá
projective tests	投射测验	tóu shè cè yàn
humanistic	人本主义	rén běn zhǔ yì
unconditional positive regard	无条件积极关注	wú tiáo jiàn jī jí guān zhù
self-actualization	自我实现	zì wǒ shí xiàn
social-cognitive	社会认知	shè huì rèn zhī
reciprocal determinism	交互决定论	jiāo hù jué dìng lùn
Self-efficacy	自我效能感	zì wǒ xiào néng gǎn
locus of control	控制点	kòng zhì diǎn
internal	内控	nèi kòng
external	外控	wài kòng
Trait theories	特质理论	tè zhì lǐ lùn
Big Five	大五人格	dà wǔ rén gé
openness to experience	开放性	kāi fàng xìng
conscientiousness	尽责性	jìn zé xìng

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extraversion	外向性	wài xiàng xìng
agreeableness	宜人性	yí rén xìng
neuroticism	神经质	shén jīng zhì
Drive-reduction theory	驱力减少理论	qū lì jiǎn shǎo lǐ lùn
homeostasis	内稳态	nèi wěn tài
Arousal theory	唤醒理论	huàn xǐng lǐ lùn
Yerkes-Dodson law	耶克斯-多德森定律	yé kè sī - duō dé sēn dìng lǜ
Self-determination theory	自我决定理论	zì wǒ jué dìng lǐ lùn
intrinsic motivation	内在动机	nèi zài dòng jī
extrinsic motivation	外在动机	wài zài dòng jī
incentive theory	诱因理论	yòu yīn lǐ lùn
Instincts	本能	běn néng
Lewin's motivational conflicts	勒温的动机冲突理论	lēi wēn de dòng jī chōng tū lǐ lùn
approach-approach	双趋冲突	shuāng qū chōng tū
approach-avoidance	趋避冲突	qū bì chōng tū
avoidance-avoidance	双避冲突	shuāng bì chōng tū
Sensation-seeking theory	感觉寻求理论	gǎn jué xún qiú lǐ lùn
Emotion	情绪	qíng xù
affect	情感	qíng gǎn
James-Lange theory	詹姆斯-兰格理论	zhān mǔ sī - lán gé lǐ lùn
Cannon-Bard theory	坎农-巴德理论	kǎn nóng - bā dé lǐ lùn
Schachter-Singer two-factor theory	沙赫特-辛格两因素理论	shā hè tè - xīn gé liǎng yīn sù lǐ lùn
cognitive label	认知标签	rèn zhī biāo qiān
Broaden-and-build theory	拓展-建构理论	tuò zhǎn - jiàn gòu lǐ lùn

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display rules	表达规则	biǎo dá guī zé