Achievement Test	A psychometric test designed to test a person's knowledge and skills. (page 332)
Affective heuristic (c)  FIGURE 8.12 AP Photo/Ivan Sekretarev Copyright © 2022 W. W. Norton & Co., Inc.	A mental shortcut to make decisions or judgments based on current emotions. (page 314)
Aptitude test	A psychometric test designed to test a person's ability to learn some particular new skill in the future. (page 332)

Analogical representations (a)  FIGURE 8.1 	Mental representations, usually visual images, that have some of the physical characteristics of objects. (page 304)
Availability heuristic (a)  FIGURE 8.12 	A mental shortcut used to assess how common or probable something is based on how quickly information comes to mind. (page 313)
Concept	Mental representation used to categorize related objects, events, or ideas based on shared features (such as musical instruments or fruits). (page 307)

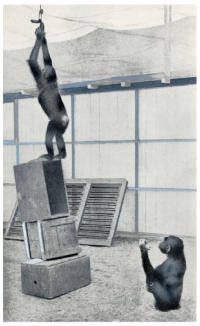
Confirmation bias	The tendency of people to pay greater attention to evidence that supports their beliefs and ignore or downplay evidence that does not support their beliefs. (page 311)
Convergent thinking  (a) FIGURE 8.25 Courtesy of Lydia Jordan Smith	The ability to generate the single best or most correct solution to a problem or question. (page 326)
Creativity	The ability to come up with novel ideas to produce successful outcomes. (page 325)

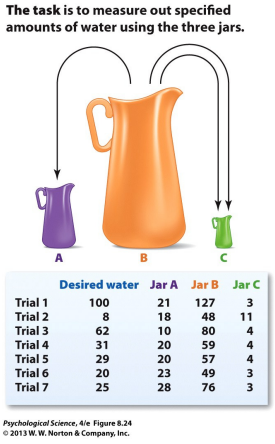
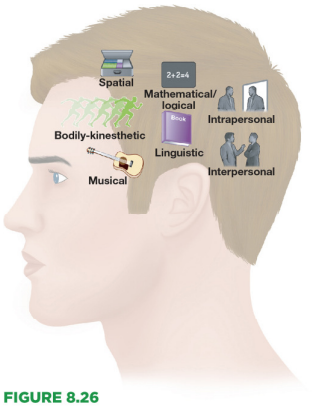
Crystallized intelligence	Intelligence that reflects knowledge gained through experience and the ability to use that knowledge to solve problems. (page 324)
Decision making (b)  You use **decision making** to select between options. People often have to choose between foods that maximize pleasure and those that are better for their health. **FIGURE 8.10** Jamie Grill/Getty Images 	Attempting to select the best alternative among several options. (page 312)
Divergent thinking (b)  **FIGURE 8.25** Courtesy of Sarah Grison 	The ability to generate multiple ideas or solutions to a problem. (page 326)

Emotional intelligence	The ability to manage and use emotions to guide thoughts and actions, to recognize other people's emotions, and to understand emotional language. (page 328)
Exemplar model	A way of thinking about concepts: All examples in a category are exemplars; together, they form the representation of the concept. (page 308)
Fluid intelligence	Intelligence that reflects the ability to process information, particularly in novel or complex circumstances. (page 324)

Framing  FIGURE 8.13 	How information is presented; framing affects how information is perceived and influences decisions. (page 314)
Functional fixedness	A tendency to think of things based on their usual functions, which may make it harder to solve a problem. (page 322)
General intelligence (g)	The single common factor that contributes to performance on any intellectual task. (page 324)

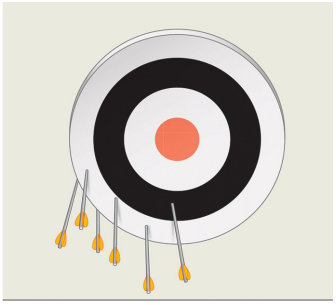
Heuristic	A shortcut (rule of thumb or informal guideline) used to reduce the amount of thinking that is needed to make decisions. (page 313)
Hindsight bias	The tendency of people to believe they could have predicted or known something after they know the outcome or after information becomes known. (page 312)
Illusory Correlation	The misperception that two events that happen at the same time by chance are somehow related. (page 311)

Insight  FIGURE 8.18 JLH/SuperStock 	The sudden realization of a solution to a problem. (page 321)
Intelligence	The ability to use knowledge to reason, make decisions, make sense of events, solve problems, understand complex ideas, learn quickly, and adapt to environmental challenges. (page 323)
Intelligence quotient (IQ)	A measure of intelligence obtained through the administration of an intelligence test. (page 323)

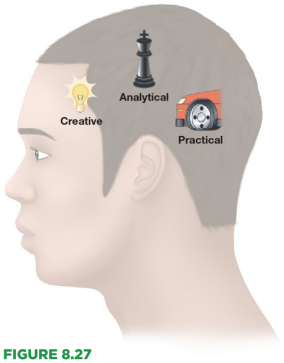
Mental age	An assessment of a child's intellectual standing compared with that of same-age peers; determined by comparing the child's test score with the average score for children of each chronological age. (page 332)
Mental sets  *Psychological Science*, 4/e Figure 8.24 © 2013 W. W. Norton & Company, Inc.	An established way of thinking that has worked in the past but might not be the best way to solve a problem. (page 321)
Multiple Intelligences  FIGURE 8.26 Copyright © 2022 W. W. Norton & Co., Inc.	Gardner's theory that people have many different types of intelligence that are independent of one another. (page 326)

	Desired water	Jar A	Jar B	Jar C
Trial 1	100	21	127	3
Trial 2	8	18	48	11
Trial 3	62	10	80	4
Trial 4	31	20	59	4
Trial 5	29	20	57	4
Trial 6	20	23	49	3
Trial 7	25	28	76	3

Problem solving (c)  You use **problem solving** to overcome obstacles. For example, how did this man solve the problem of getting out of the corner he painted himself into? **FIGURE 8.10** 	Using knowledge to find away around obstacles to reach goals. (page 318)
Prototype model	A way of thinking about concepts: Within each category, there is a best example -- a prototype -- of the concept. (page 307)
Reasoning (a)  You use **reasoning** to determine if a conclusion is valid. In the 2016 presidential campaign, candidate Jeb Bush stated that psychology majors needed to "realize, you're going to be working at Chick-fil-A." To show this statement was not valid, many people provided evidence. They posted signs showing what they do with their psychology degrees. **FIGURE 8.10** 	Using information to determine if a conclusion is valid. (page 310)

Reliability 	The degree to which a test is stable and consistent over time. (page 331)
Representativeness heuristic  (b) FIGURE 8.12 Jeffrey Mayer/WireImage/Getty Images Copyright © 2022 W. W. Norton & Co., Inc.	A mental shortcut used to place people or objects in a category if they are similar to the prototype for that category. (page 314)
Restructuring	Thinking about a problem in a new way in order to solve it. (page 312)

Schemas  FIGURE 8.3 	Mental structures--collections of ideas, prior knowledge, and experiences--that help organize information and guide thought and behavior. (page 306)
Stereotypes	Schemas that allow for easy, fast processing of information about people, events, or objects, based on how that information is categorized. (page 308)
Stereotype threat	Apprehension about confirming negative stereotypes related to one's own group. (This term is in your book, but not listed as a key term)

Symbolic representations  FIGURE 8.1 	Abstract mental representations that consists of words or ideas. (page 305)
Thinking	The mental manipulation of analogical and symbolic representations. (page 304)
Triarchic theory  FIGURE 8.27 	Sternberg's theory that people have three types of intelligence; analytical, creative, and practical. (page 328)

Validity	The degree to which a test measures what it is intended to measure. (page 331)
 **Warning:** not all of the key ideas are on this list of key terms	