# GAC029 Psychology: Additional Outcome Notes

GAC Psychology · Vocabulary in context

| Word | Example |
|---|---|
| **Psychology** /saɪˈkɒlədʒi/ | **Psychology** studies how people think, feel and act. |
| **Functionalism** /ˈfʌŋkʃənəlɪzəm/ | **Functionalism** asks what the mind is for. |
| **Behaviourism** /bɪˈheɪvjərɪzəm/ | **Behaviourism** studies how rewards change what we do. |
| **Cognitive psychology** /ˈkɒgnɪtɪv saɪˈkɒlədʒi/ | **Cognitive psychology** studies how we think and remember. |
| **emotion** /ɪˈməʊʃn/ | Fear is a strong **emotion**. |
| **Arousal** /əˈraʊzl/ | **Arousal** often rises before a speech. |
| **Personality** /ˌpɜːsəˈnælɪti/ | **Personality** is your usual way of thinking, feeling and acting. |
| **trait** /treɪt/ | Patience is a **trait** you show in many situations. |
| **Reinforcement** /ˌriːɪnˈfɔːsmənt/ | **Reinforcement** makes a behaviour happen more. |
| **Observational learning** /ɒbzəˈveɪʃənl ˈlɜːnɪŋ/ | Learning a dance by watching others is **observational learning**. |
| **Motivation** /ˌməʊtɪˈveɪʃn/ | **Motivation** gives us the energy to reach a goal. |
| **Intrinsic motivation** /ɪnˈtrɪnsɪk ˌməʊtɪˈveɪʃn/ | Doing a puzzle for fun is **intrinsic motivation**. |



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| **Extrinsic motivation** /ekˈstrɪnsɪk ˌməʊtɪˈveɪʃn/ | Working for a prize is **extrinsic motivation**. |
| **Drive reduction** /draɪv rɪˈdʌkʃn/ | **Drive reduction** says we drink to stop feeling thirsty. |
| **incentive** /ɪnˈsentɪv/ | A prize can be an **incentive** to work hard. |
| **Maslow's hierarchy** /ˈmæsləʊz ˈhaɪərɑːki/ | **Maslow's hierarchy** puts food and safety before friendship. |
| **Consciousness** /ˈkɒnʃəsnəs/ | **Consciousness** is being aware of yourself and your surroundings. |
| **REM sleep** /rem sliːp/ | Most dreams happen in **REM sleep**. |
| **non-REM sleep** /nɒn rem sliːp/ | Deep sleep happens during **non-REM sleep**. |
| **circadian rhythm** /sɜːˈkeɪdɪən ˈrɪðəm/ | Your **circadian rhythm** makes you sleepy at night. |
| **hippocampus** /ˈhɪpəkæmpəs/ | The **hippocampus** helps form new memories. |
| **amygdala** /əˈmɪgdələ/ | The **amygdala** is linked to fear. |
| **cerebellum** /ˌserɪˈbeləm/ | The **cerebellum** coordinates balance and movement. |
| **brainstem** /ˈbreɪnstem/ | The **brainstem** controls breathing. |
| **null hypothesis** /nʌl haɪˈpɒθəsɪs/ | The **null hypothesis** says there is no difference between the groups. |
| **Operational definition** /ˌɒpəˈreɪʃənl ˌdefɪˈnɪʃn/ | An **operational definition** says exactly how you will measure something. |



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