



## AP<sup>®</sup> Psychology 2003 Sample Student Responses

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Cognitive dissonance is a term used to describe the anxiety felt by a person when their belief about something and their action towards something clash or are different. For example if a student strongly believes that cheating is wrong but on a test they cheat this causes extreme anxiety and is an example of cognitive dissonance. The person will either try to change the attitude or action to relieve the anxiety. Conformity, which is another psychological concept is ~~when~~ when a person changes their opinion or answer about something to be in line with the groups answer. For example if everyone in a room says an answer is four but one person believes its three, then the person will conform to the majority opinion and state that the answer is three. Incentive motivation is when a person is driven to do something or achieve because there is an award in it for them if they achieve that goal. A negative reinforcement is something that increases a ~~behavior~~ behavior. Its an aversive stimulus that increases a behavior. To avoid a negative reinforcer a person will increase a behavior. Finally, a physiological addiction is when a person a person has to continually ~~take~~ take a drug or continually do something, because if they don't it will cause pain inside their body, such as cramps due to withdrawal from drug use.

Cognitive dissonance could relate to the ~~development~~ development of a smoking habit. A person could believe

that smoking is detrimental to ~~that~~ a person's health. However one day that person decides to smoke, this creates anxiety within the person. To relieve the anxiety, the person will change their belief that smoking is detrimental. They figure ~~is~~ that they must not really think that it is bad if they were willing to try it. Once the anxiety is no longer present the person is free to smoke. Conformity could also relate to the development of a smoking habit. If a person is hanging with a big, older crowd and everyone there is smoking, then more than likely they will begin to smoke as well. This is because they want to fit in with the group and because everyone in the group is smoking. Also, incentive motivation can relate to the development of a smoking habit. For instance, if a person who has always strived to be in the "popular" ~~group~~ crowd, finally has the opportunity to hang out with them and they offer him a cigarette or something else to smoke, he will more than likely accept. This is because his need to be in the popular group is so big that he believed that by smoking he will be part of their group.

~~Also~~ A negative reinforcer can also relate to the continuation of a smoking habit. Take for example that the negative reinforcer is stress and anxiety. Every time that the person feels like this, they increase the activity, which is smoking, ~~is~~ and the anxiety then goes away. This will increase smoking because everytime the person feels anxious they will

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smoke to avoid these feelings. Finally a physiological addiction can contribute to the continuation of a smoking habit. A person becomes addicted to a drug they continually need to use it to avoid physiological or psychological pains. When a person who smokes and is addicted doesn't smoke for awhile and they begin to get headaches and cramps that won't go away until they smoke again, then they will continue to smoke out of fear of the feelings of physiological withdrawal. This is characteristic of physiological addiction.

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Cognitive dissonance is a tactic people use to deal with conflicting thoughts & actions, it is used as a way to justify something to oneself. For example, a student who believes a college tuition is too high, but is obviously attending the college anyway, may use cognitive dissonance and say, "I'm sure the school needs the money".

Conformity is a social tendency that occurs when an individual compromises his/her own convictions to satisfy a social norm. When a person wants to be accepted, or does not want to make waves, he/she may decide the "best" course of action is conformity. Conforming can range from buying clothes that fits in with everyone at your school, or ~~and~~ sharing the same ideas + convictions, in order to be accepted.

Incentive motivation occurs when a person is working towards a desired goal. If a person wants to earn money during the summer in order to buy a car - it is incentive motivation that is getting him up every morning before work.

Negative reinforcement is a part of operant conditioning. If a dog, for example, has an undesired behavior, such as - jumping up on the couch, perhaps a negative reinforcement for this undesired action is squirting the dog with some water every time he jumps up on the couch. This negative reinforcement, the water squirting in this case, aims to get rid of the undesired behavior.

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Physiological addiction refers to a biological addiction to something, such as a drug or a medicine. A person may become physically dependent on the drug, experiencing symptoms of withdrawal if the drug is taken away. A person may build up a tolerance to a drug, and therefore need to up the dosage. A physiological addiction refers to the ~~dangerous~~ way the body can become physically dependent on a certain substance.

Conformity can lead to a developing smoking habit. I have seen it happen in many cases throughout high school. If an individual wants to fit in with a certain crowd, and the crowd happens to smoke - the individual may opt to take up smoking as a way to be included. Conformity into this "smoking group" will make it very difficult for the individual, if he/she later wants to quit.

Cognitive Dissonance is the assumption that one makes according to what he/she believes about his/her behaviors. For example in the case of someone who <sup>started to</sup> smokes, this person is engaging in this action due to that he/she thinks that by smoking, his/her stress will reduce and go away. This person is trying to get rid of something by engaging in this action due to what he/she thinks will happen.

Conformity is the idea of being satisfied with an action or belief and therefore not seeking for alternatives. For example if a person is in the habit of smoking, this person is satisfied to relieve ~~the~~ whatever is being relieved, stress, anxiety by the action of smoking. This person is conformed because he/she is not willing to accept his/her problem and doesn't seek for help in other forms other than smoking to relieve the problems. Therefore if someone is conformed, a habit will become developed.

Incentive Motivation is when something is awarded for a certain action and so keeps on going towards it. For example, if a young person is bribed with smoking, like someone will say "OK, if you smoke one pack, I'll make sure you get another pack free" then in this case the mind of the young person is saying that this is a strong incentive, which will give him more cigarettes, so this young person will

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be motivated to smoke on a constant basis for the free pack, therefore making it an incentive.

Negative reinforcement is the concept which involves taking away something from an individual so that the individual would better him/herself. For example, if a parent of a teenager Sam, takes away the privilege of driving due to smoking inside the car, then Sam will have to not smoke in the car. This will break Sam's habit of smoking @ a regular basis, therefore reinforcing the idea of not to smoke.

Physiological Addiction is the idea that the body thinks that the action is needed and not just wanted. For example in a case of Sam smoking may not be a cause of him wanting to smoke, but the habit of having the cigarette in his mouth. That habit that he has to suck on an object makes him light up a cigarette every so often. Therefore, his physical self has the constant habit of this action making it a physiological addiction.