SUMMARY

Use the following outline as a tool for reviewing this chapter. Copy the outline onto your own paper, leaving spaces between headings to make notes about key concepts.

I. Classical Conditioning

   A. Pavlov's Experiment

   B. General Principles of Classical Conditioning

   C. Classical Conditioning and Human Behavior

II. Operant Conditioning

   A. Reinforcement

   B. Schedules of Reinforcement

   C. Stimulus Control

   D. Aversive Control

III. Factors that Affect Learning

   A. Feedback

   B. Transfer

   C. Practice

IV. Learning Strategies

   A. Learning to Learn

   B. Learned Helplessness and Laziness

V. Learning Complicated Skills

   A. Combining Responses: Chaining

VI. Modeling

CONCEPTS AND VOCABULARY

1. What type of learning is involved when an old response becomes attached to a new stimulus? What terms did Pavlov use for each of the following elements in his experiments with dogs: food, the dog's salivation response at the sight of food, the sound of the tuning fork, the animal's salivation response to the sound of the tuning fork? What term did he use to explain the effect of repeatedly striking the tuning fork without providing food?

2. Who is the psychologist closely associated with operant conditioning? Which type of learning—operant conditioning or classical conditioning—emphasizes that the stimulus elicits the response?

3. What are positive consequences called? Negative consequences? Can you name two ways to have a behavior repeated and two ways to prevent a behavior from being repeated?

4. What are the four types of schedules of partial reinforcement?

5. What are some examples of primary reinforcers? What type of reinforcer is money? Make a list of reinforcers that could be labeled physical, psychological, and symbolic.

6. Aversive stimuli can be used in two ways. What are they? How are they different? People can avoid unpleasant events or escape from them. Can you explain the difference?

7. How did Martin Seligman develop learned helplessness in animals? A person who has learned helplessness is more likely to be depressed. If a person feels helpless and depressed after taking an exam, what things is this person likely to be thinking about?

8. What is the process in which a person is reinforced for closer and closer approximations of the desired behavior? What is the name of the sequence in which one response produces the signal for the next response?

9. What are the three types of modeling?

CRITICAL THINKING

1. **Analyze.** Which of the schedules of reinforcement do your instructors generally use in conducting their classes? How would your classes