

Pearson BTEC National Applied Psychology Book 1 Certificate Units

References

Introduction

Ulrich, R. (1984) View through a window may influence recovery from surgery. *Science*, 224(4647), 420–421.

Unit 1

Allport, G. W. and Postman, L. (1947) *The psychology of rumour*. Oxford: Henry Holt.

Anastasi, J. S. and Rhodes, M. G. (2006) Evidence for an own-age bias in face recognition. *North American Journal of Psychology*, 8(2), 237–252.

Aronson, E. (2011) *The social animal*. New York: Worth Publishers.

Asch, S. E. (1951) Effects of group pressure upon the modification and distortion of judgments. In H. Guetzkow (Ed.), *Groups, leadership and men; research in human relations* (pp. 177–190). Oxford, England: Carnegie Press.

Ashcraft, A. M. and Belgrave, F. Z. (2005) Gender identity development in urban African American girls. In J. W. Lee (Ed.), *Gender roles*. Hauppauge, NY: Nova Science.

Banuazizi, A. and Movahedi, S. (1975) Interpersonal dynamics in a simulated prison: A methodological analysis. *American Psychologist*, 30(2), 152–160.

Bandura, A., Ross, D. and Ross, S. A. (1961) Transmission of aggression through imitation of aggressive models. *The Journal of Abnormal and Social Psychology*, 63(3), 575–582.

Bandura, A. (1962) Social learning through imitation. In M.R. Jones (Ed.), *Nebraska Symposium on Motivation* (pp. 211–274). Oxford, England: Univer. Nebraska Press.

Bandura, A. (1973) *Aggression: A social learning analysis*. London: Prentice-Hall.

Bandura, A. (1977) Self-efficacy: Toward a unifying theory of behavioral change. *Psychological Review*, 84(2), 191–215.

Bargh, J. A., Chen, M. and Burrows, L. (1996) Automaticity of social behavior: Direct effects of trait construct and stereotype activation on action. *Journal of Personality and Social Psychology*, 71(2), 230–244.

Bartlett, F. C. (1932) *Remembering: A study in experimental and social psychology*. Cambridge: Cambridge University Press.

Baucom, D. H., Besch, P. K. and Callahan, S. (1985) Relation between testosterone concentration, sex role identity, and personality among females. *Journal of Personality and Social Psychology*, 48(5), 1218–1226.

Bem, S. L. (1981) Gender schema theory: A cognitive account of sex typing. *Psychological Review*, 88(4), 354–364.

Berkowitz, L. (1984) Some effects of thoughts on anti- and prosocial influences of media events: A cognitive-neoassociation analysis. *Psychological Bulletin*, 95(3), 410–427.

Berkowitz, L. and Lepage, A. (1967) Weapons as aggression-eliciting stimuli. *Journal of Personality and Social Psychology*, 7(2, Pt. 1), 202–207.

Berns, G. S. and Moore, S. E. (2012) A neural predictor of cultural popularity. *Journal of Consumer Psychology*, 22(1), 154–160.

Block, J. H. (1978) Another look at sex differentiation in the socialization behaviours of mothers and fathers. In J. Sherman and F. Denmark (Eds.), *The psychology of women: Future directions of research*. New York: Psychological Dimensions.

Brunner, H. G., Nelen, M., Breakefield, X. O., Ropers, H. H. and Van Oost, B. A. (1993) Abnormal behaviour associated with a point mutation in the structural gene for monoamine oxidase A. *Science*, 262(5133), 578–580.

Burger, J. M. and Shelton, M. (2011) Changing everyday health behaviours through descriptive norm manipulations. *Social Influence*, 6(2), 69–77.

Burgess, M. C. R. (2017) Race and gender stereotypes and violence and aggression. In P. Sturmey (Ed.), *The Wiley handbook of violence and aggression*. London: John Wiley.

Bushman, B. J., Kerwin, T., Whitlock, T. and Weisenberger, J. M. (2017) The weapons effect on wheels: Motorists drive more aggressively when there is a gun in the vehicle. *Journal of Experimental Social Psychology*, 73, 82–85.

Buss, D. M., Larsen, R. J., Westen, D. and Semmelroth, J. (1992) Sex differences in jealousy: Evolution, physiology, and psychology. *Psychological Science*, 3(4), 251–256.

Chase, H. W., Kumar, P., Eickhoff, S. B. and Dombrovski, A. Y. (2015) Reinforcement learning models and their neural correlates: An activation likelihood estimation meta-analysis. *Cognitive, Affective and Behavioral Neuroscience*, 15(2), 435–459.

Chatard, A., Guimond, S. and Selimbegovic, L. (2007) “How good are you in math?” The effect of gender stereotypes on students’ recollection of their school marks. *Journal of Experimental Social Psychology*, 43(6), 1017–1024.

Cialdini, R. B. (1984) *Influence: The psychology of persuasion*. New York: Harper Collins.

Cialdini, R. B., Wosinska, W., Barrett, D. W., Butner, J., Gornik-Durose, M. (1999) Compliance with a request in two cultures: The differential influence of social proof and commitment/consistency on collectivists and individualists. *Personality and Social Psychology Bulletin*, 25(10), 1242–1253.

Coccaro, E. F., McCloskey, M. S., Fitzgerald, D. A. and Phan, K. L. (2007) Amygdala and orbitofrontal reactivity to social threat in individuals with impulsive aggression. *Biological Psychiatry*, 62(2), 168–178.

Cohen, D., Nisbett, R. E., Bowdle, B. F. and Schwarz, N. (1996) Insult, aggression and the southern culture of honour: An experimental ethnography. *Journal of Personality and Social Psychology*, 70(5), 945–960.

Crick, N. R. and Dodge, K. A. (1996) Social information-processing mechanisms in reactive and proactive aggression. *Child Development*, 67(3), 993–1002.

Dabbs, J. M. and Hargrove, M. F. (1997) Age, testosterone, and behaviour among female prison inmates. *Psychosomatic Medicine*, 59(5), 477–480.

Darwin, C. (1859) *On the origin of species by means of natural selection, or the preservation of favoured races in the struggle for life*. London: John Murray.

Darwin, C. (1872) *The expression of the emotions in man and animals*. London: John Murray.

Deady, D. K., Law Smith, M. J., Sharp, M. A. and Al-Dujaili, E. A. S. (2006) Maternal personality and reproductive ambition in women is associated with salivary testosterone levels. *Biological Psychology*, 71(1), 29–32.

De Castro, B. O., Veerman, J. W., Koops, W., Bosch, J. D. and Monshouwer, H. J. (2002) Hostile attribution of intent and aggressive behaviour: A meta-analysis. *Child Development*, 73(3), 916–934.

Deutsch, M. and Gerard, H. B. (1955) A study of normative and informational social influences upon individual judgment. *The Journal of Abnormal and Social Psychology*, 51(3), 629–636.

Eagly, A. H. and Wood, W. (1991) Explaining sex differences in social behaviour: A meta-analytic perspective. *Personality and Social Psychology Bulletin*, 17(3), 306–315.

Eagly, A. H. and Wood, W. (1999) The origins of sex differences in human behaviour: Evolved dispositions versus social roles. *American Psychologist*, 54(6), 408–423.

Egan, S. K. and Perry, D. G. (2001) Gender identity: A multidimensional analysis with implications for psychosocial adjustment. *Developmental Psychology*, 37(4), 451–463.

Ekman, P. and Friesen, W. V. (1978) *Facial Action Coding System: A technique for the measurement of facial movement*. Palo Alto: Consulting Psychologists Press.

Elliott, J. (1977) Personal communication to authors. In P.G. Zimbardo and F.L. Ruch, *Psychology and life*, pp. 598–9, Glenview, Ill.: Scott Foresman.

Endendijk, J. J., Groeneveld, M. G., Bakermans-Kranenburg, M. J. and Mesman, J. (2016) Gender-differentiated parenting revisited: Meta-analysis reveals very few differences in parental control of boys and girls. *PLoS One*, 11(7), e0159193.

Fischer, P. and Greitemeyer, T. (2006) Music and aggression: The impact of sexual-aggressive song lyrics on aggression-related thoughts, emotions, and behaviour toward the same and the opposite sex. *Personality and Social Psychology Bulletin*, 32(9), 1165–1176.

Fromm, E. (1973) *The anatomy of human destructiveness*. London: Holt, Rinehart and Winston.

Giammanco, M., Tabacchi, G., Giammanco, S., Di Majo, D. and La Guardia, M. (2005) Testosterone and aggressiveness. *Medical Science Monitor*, 11(4), RA136–RA145.

Glacock, J. and Preston-Schreck, C. (2018) Verbal aggression, race, and sex on reality TV: Is this really the way it is? *Journal of Broadcasting & Electronic Media*, 62(3), 427–444.

Guerra, N. G. and Slaby, R. G. (1990) Cognitive mediators of aggression in adolescent offenders: II. Intervention. *Developmental Psychology*, 26(2), 269–277.

Haney, C., Banks, W. C. and Zimbardo, P. G. (1973) A study of prisoners and guards in a simulated prison. *Naval Research Review*, 30, 4–17.

Harlow J. M. (1868) Recovery from the passage of an iron bar through the head. *Publications of the Massachusetts Medical Society*, 2, 327–347.

Harris, J. L., Bargh, J. A. and Brownell, K. D. (2009) Priming effects of television food advertising on eating behaviour. *Health Psychology*, 28(4), 404–413.

Healy, S. J., Murray, L., Cooper, P. J., Hughes, C. and Halligan, S. L. (2015) A longitudinal investigation of maternal influences on the development of child hostile attributions and aggression. *Journal of Clinical Child and Adolescent Psychology*, 44(1), 80–92.

Hentges, B. and Case, K. (2013) Gender representations on Disney Channel, Cartoon Network and Nickelodeon Broadcasts in the United States. *Journal of Children and Media*, 7(3), 319–333.

Hester, N. and Gray, K. (2018) For black men, being tall increases threat stereotyping and police stops. *Proceedings of the National Academy of Sciences*, 115(11), 2711–2715.

Hines, M. (2006) Prenatal testosterone and gender-related behaviour. *European Journal of Endocrinology*, 155(Suppl_1), S115–S121.

Holt, V., Skagerberg, E. and Dunsford, M. (2016) Young people with features of gender dysphoria: Demographics and associated difficulties. *Clinical Child Psychology and Psychiatry*, 21(1), 108–118.

Ingalhalikar, M., Smith, A., Parker, D., Satterthwaite, T. D., Elliott, M. A., Ruparel, K., *et al.* (2014) Sex differences in the structural connectome of the human brain. *Proceedings of the National Academy of Sciences*, 111(2), 823–828.

Jewell, J. A. and Brown, C. S. (2014) Relations among gender typicality, peer relations, and mental health during early adolescence. *Social Development*, 23(1), 137–156.

Kaltiala-Heino, R., Sumia, M., Työläjäarvi, M. and Lindberg, N. (2015) Two years of gender identity service for minors: Overrepresentation of natal girls with severe problems in adolescent development. *Child and Adolescent Psychiatry and Mental Health*, 9(1), 9.

Kelman, H. C. (1958) Compliance, identification, and internalization three processes of attitude change. *Journal of Conflict Resolution*, 2(1), 51–60.

- Kendler, K. S., Maes, H. H., Lönn, S. L., Morris, N. A., Lichtenstein, P., Sundquist, J. and Sundquist, K. (2015) A Swedish national twin study of criminal behaviour and its violent, white-collar and property subtypes. *Psychological Medicine*, 45(11), 2253–2262.
- Kerig, P. K., Cowan, P. A. and Cowan, C. P. (1993) Marital quality and gender differences in parent-child interaction. *Developmental Psychology*, 29(6), 931–939.
- Knoll, J. and Matthes, J. (2017) The effectiveness of celebrity endorsements: a meta-analysis. *Journal of the Academy of Marketing Science*, 45(1), 55–75.
- Kornienko, O., Santos, C. E., Martin, C. L. and Granger, K. L. (2016) Peer influence on gender identity development in adolescence. *Developmental Psychology*, 52(10), 1578–1592.
- Loftus, E. F. and Palmer, J. C. (1974) Reconstruction of automobile destruction: An example of the interaction between language and memory. *Journal of Verbal Learning and Verbal Behaviour*, 13(5), 585–589.
- Lytton, H. and Romney, D. M. (1991) Parents' differential socialization of boys and girls: A meta-analysis. *Psychological Bulletin*, 109(2), 267–296.
- Martin C. L. and Fabes R. A. (2001) The stability and consequences of young children's same-sex peer interactions. *Developmental Psychology*, 37(3), 431–446.
- Martin, C. L., Fabes, R. A. and Hanish, L. D. (2014) Gendered-peer relationships in educational contexts. *Advances in Child Development and Behaviour*, 47, 151–187.
- Martin, C. L. and Halverson, C. F. (1983) The effects of sex-typing schemas on young children's memory. *Child Development*, 54(3), 563–574.
- Martin, C. L. and Halverson, C. F. (1987) The roles of cognition in sex role acquisition. In D. B. Carter (Ed.), *Current conceptions of sex roles and sex typing: Theory and research*. New York: Praeger.
- Möller, I. and Krahé, B. (2009) Exposure to violent video games and aggression in German adolescents: A longitudinal analysis. *Aggressive Behavior*, 35(1), 75–89.
- Nagoshi, J. L., Nagoshi, C. T. and Brzuzy, S. (2014) *Gender and sexual identity: Transcending feminist and queer theory*. New York: Springer.
- Nicol, C. J. and Pope, S. J. (1999) The effects of demonstrator social status and prior foraging success on social learning in laying hens. *Animal Behaviour*, 57(1), 163–171.
- Niesiobędzka, M. (2018) An experimental study of the bandwagon effect in conspicuous consumption. *Current Issues in Personality Psychology*, 6(1), 26–33.
- North, A. C. (2012) The effect of background music on the taste of wine. *British Journal of Psychology*, 103(3), 293–301.
- OECD (2015) *OECD Factbook 2014–2015: Economic, environmental and social statistics*. Paris: OECD Publishing.
- Pardini, D. A., Raine, A., Erickson, K. and Loeber, R. (2014) Lower amygdala volume in men is associated with childhood aggression, early psychopathic traits, and future violence. *Biological Psychiatry*, 75(1), 73–80.

Patterson, G. R., Littman, R. A. and Bricker, W. (1967) Assertive behaviour in children: A step toward a theory of aggression. *Monographs of the Society for Research into Child Development*, 32(5), 1–36.

Pavlov, I. P. (1927) *Conditioned reflexes: An investigation of the physiological activity of the cerebral cortex*. Oxford: Oxford University Press.

Poulin, F. and Boivin, M. (2000) The role of proactive and reactive aggression in the formation and development of boys' friendships. *Developmental Psychology*, 36(2), 233–240.

Pratkanis, A. R. and Aronson, E. (1992) *Age of propaganda: The everyday use and abuse of persuasion*. New York: W.H. Freeman.

Reidy, D. E., Sloan, C. A. and Zeichner, A. (2009) Gender role conformity and aggression: Influence of perpetrator and victim conformity on direct physical aggression in women. *Personality and Individual Differences*, 46(2), 231–235.

Ritchie, S. J., Cox, S. R., Shen, X., Lombardo, M. V., Reus, L. M., Alloza, C., *et al.* (2018) Sex differences in the adult human brain: Evidence from 5216 UK Biobank participants. *Cerebral Cortex*, 28(8), 2959–2975.

Roller, E. (2016) Your facts or mine? *The New York Times*, 25 October 2016, retrieved from <https://www.nytimes.com/2016/10/25/opinion/campaign-stops/your-facts-or-mine.html> [Accessed March 2019].

Ruigrok, A. N., Salimi-Khorshidi, G., Lai, M-C, Baron-Cohen, S., Lombardo, M. V., Tait, R. J. and Suckling, J. (2014) A meta-analysis of sex differences in human brain structure. *Neuroscience and Biobehavioral Reviews*, 39, 34–50.

Schachtman, T. R., Walker, J. and Fowler, S. (2011) Effects of conditioning in advertising. In T. R. Schachtman and S. S. Reilly (Eds.), *Associative learning and conditioning theory: Human and non-human applications*. Oxford: OUP.

Seo, D., Patrick, C. J. and Kennealy, P. J. (2008) Role of serotonin and dopamine system interactions in the neurobiology of impulsive aggression and its comorbidity with other clinical disorders. *Aggression and Violent Behaviour*, 13(5), 383–395.

Shackelford, T. K., Goetz, A. T., Buss, D. M., Euler, H. A. and Hoier, S. (2005) When we hurt the ones we love: Predicting violence against women from men's mate retention tactics. *Personal Relationships*, 12(4), 447–463.

Sherif, M. (1935) A study of some social factors in perception. *Archives of Psychology*, 187, 1–60.

Shiffman, M., VanderLaan, D. P., Wood, H., Hughes, S. K., Owen-Anderson, A., Lumley, M. M. *et al.* (2016) Behavioural and emotional problems as a function of peer relationships in adolescents with gender dysphoria: A comparison with clinical and nonclinical controls. *Psychology of Sexual Orientation and Gender Diversity*, 3(1), 27–36.

Skinner, B. F. (1932) On the rate of formation of a conditioned reflex. *The Journal of General Psychology*, 7(2), 274–286.

- Skinner, B. F. (1938) *The behavior of organisms: An experimental analysis*. Oxford, England: Appleton-Century.
- Slabbekoorn, D., Van Goozen, S. H. M., Megens, J., Gooren, L. J. G. and Cohen-Kettenis, P. T. (1999) Activating effects of cross-sex hormones on cognitive functioning: A study of short-term and long-term hormone effects in transsexuals. *Psychoneuroendocrinology*, 24(4), 423–447.
- Smarandescu, L. and Shimp, T. A. (2015) Drink Coca-Cola, eat popcorn and choose Powerade: Testing the limits of subliminal persuasion. *Marketing Letters*, 26(4), 715–726.
- Smith, C. and Lloyd, B. (1978) Maternal behaviour and perceived sex of infant: Revisited. *Child Development*, 49(4), 1263–1265.
- Stewart-Williams, S. (2002) Gender, the perception of aggression, and the overestimation of gender bias. *Sex Roles*, 46(5–6), 177–189.
- Stuart, E. W., Shimp, T. A. and Engle, R. W. (1987) Classical conditioning of consumer attitudes: Four experiments in an advertising context. *Journal of Consumer Research*, 14(3), 334–349.
- Stuart, G. L., McGeary, J. E., Shorey, R. C., Knopik, V. S., Beaucage, K. and Temple, J. R. (2014) Genetic associations with intimate partner violence in a sample of hazardous drinking men in batterer intervention programs. *Violence Against Women*, 20(4), 385–400.
- Triplett, N. (1898) The dynamogenic factors in pacemaking and competition. *The American Journal of Psychology*, 9(4), 507–533.
- Van Goozen, S. H. M., Cohen-Kettenis, P. T., Gooren, L. J. G., Frijda, N. H. and Van De Poll, N. E. (1995) Gender differences in behaviour: Activating effects of cross-sex hormones. *Psychoneuroendocrinology*, 20(4), 343–363.
- Vassos, E., Collier, D. A. and Fazel, S. (2014) Systematic meta-analyses and field synopsis of genetic association studies of violence and aggression. *Molecular Psychiatry*, 19(4), 471–477.
- Venkatraman, V., Dimoka, A., Pavlou, P. A., Vo, K., Hampton, W., Bollinger, B., *et al.* (2015) Predicting advertising success beyond traditional measures: New insights from neurophysiological methods and market response modelling. *Journal of Marketing Research*, 52(4), 436–452.
- Virkkunen, M., Rawlings, R., Tokola, R., Poland, R. E., Guidotti, A., Nemeroff, C., *et al.* (1994) CSF biochemistries, glucose metabolism, and diurnal activity rhythms in alcoholic, violent offenders, fire setters, and healthy volunteers. *Archives of General Psychiatry*, 51(1), 20–27.
- Watson, J. B. and Rayner, R. (1920) Conditioned emotional reactions. *Journal of Experimental Psychology*, 3(1), 1–14.
- Wellbery, C. (2011) Flaws in clinical reasoning: A common cause of diagnostic error. *American Family Physician*, 84(9), 1042–1048.
- Werner, C. M., Sansone, C. and Brown, B. B. (2008) Guided group discussion and attitude change: The roles of normative and informational influence. *Journal of Environmental Psychology*, 28(1), 27–41.

Westhues, K. (2002) At the mercy of the MOB. *Occupational Health and Safety Canada*, 18(8), 30–34.

Wilson, M. I. and Daly, M. (1996) Male sexual proprietariness and violence against wives. *Current Directions in Psychological Science*, 5(1), 2–7.

Yi, Y. (1990). Cognitive and affective priming effects of the context for print advertisements. *Journal of Advertising*, 19(2), 40–48.

YMCA (2017) #IAMWHOLE *More than words*. London: YMCA England and Wales.

Zosuls, K. M., Lurye, L. E. and Ruble, D. N. (2008) Gender: Awareness, identity, and stereotyping. In M. M. Haith and J. B. Benson (Eds.), *Encyclopedia of infant and early childhood development, volume 2*. Oxford: Elsevier.

Unit 2

Beck, A. T. (1967) *Depression: Clinical, experimental and theoretical aspects*. New York: Harper and Row.

Bland, H. W., Melton, B. F. and Gonzalez, S. P. (2010) A qualitative study of stressors, stress symptoms, and coping mechanisms among college students using nominal group process. *Journal of Georgia Public Health Association*, 5(1), 24–37.

Brothwell, S. (2013) A week in the life ... Clinical psychologist. *Psychology Review*, 19(1), 26–27.

Canadian Psychological Association (2001) *Canadian manual to the Canadian code of ethics for psychologists* (3rd edition). Ottawa: CPA.

Cipriani, A., Furukawa, T. A., Salanti, G., Chaimani, A., Atkinson, L. Z., Ogawa, Y. *et al.* (2018) Comparative efficacy and acceptability of 21 antidepressant drugs for the acute treatment of adults with major depressive disorder: A systematic review and network meta-analysis. *The Lancet*, 391(10128), 1357–1366.

Coolican, H. (1996). *Introduction to Research Methods and Statistics in Psychology*. London: Hodder and Stoughton.

Drew, T., Vö, M. L., and Wolfe, J. M. (2013) The invisible gorilla strikes again: Sustained inattention blindness in expert observers. *Psychological Science*, 24(9), 1848–1853.

Fässler, M., Gnädinger, M., Rosemann, T. and Biller-Andorno, N. (2011) Placebo interventions in practice: a questionnaire survey on the attitudes of patients and physicians. *British Journal of General Practice*, 61(583), 101–107.

Gould, S. J. (1982) A nation of morons. *New Scientist* (6 May 1982), 6, 349–352.

Green, J. A. (2003) The writing on the stall: Gender and graffiti. *Journal of Language and Social Psychology*. <https://doi.org/10.1177/0261927X03255380>

Humphreys, L. (1970) *The tearoom trade*. Chicago: Aldine.

Kinsey, A. C., Pomeroy, W. B. and Martin, C. E. (1948) *Sexual behaviour in the human male*. Philadelphia: Saunders.

Lawton, K. and Norris, E. (2010) A qualitative study of apprenticeship pay: An ippr report to the Low Pay Commission. Published online https://www.ippr.org/files/images/media/files/publication/2011/05/A%20qualitative%20study%20of%20apprenticeship%20pay_1764.pdf [Accessed March 2019].

Piliavin, I. M., Rodin, J. and Piliavin, J. A. (1969) Good Samaritanism: An underground phenomenon? *Journal of Personality and Social Psychology*, 13(4), 289–299.

Regan, T. (1984) *The case for animal rights*. New York: Routledge

Sieber, J. E., and Stanley, B. (1988) Ethical and professional dimensions of socially sensitive research. *American Psychologist*, 43(1), 49–55.

Simons, D. J. and Chabris, C. F. (1999) Gorillas in our midst: sustained inattention blindness for dynamic events. *Perception*, 28(9), 1059–1074.

Strack, F., Martin, L. L. and Stepper, S. (1988) Inhibiting and facilitating conditions of the human smile: a nonobtrusive test of the facial feedback hypothesis. *Journal of Personality and Social Psychology*, 54(5), 768–777.

Thaler, R. H. and Sunstein, C. R. (2008) *Nudge: Improving decisions about health, wealth and happiness*. New Haven, CT: Yale University Press.

Walker, A., Kershaw, C. and Nicholas, S. (2006) *Crime in England and Wales 2005/2006*. Home Office Statistical Bulletin 12/06. London: Home Office.