

AP Psychology/Ms. Cerza  
Summer 2016 Syllabus



1. Read *Man's Search for Meaning* By Viktor E. Frankl. Complete the following:
  - a. Write a reflection on how you personally have reached new heights of personal meaning through what Frankl refers to as "self-transcendence: the application of positive effort, technique, acceptance of limitations, and wise decisions."
  - b. Respond to his quote, "the world is in a bad state, but everything will become still worse unless each of us does his best."

Type or handwrite your detailed and well-developed responses, and bring to class on the first day.

2. Read **ONE** of Malcolm Gladwell's books. Type or handwrite your answers to the corresponding study guide questions on the following pages, and bring to class on the first day.

*Outliers: The Story of Success*

*Blink: The Power of Thinking Without Thinking*

3. Recommended: *Barron's AP Psychology test-prep workbook*
4. Relax, slather on the sunscreen, laugh, watch the Olympics & have a blast this summer. Come back rejuvenated and ready to go...

*AP Psychology Summer Reading/Ms. Cerza*  
*Outliers: The Story of Success by Malcolm Gladwell*

**Chapter One: “The Matthew Effect”**

1. Explain the meaning of the passage from Matthew 25:29.
2. How is Canadian hockey a meritocracy? In what ways does Gladwell show his skepticism regarding the idea?
3. Which stories sound the most interesting to you (Gladwell outlines many of his chapters on the bottom of page 17 and the top of page 18)?
4. What does Gladwell say is the stereotypical story of the rise to the top? What examples does he cite?
5. What is Gladwell’s counterpoint to the stereotypical explanation and origins of success?
6. How does his analogy of “the tallest oak” apply?
7. According to Gladwell, how is a 13 or 14 year old Canadian really better?
8. Read the footnote at the bottom of page 25. Define, in your own words, the term “self-fulfilling prophecy.”
9. How does Gladwell apply his theory to education?
10. What solutions does Gladwell propose (33)? Why does he say we don’t pursue these?
11. How does Gladwell’s conclusive Matthew Effect apply to you? What has been your experience?

**Chapter Two: “The 10,000 Hour Rule”**

1. Who is sometimes referred to as the Edison of the Internet? Why? Name one program he wrote.
2. How does Gladwell answer the question “is there such a thing as innate talent?” What does he add to this equation?
3. Complete this crucial sentence: “And what’s more, the people at the very top don’t work just hard or even much harder than everyone else. They work \_\_\_\_\_.”
4. What does Gladwell share about Mozart’s development?
5. Gladwell emphasizes that “10,000 hours is an enormous amount of time.” What does that kind of time preclude?
6. What does Gladwell say was the difference between making it and breaking it for Bill Joy (46)?
7. What does Gladwell mean when he writes that the Hamburg crucible is one of the things that set the Beatles apart (50)?
8. Name one of the 9 “opportunities” that set Bill Gates apart (54).
9. What is Gladwell’s point about the Americans on the richest people in world history list?

10. In showing the birthdates of Bill Gates, Paul Allen, and Steve Jobs, Gladwell argues that these men were in the right place at the right time. Gladwell argues that “we pretend success is exclusively a matter of individual merit.” What does he say are the underlying factors that influence success (67)?

11. Gladwell argues that success is not determined solely by talent and that successful people work much, much harder than others. Do you agree or disagree with this argument? Why?

### **Chapter Three: “The Trouble with Geniuses, Part I”**

1. Terman believed that his Termites were destined for “heroic stature.” Explain what he meant by this and why he believed it (75).

2. What was his mistake, or what does it mean to be a true outlier (77)?

3. What is Gladwell’s point in this chapter about basketball players, or minority students, becoming successful, or geniuses (80)?

4. What is your opinion of the proposal to have highly selective colleges simply hold a lottery for admission, rather than some complex formula?

5. At the end of this chapter, Gladwell writes that Terman concluded “with more than a touch of disappointment, that intellect and achievement are far from perfectly correlated” (90). What do you think might matter more than intellect in determining one’s success? (hint: bottom of page 79).

6. Think of all the people you know who you deem to be “successful.” Why? Make a note of some reasons. Then, choose one person you consider to be a role model because he/she fits your definition of success/reasons for success.

### **Chapter Four: “The Trouble with Geniuses, Part II”**

1. What differentiates people like Chris Langan and Robert Oppenheimer?

2. Explain the term “concerted cultivation” (104). What does it mean with regard to success and achievement?

3. Gladwell points out that Terman’s Termites could be divided into three groups based upon their success. What factor did the ‘A’ group have in common (111)?

4. What is Gladwell’s point in this chapter about individuals like Langan, Oppenheimer, and the Termites?

5. Gladwell argues that socio-economic status, or class, greatly contributes to an individual’s success. Do you agree? Give an example to support your opinion.

### **Chapter Five: “The Three Lessons of Joe Flom”**

1. In this chapter, Gladwell argues that “Jewish doctors and lawyers did not become professionals in spite of their humble origins. They became professionals *because* of their humble origins” (159). Which in the following list are NOT factors in figuring out where the perfect lawyer comes from, according to Gladwell:

- a. Jewish and therefore locked out of the “good” law firms in New York
  - b. will not have been necessarily the smartest, but smart enough
  - c. born in a demographic trough
  - d. of Nordic origin and clean cut
  - e. parents will have done meaningful work in the garment industry
  - f. well connected in terms of social background, good personality, decent ability
  - g. parents will have passed on to their children certain values
  - h. will have gone to a good schools, but not a great school
2. The three overriding factors in one’s ability to be satisfied with one’s work: Which of the following are NOT one of those factors:
    - a. acceptability
    - b. quality of colleagues
    - c. autonomy
    - d. complexity
    - e. a connection between effort and reward
  3. Explain Gladwell’s comments that to “say that garment work was meaningful is not to romanticize it” (150).
  4. How did Regina and Louis Borgenicht “work hard enough and assert themselves and use their minds and imagination to shape the world to their desires” (151)?
  5. “The sense of possibility so necessary for success comes not just from inside us or from our parents. It comes from our time: from particular opportunities that our particular place in history presents us with” (137). Name a person from this chapter who exemplifies this concept and explain why.
  6. What is meant by “demographic trough” (138)?
  7. “Success is not a random act. It arises out of a predictable and powerful set of circumstances and opportunities” (155). Name any “success” story from the book so far and explain what Gladwell says was a factor in his/her success.
  8. Do you feel that what your parents do for a living has had an effect on you? How? How not?
  9. What is Gladwell’s point in showing the family trees study by sociologist Louise Farkas?
  10. True or False? According to Gladwell, no one rises to the top of the New York legal profession unless he/she is smart, ambitious, and hard-working to begin with (155).

### **Chapter Six: Harlan, Kentucky**

1. What is the “culture of honor” that takes place in throughout the Appalachian Mountains?
2. Herdsman vs. Growing Crops - Why is violence required throughout Harlan Kentucky?
3. This chapter speaks of cultural legacies. What similarities do you see between you parents & you, your grandparents and you, etc? What is the significance of these?

### **Chapter Seven: “The Ethnic Theory of Plane Crashes”**

1. You are speaking to your boss. You want something done over the weekend. You say, “Don’t bother, if it’s too much trouble, but if you have a chance . . .” (194). What is this an example of?
2. Name one of the challenges that pilot Rattwatte faced when landing in Helsinki (201).
3. Explain the meaning of “Power Distance Index (PDI)” (204).
4. How is a Prime Minister taking a streetcar to work and example of low PDI?
5. True or False: America is a classic low-power distance culture. When push comes to shove, Americans fall back on their American-ness means that the air traffic controller is thought of as an equal.
6. What country is an example of a high-power distance culture (206)?
7. What are the three classic preconditions for a plane crash like the Avianca 052 crash?
8. What is this illusive fourth factor that Gladwell adds along with his discussion of Korean Air 801?
9. What is the difference between “transmitter orientation” and “receiver orientation” (216)?
10. What steps did Delta’s David Greenberg take to renorm Korean pilots (218)?

### **Chapter Eight: “Rice Paddies and Math Tests”**

1. Explain the quotation, “No one who can rise before dawn 365 days a year fails to make his family rich” (224).
2. Why are American children already a year behind their Asian counterparts in the most fundamental of math skills (229)?
3. What is the difference between “mechanically oriented” and “skill oriented” in terms of farming?
4. What is the significance of these numbers: 1,000 hours, 1,200 hours, and 3,000 hours (234)?
5. Again, when discussing the farming of rice, Gladwell returns to his three crucial factors about worker satisfaction: the job has to be meaningful (effort equals reward), complex, and autonomous. Explain how a rice farmer achieves each of these.
6. What does historian David Arkush find is different about Russian and Chinese proverbs (237)?
7. What does math professor Alex Schoenfeld observe in the videotape of Renee doing the math problem?
8. What, in Schoenfeld’s eyes, is success in mathematics a function of (246)?
9. What is the relationship between questionnaire rankings and math rankings on the TIMSS?
10. What does this chapter seem to say about the ability to delay gratification?

### **Chapter Nine: “Marita’s Bargain”**

1. Explain this quotation: “Not infrequently is health itself destroyed by over-stimulating the mind” (253).
2. What is the achievement gap (256)?

3. What does Gladwell have to say about the length of the American school year (259-260)? Do you agree? Why or why not?
4. According to Gladwell, what does a student like Marita need in order to succeed?
5. Opportunity + Strength + Presence of Mind = Success What do you think of this formula? Explain.

*AP Psychology Summer Reading/Ms. Cerza*  
**Blink by Malcom Gladwell**

*Introduction- The Statue That Didn't Look Right*

***Major Players-***

J. Paul Getty Art Museum

Stanley Margolis- a geologist from University of California

Federico Zeri- Italian Art Historian

Evelyn Harrison- one of the world's foremost experts on Greek Sculpture

1. What was the problem with the kouros?
2. Explain the Iowa experiment- Highlight the two things did researchers find about how our brains make sense of certain situations?

3. What is the adaptive unconscious? How does he metaphorically explain this?
4. What are the three tasks of Blink?

*Chapter 1-The Theory of Thin Slices: how a Little Bit of Knowledge Goes a Long Way*

**Major Players**

John Gottman- University of Washington psychologist

Samuel Gosling- psychologist looking at personality traits

Wendy Levinson- medical researcher

5. What is John Gottman's claim to fame? How does he do this?
6. What is "thin slicing" (p 23)?
7. Gottman decodes a couple's relationship and predicts divorce by identifying their patterns of behavior. Can we change our natural and unconscious patterns of behavior? Would awareness of these patterns with our partner be enough to avert an inevitable break-up- why or why not?
8. What emotion does Gottman consider the most important of all when looking at marriages and their stability (p 32) ?
9. If scrolling through someone's iPod or scanning their bookshelf can tell us more about that individual, what other kinds of 'thin-slicing' exercises could reveal aspects of their personality?
10. Wendy Levinson's research has some powerful outcomes for doctors and patient confidence- what did she find?

*Chapter Two-The Locked Door: The Secret Life of Snap Decisions*

**Major Players**

Vic Braden- world class tennis player and coach

John Bargh, Marc Chen, Lara Burrows-psychologist known for the "priming experiment"

Sheena Iyengar(psychologist) and Raymond Fisman(economist)- two professors from Columbia University who studied speed dating

11. Priming refers to when subtle triggers influence our behavior without our awareness of such changes. An example of this occurs in Spain where authorities introduced classical music on the subway and after doing so, watched vandalism and littering drastically decrease. Think of another situation when priming occurs?
12. Should we introduce priming in schools to encourage better behavior or more diligent work patterns? What about the service industry? Could employers prime their staff to be more polite to customers? Would this work or would it be beneficial to all parties involved?
13. What is a "mental valet" (p 58)?

14. The Iyengar/Fisman study revealed that what the speed-daters say they want and what they were actually attracted to in the moment didn't match when compared. What does this say for online dating services? Can we really predict what kind of person we will 'hit it off' with? Is it better to let friends decide who is more suited for you as opposed to scanning profiles that correspond with your notion of what you think you are looking for? Explain.

*Chapter Three-The Warren Harding Error: Why We Fall for the Tall, Dark and Handsome Men?*

**Major Players**

Harry Daugherty- lawyer and lobbyist 1899 Ohio

Warren Harding- future president of the United States

IAT- Implicit Association Test

Bob Golomb- car salesman -

Ian Ayres- Chicago Law Professor

15. What was so likeable about Warren Harding? Did he end up living up to the public's expectations as a president?

16. What does Gladwell mean when he states (p 76)- "Part of what it means to take thin-slicing and first impressions seriously is accepting the fact that we know more about someone or something in the blink of an eye than we can after months of study. But we also have to acknowledge and understand those circumstances when rapid cognition leads us astray"?

17. With the IAT, what does the research say about how we make connections (p77) ?

18. What two things does the IAT measure regarding our attitude (p84)?

19. What does Gladwell discover about CEO's and height?

20. What is Bob's underlying principle when it comes to selling cars(p 90-91)?

21. Describe Ayres experiment? What did he find?

22. Gladwell says on page 97 "Our first impressions are generated by our experiences and our environment, which means we can change our first impression- we can alter the way we think-slice-by changing the experiences that comprise those impressions"- do you agree with that statement, why or why not?

*Chapter Four- Paul Van Riper's Big Victory: Creating Structure for Spontaneity*

**Major Players**

Paul Van Riper- Vietnam vet, retired instructor

Gary Klein- author of Sources of power, a classic work on decision making

Jonathan W. Schooler- psychologist who pioneered research "verbal overshadowing"

Brendan Reilly- chairman of Chicago's Cook County Hospital Department of Medicine

Lee Goldman-cardiologist in the 1970's who came up with an equation for diagnosing heart attacks

23. What was the Millennium Challenge? What was Paul Van Riper part in this? What was the ultimate outcome?

24. “Improv is an art form governed by a series of rules, and they want to make sure when they are up on stage, everyone abides by those rules” What is the most important rule of improv (p114)?
25. What is “verbal overshadowing”? Give an example.
26. Gary Klein’s story of the firefighter and his split second decision Gladwell calls a “beautiful example of thin-slicing in action” Why( p122-124)?
27. What are the two important lessons Gladwell would like the reader to take from this chapter ( p141)? What do they mean?
28. Gladwell states( 142)-“When we thin slice, we recognize patterns and make snap judgments, we do this process of editing consciously.” When does he believe we “get into trouble”?

*Chapter Five- Kenna’s Dilemma: The Right-and Wrong- Way to Ask People What They Want*  
**Major Players**

Kenna- Musician from Virginia

Dick Morris- political pollster, advisor to Bill Clinton

Louis Cheskin- 1940’s marketing/consulting business ( Dave Masten and Darrel Rhea now run his consulting business)

Herman Miller- furniture maker- creator of the Aeron chair

Gail Vance Civile and Judy Heylman- professional food tasters

29. How did the music industry react to Kenya’s music? How did the community?
30. What was the **Pepsi Challenge**? What does the outcome mean for consumers- what are our **two reactions when drinking colas**?
31. How did **Masten and Rhea** research come out about product taste and packaging(p 165)?
32. Herman Miller spent millions of dollars and countless hours creating the perfect chair, when it turned out the focus groups were not impressed- what were **Millers three choices**? What did he decide? What was the **result** (p171-172)?
33. What “is true of everything we call ugly”(p 173)?
34. Do you believe our unconscious reactions come out of **a locked room** that we can't ever truly see inside? Can we ever know ourselves wholly and understand the motivation and reason behind our every move (p183)? Explain.
35. How do “experts” deal with the locked room?
36. What does the gift of their expertise do for people like Heylman and Civile ( p 179)?

*Chapter Six- Seven Seconds in the Bronx: The Delicate Art of Mind Reading*  
**Major Players**

Amadou Diallo- immigrant from Guinea killed by the NY police

Ken Boss, Sean Carroll, Edward McMellon and Richard Murphy- NY cops involved in shooting Silvan Tomkins(teacher) and Paul Ekman(pupil)-scientist who look at facial expressions

Ami Klin- Yale University, leading expert on Autism

David Klinger- University of Missouri criminologist author of *Into the Kill*

37. The Diallo shooting is an example of a mind-reading failure. It reveals a grey area of human cognition; the middle ground between deliberate and accidental. Do you think the shooting was more deliberate or accidental?
38. What is the most common and most important forms of rapid cognition we can make (p 194)?
39. What did Tomkins believe about faces (p198)?
40. What did Ekman and Friesen develop based on their research?
41. What is “ central to understanding how our mind reading works” (p206)
42. Autistic patients read their environment literally. They do not, like us, seem to watch people's eyes when they are talking to pick up on all those expressive nuances that Ekman has so carefully catalogued. What do you make of individuals who avoid eye contact during conversation? How do you think this affects their ability to understand or interpret the speaker? Could this explain how lying is often signaled by averted eye-contact?
43. Have you ever experienced a 'mind-blind' moment? A moment where conditions were so stressful or confusing, that your conclusions about a situation were completely and catastrophically wrong?
44. How does the human body react to stress ( p224)?
45. Respond or record your thoughts on the following statement “ Three of the major race riots in this country over the past quarter of a century have been caused by what cops did at the end of a chase.” ( p227) do you agree with this- dangerous things happen at the height of arousal?
46. Respond or record your thoughts on the following quote-“Every moment-every blink- is composed of a series of discrete moving parts, and every one of those parts offers an opportunity for interventions, for reform, and for correction.” (p241)

*Conclusion- Listening With Your Eyes: The Lessons of Blink*

**Major Players**

Abbie Conant- aspiring trombone player

47. What happened after Abby was chosen for the orchestra? How did the conductor react? What was the outcome?

48. What did the orchestra do when they were confronted with their prejudice ( p252)?

49. What does Gladwell say about controlling our unconscious (p253)?

*Afterward*

50. All in all, what does Gladwell believe is the best answer to using your instincts and when to rely on conscious analysis ( p 268-269)?

51. What is Gladwell's “goal” for *Blink* (p 274)?

