CONCLUSION

9.00
Introduction to Psychology
John Gabrieli
Exam 3 Preview

50 multiple-choice questions
30 from book (Chapters 8-13)
20 from Sacks & lectures (1 point)
5 short answers (4 pts)
Select 5 from 8-10 choices
70 points
9.00. Intro to Psychology

Objective: Scientific study of human nature/mind/behavior

- brain
- perception
- cognition
- emotion
- personality
- development
- social interaction
- psychopathology
CONCLUSION

• human nature
Why do we and others do what we do?
  - evolutionary psychology
• how to live our lives
  - happiness
Neomammalian

Paleomammalian (Limbic System)

Reptilian

Triune brain model

Image by MIT OpenCourseWare.
EVOLUTIONARY PSYCHOLOGY

- how our brains and minds evolved in nature - natural selection - survival of the fittest for passing genes into next generation
- attitudes toward race & sex (last election)
- different attitudes toward sex in men and women? different investments in procreation?
EVOLUTIONARY PSYCHOLOGY

- Sexism or racism worse problem?
- Implicit Association Test (IAT) – both remain a problem
- Evolutionary psychologists – sexism more persistent because it is in our species; racism is culturally specific and more malleable
• Williams syndrome

- rare neurodevelopmental disorder caused by a deletion of 26 genes from the long arm of chromosome 7
- distinctive “elfin” facial appearance, developmentally delayed language skills, unusually cheerful demeanor and ease with strangers, lack of fear/atypical amygdala function
- show sex IAT effect, but not race IAT effect
### Responders

<table>
<thead>
<tr>
<th></th>
<th>WOMEN</th>
<th>MEN</th>
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<tbody>
<tr>
<td>Date</td>
<td>50%</td>
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<tr>
<td>Apartment</td>
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<td>Sex</td>
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HAPPINESS

• Aristotle - “The Objective of Life” - “we chose it for itself, and never for any other reason”

• Jefferson - Declaration of Independence - “We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness.”
HAPPINESS

• what makes you HAPPY?

• what makes you UNHAPPY?
HAPPINESS

• what makes you HAPPY?
  health
  wealth
  new car, new plasma tv, new stuff

• what makes you UNHAPPY?
  broken wrist
  broken heart
HAPPINESS

• how do you measure happiness?

The happy man is not he who seems thus to others, but who seems thus to himself.

*Publilius Syrus*
HAPPINESS

• Mostly “happy” (92%)
• Little influence of social status, income, gender, ethnicity
HAPPINESS

• 7-point scale
• average 4.5/5.5
• college students - 4.9
• older - 5.6
Per-person after-tax income in 1990 dollars

Year

Percentage describing themselves as very happy

Personal income

Percent very happy

Image by MIT OpenCourseWare.
Satisfaction with Life Index

Income and happiness

Source: Inglehart and Klingemann (2000), Figure 7.2 and Table 7.1. Latest year (all in 1990s).

Measuring Satisfaction

A new study shows that people in wealthier countries are more likely to be satisfied with their lives. Earlier research had suggested that satisfaction did not necessarily increase once basic needs were met.
Focusing Illusion

*When thinking about one topic, greater importance is attributed to that topic*

- rate happiness, how many dates in last month? no correlation
- how many dates in last month, rate happiness? positive correlation
Focusing Illusion

*When thinking about one topic, greater importance is attributed to that topic*

- bad mood previous day, how much time people with various income levels are in a bad mood?
  - < $20K, 32% more time in bad mood than > $100K
  - actually 12%
- people making >$100K spend about 20% of time on passive leisure (socializing, tv; more enjoyable) vs. 34% for <$20K; more time on work, shopping, child care and obligatory tasks rated as more stressful
Personality

GENETICS

Twin Studies

happiness (.50 - .80)

Set Point
Traits of happy people

Image by MIT OpenCourseWare.
CAN PEOPLE BE TOO HAPPY?

• survey and longitudinal data
• highest levels of happiness most successful in close relations & volunteer work
• slightly lower levels of happiness most successful for income, education, & political participation

what is “success”
Happiness

What makes us happy?
  in the past
  in the future
Happiness

- memory reconstruction
  painful procedures (dentist)
  memory = peak & ending intensity
  add mild pain at end of extreme
  pain, and overall pain rated lower

- happier at work or vacation?
  vacation (that’s why I work)
  random beeper - happier at work
Happiness

• greatest happiness
  over 33% say children/grandchildren

• diary? Just over housework, below sex, socializing with friends, watching tv, praying, eating, and cooking
Happiness

• greatest happiness
  over 33% say children/grandchildren

• diary? Just over housework, below sex, socializing with friends, watching tv, praying, eating, and cooking

• MULTIPLE SELVES?
Happiness

• US, moment-to-moment self-reported happiness increases until $75K, then tops out; emotional well being at the moment

• overall satisfaction goes up with income
AFFECTIVE FORECASTING

• think about your future
AFFECTIVE FORECASTING

• think about your future

most people think about achieving & succeeding rather than fumbling or failing
AFFECTIVE FORECASTING

• if I don’t get tenure, I will be sad… if I do get tenure I will be happy

• if I win the lottery, I will be happy!
AFFECTIVE FORECASTING

• if I don’t get tenure, I will be sad… if I do get tenure I will be happy
  two years later - no difference
• if I win the lottery, I will be happy!
  a year or two later, no difference
AFFECTIVE FORECASTING

• if I don’t get tenure, I will be sad… if I do get tenure I will be happy
  
  *two years later - no difference*

• if I win the lottery, I will be happy!
  
  *a year or two later, no difference*

• accident leading to quadriplegia or paraplegia - return to typical ratings in 3 months
AFFECTIVE FORECASTING

• if I don’t get tenure, I will be sad… if I do get tenure I will be happy
  
  *two years later - no difference*

• if I win the lottery, I will be happy!
  
  *a year or two later, no difference*

• accident leading to quadriplegia or paraplegia - return to typical ratings in 3 months

*hedonic adaptation*
AFFECTIVE FORECASTING

- Dan Gilbert
- Harvard students in photography class - choose two favorite pictures - give one to teacher
  - irrevocable choice
  - could exchange in a few days
  who is happier?
AFFECTIVE FORECASTING

• Dan Gilbert
• Harvard students in photography class - choose two favorite pictures - give one to teacher
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who is happier?
  irrevocable choice
PARADOX OF CHOICE
WHY MORE IS LESS

• we like choice - 285 cookies, 13 sports drinks, 75 iced teas, 200 channels
• gourmet food store - exotic, high-quality jams - taste jams - coupon for a dollar off if you buy the jam - 24 jams
  - taste 6 or taste 24 jams
  - more shoppers came to table with 24 to taste - tasted about 5 jams -
PARADOX OF CHOICE  
WHY MORE IS LESS

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• gourmet food store - exotic, high-quality jams - taste jams - coupon for a dollar off if you buy the jam - 24 jams
  - taste 6 or taste 24 jams
  - 6 jams/30% purchases
  - 24 jams/3% purchases
PARADOX OF CHOICE
WHY MORE IS LESS

- calling plans, health insurance, retirement plans, health-care options, etc. etc.
HAPPINESS

*What people think…*

- relationship/marriage
- more flexibility at work
- baby
- losing weight
- cure of a chronic disease
- more money
- more time
- beauty
HAPPINESS

- 50% genetic
- 10% circumstances
- 40% intentional activity
HAPPINESS

• Myths
  - happiness is found
  - happiness lies in changing circumstances
  - you either have it or you don’t
HAPPINESS

What research finds…

• time on nurturing relations with family & friends
• expressing gratitude & helping others
• practice optimism about future
• savor life, in the present
• physical exercise
• commitment to lifelong goals & ambitions
• coping/resilience
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