

# **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*

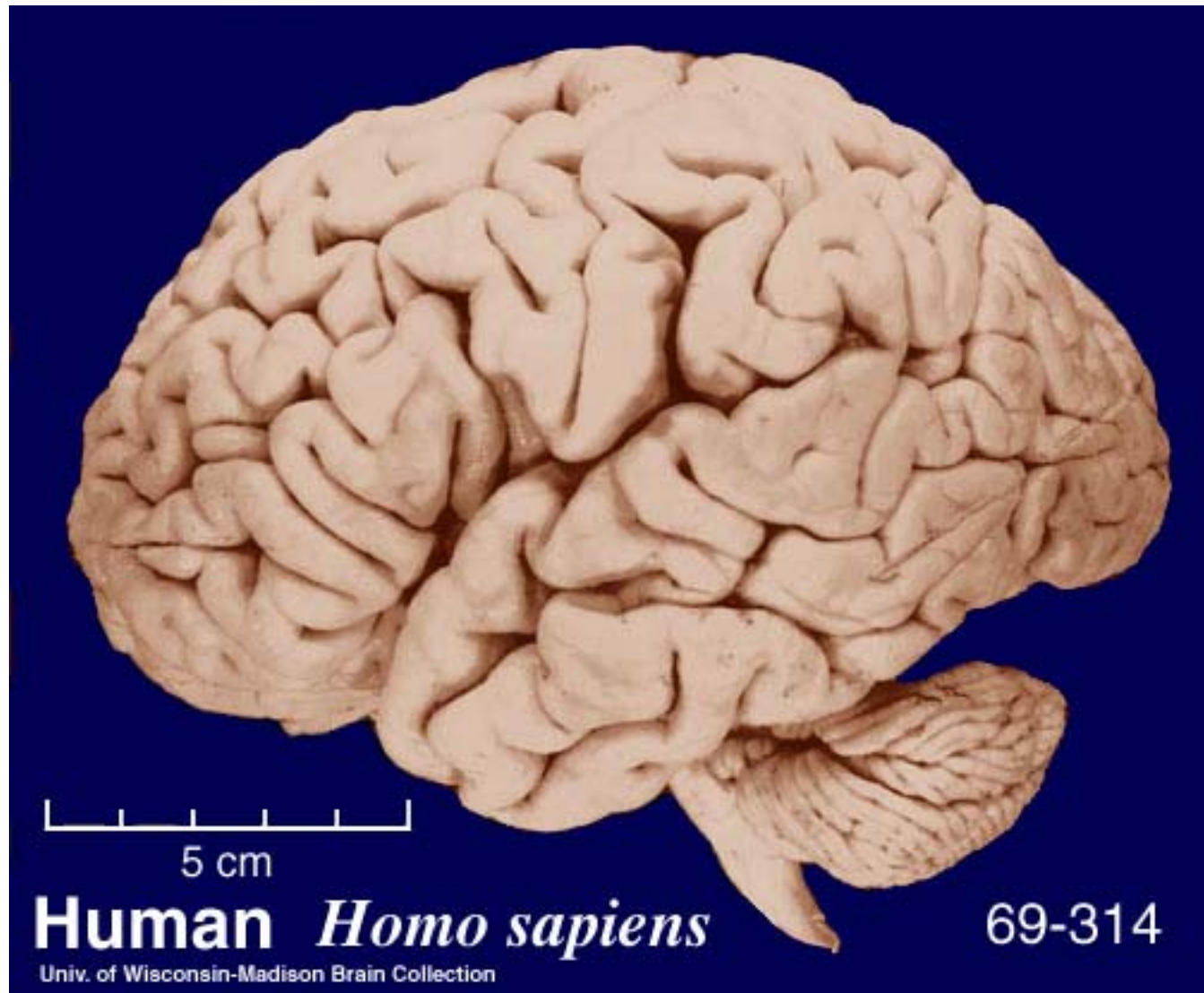
**Why do we and others do what we do?**

- evolutionary psychology

- *how to live our lives*

- happiness

# Fragile Power of the Human Brain



Reproduced (or adapted) with permission from <http://www.brains.rad.msu.edu>,  
and <http://brainmuseum.org>, supported by the US National Science Foundation.

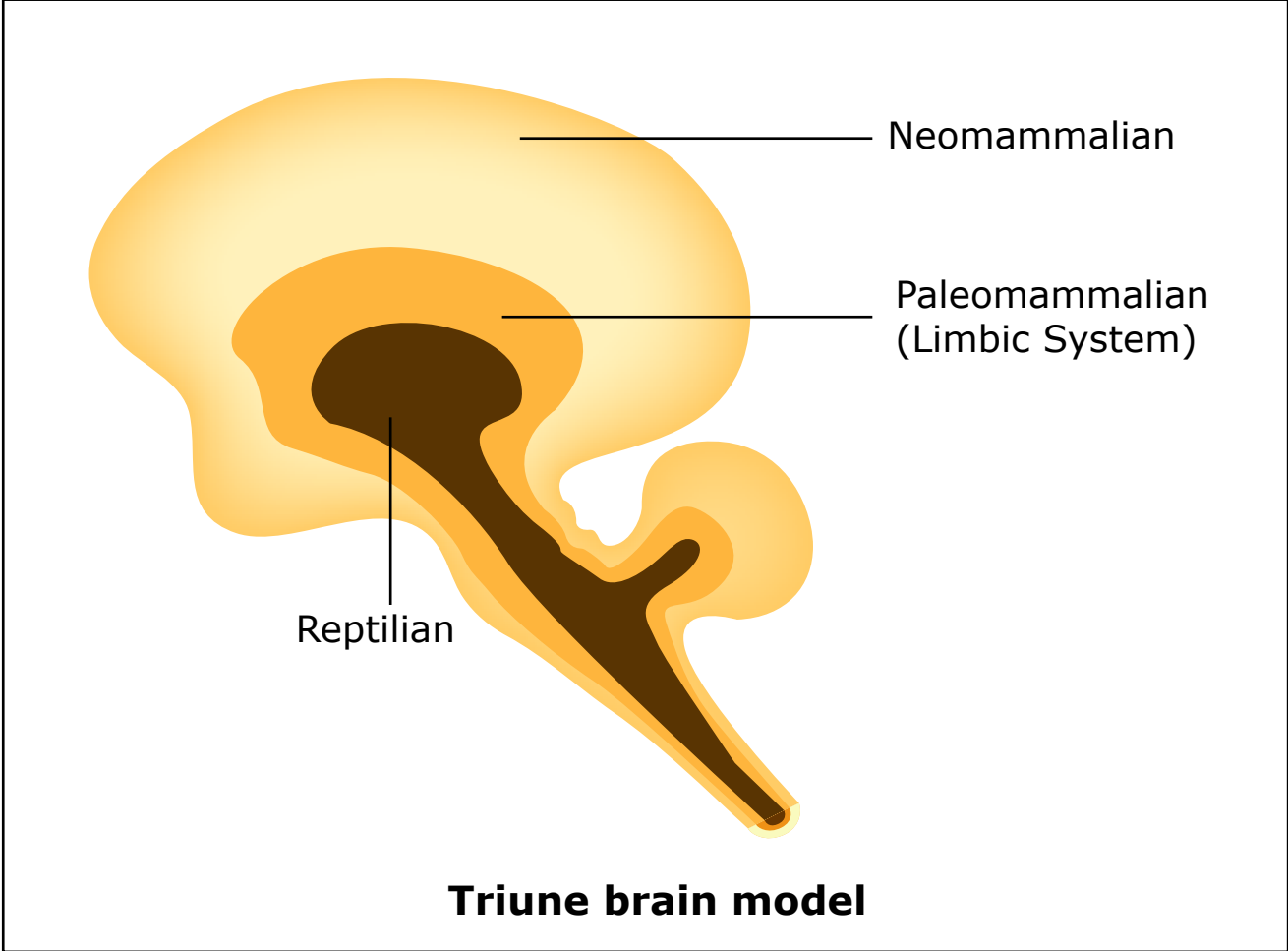


Image by MIT OpenCourseWare.

# **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



Public domain (US government) photos.

- **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**



# EVOLUTIONARY PSYCHOLOGY

- **Williams syndrome**



medgen.genetics.utah.edu

Photo courtesy of Genetic Science Learning Center,  
University of Utah, <http://learn.genetics.utah.edu>.

- **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*

	<u>WOMEN</u>	<u>MEN</u>
<b>Date</b>	50%	50%
<b>Apartment</b>	6%	69%
<b>Sex</b>	0%	75%

# 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 ?**

Image removed due to copyright restrictions.

Subjective Happiness Scale self-assessment, from Lyubomirsky, Sonja. *The How of Happiness: A Scientific Approach to Getting the Life You Want*. Penguin, 2008. [Preview with [Google Books](#)]

Webform version of the assessment available at [http://chass.ucr.edu/faculty\\_book/lyubomirsky/discover\\_happiness.html](http://chass.ucr.edu/faculty_book/lyubomirsky/discover_happiness.html)

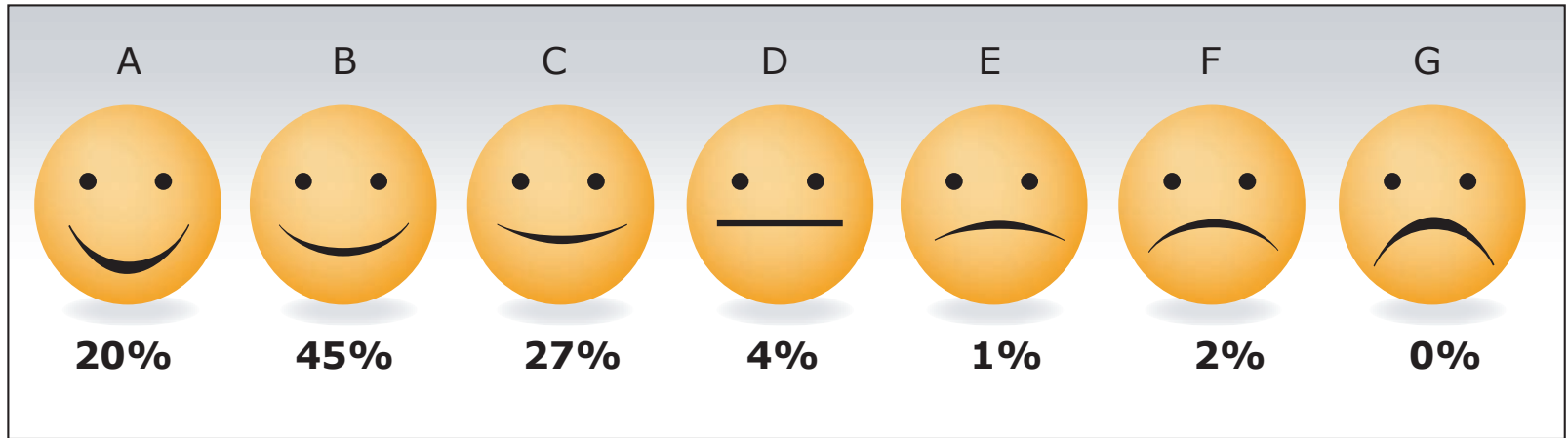


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**The happy man is not he who seems thus to others,  
but who seems thus to himself.**

***Publius Syrus***

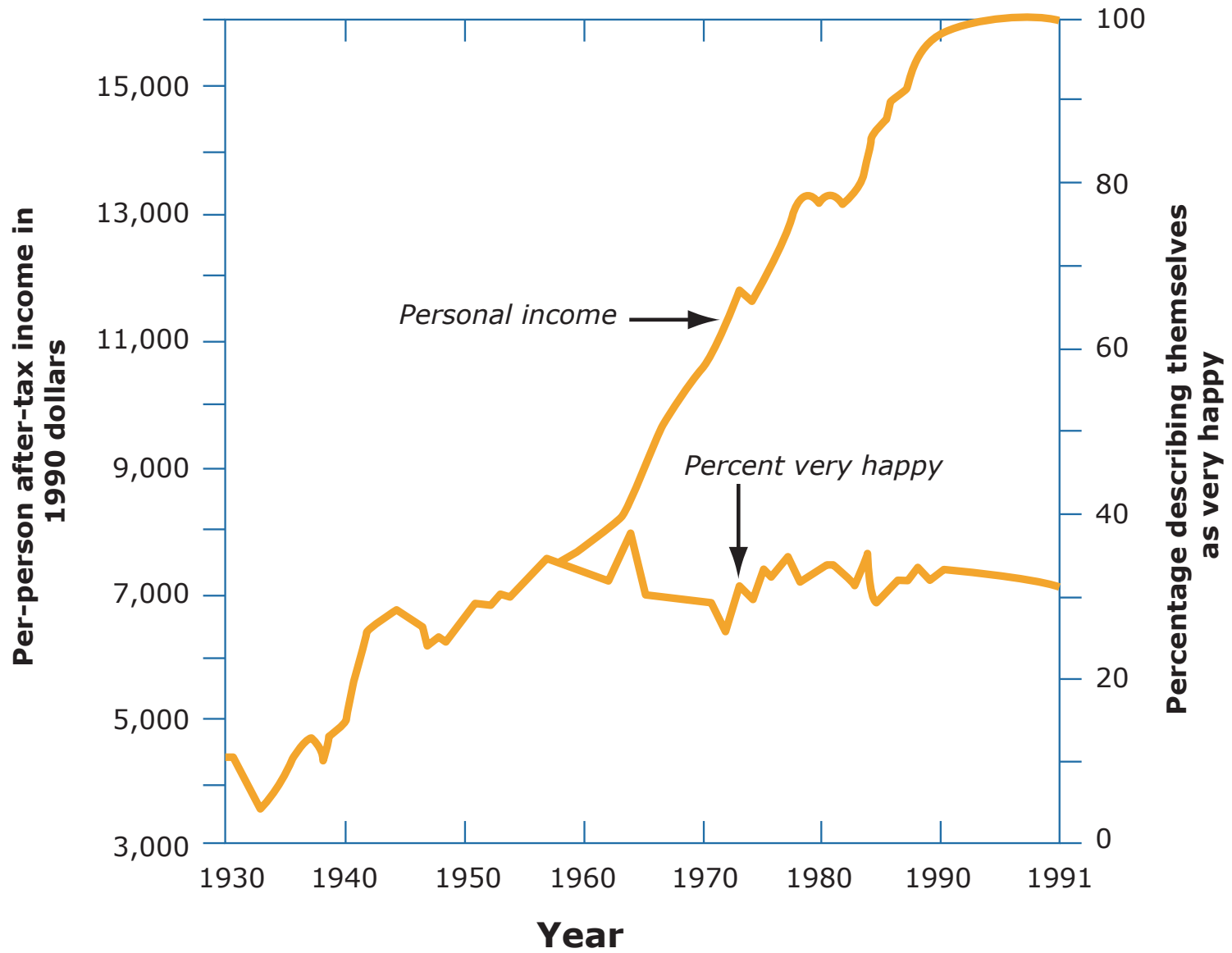


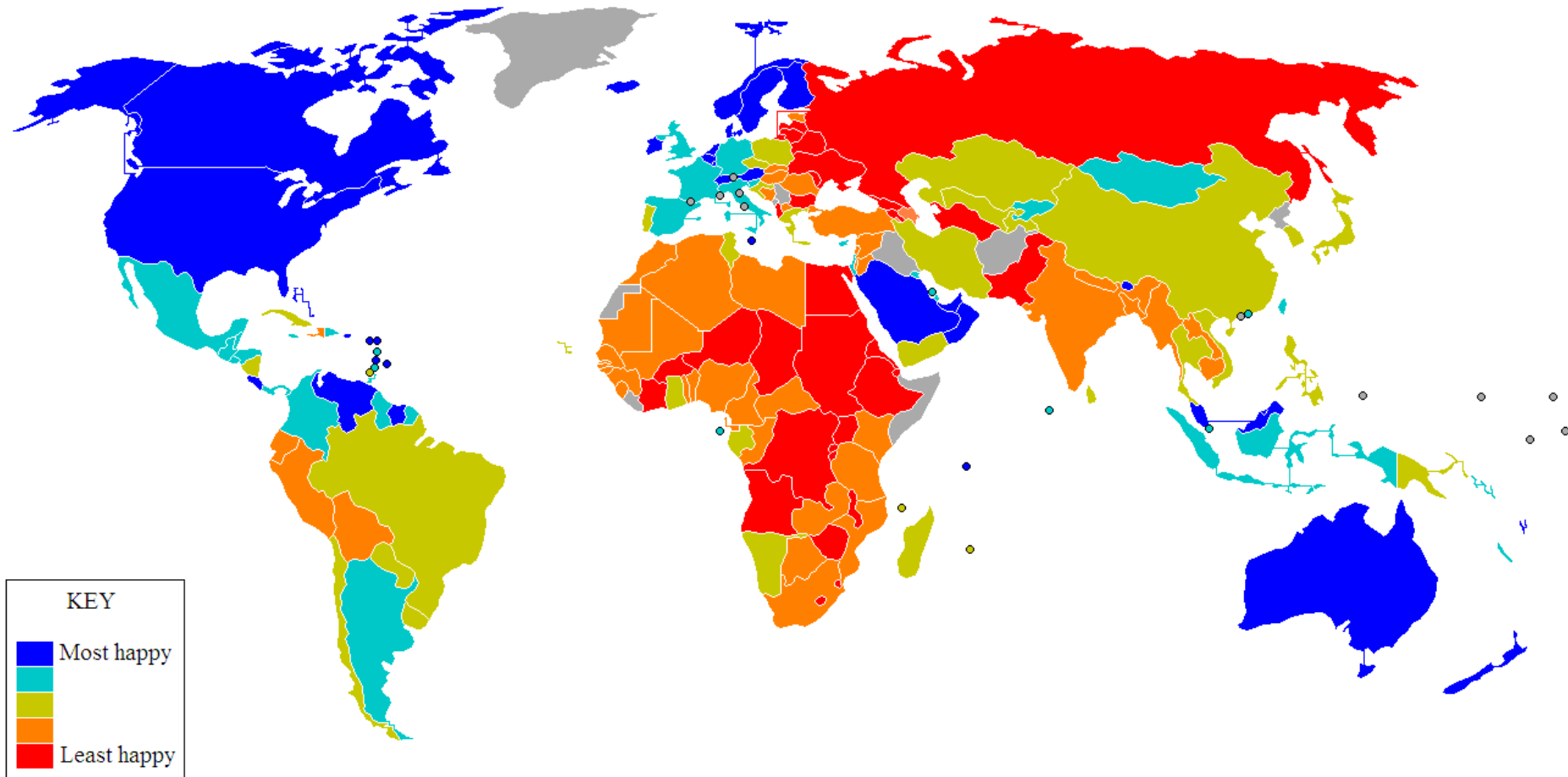
# HAPPINESS

- **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**



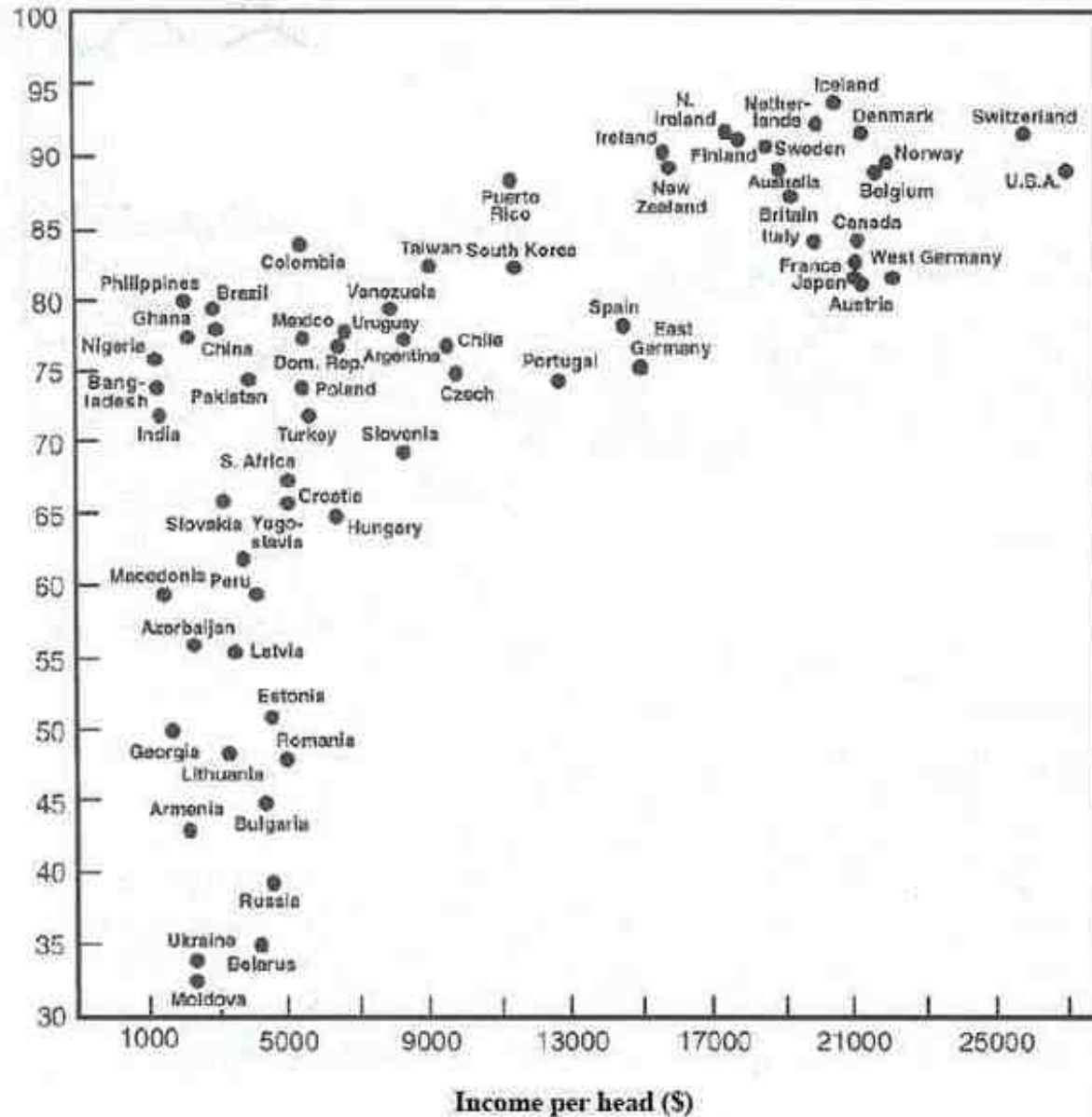


## Satisfaction with Life Index

Public domain image, based on "The World Map of Happiness," by Adrian White, Analytic Social Psychologist, University of Leicester. See White, A. (2007). "A Global Projection of Subjective Well-being: A Challenge To Positive Psychology?" *Psychtalk* 56, 17-20.

# Income and happiness

Happiness (index)



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

Source: Layard, Richard. "Happiness: Has Social Science A Clue?" Lionel Robbins Memorial Lectures 2002/3. Courtesy of Professor Richard Layard. Used with permission.

# 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.

Percent who rate themselves an 8, 9 or 10 on a 10-point scale of satisfaction



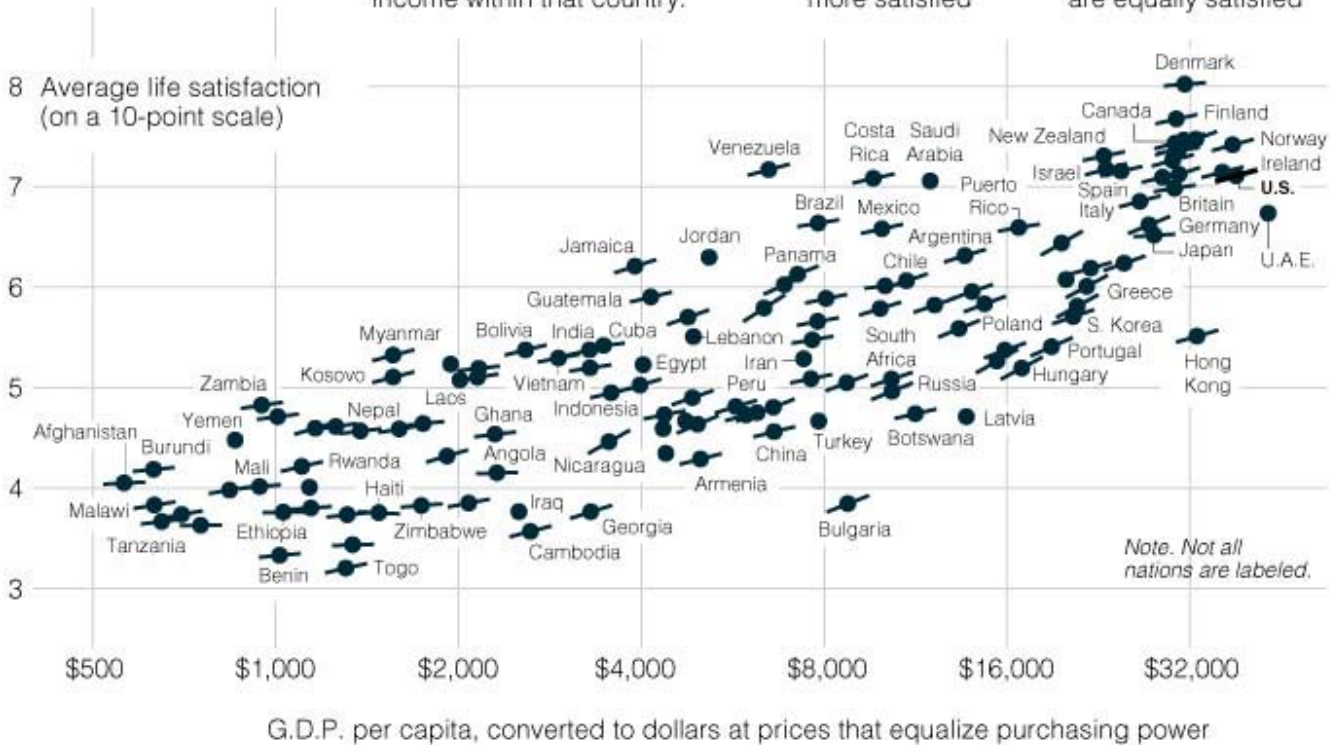
KEY:

● Each dot represents one country

The line around the dot shows how satisfaction relates to income within that country:

↗ Higher-income people are more satisfied

↔ Higher-income and lower-income people are equally satisfied



Source: Betsey Stevenson and Justin Wolfers, Wharton School at the University of Pennsylvania

THE NEW YORK TIMES

# 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

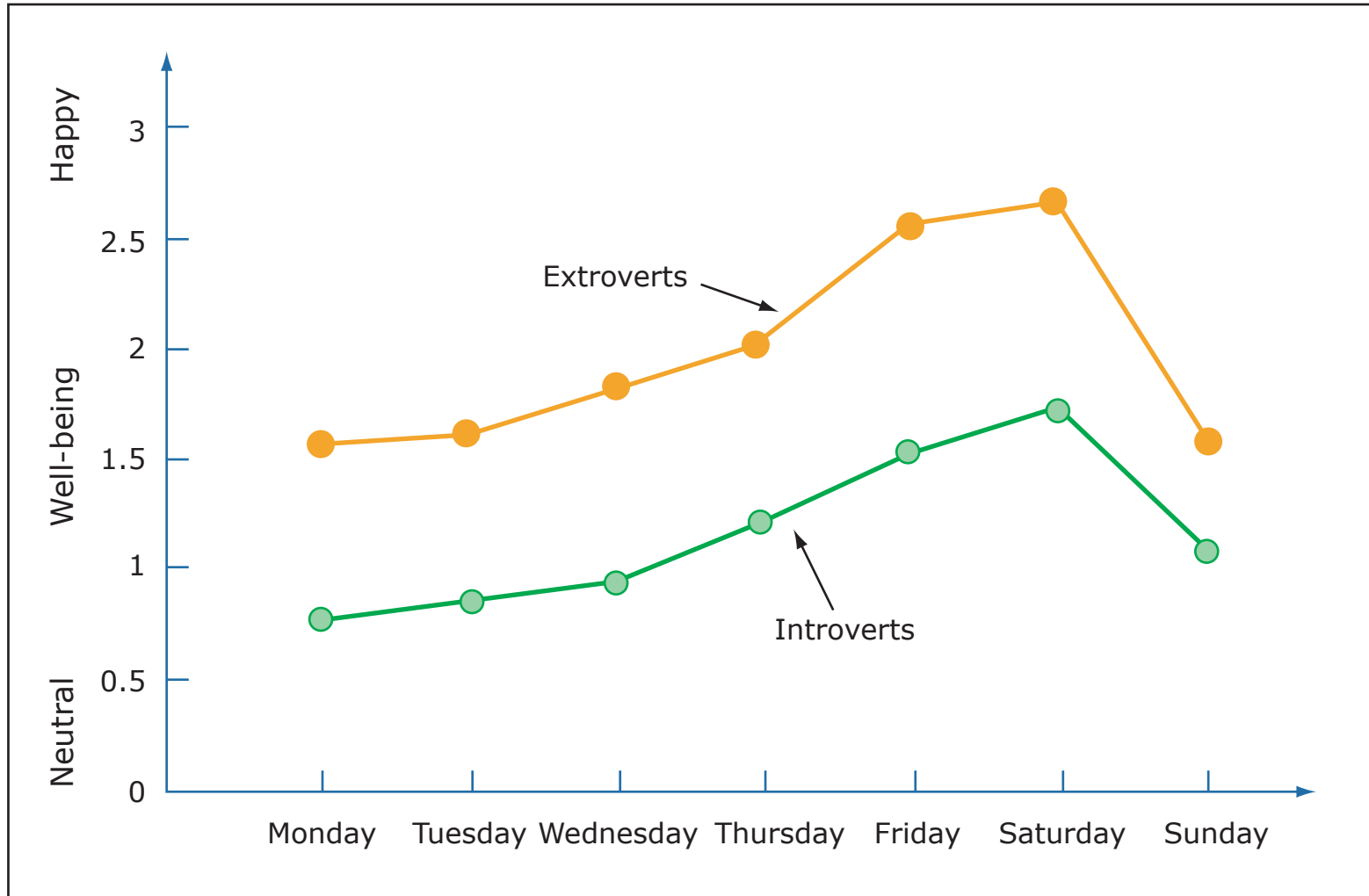
## GENETICS

### *Twin Studies*

**happiness (.50 - .80)**

### **Set Point**

# Traits of happy people



# 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**

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- **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

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*two years later - no difference*
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*a year or two later, no difference*

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*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**
    - **irrevocable choice**
    - **could exchange in a few days**
- 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**

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  - **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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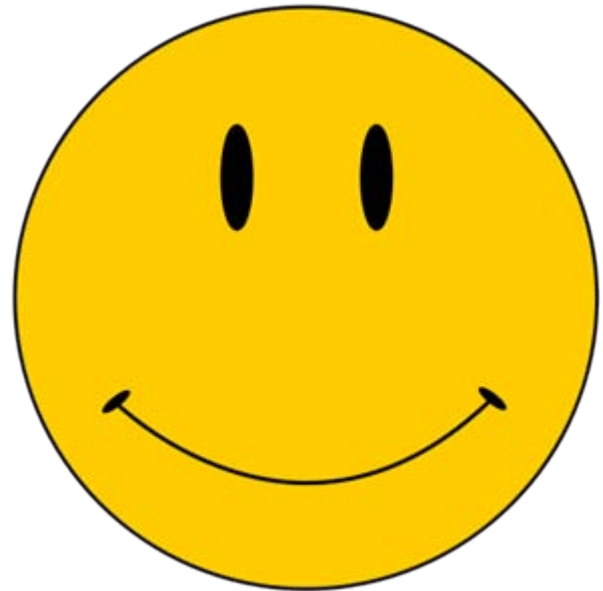
**emotion**

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