Psychology  
Mr. Douglas  
Room E5

Unit 3: Learning and Intelligence   
*(Chapters 6 and 9)*

**Essential Questions:**

1. How do human beings learn most effectively?
2. Is intelligence a fixed trait or can it be changed over the course of someone’s life?

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| **Important People** | **Key Terms** | |
| * Ivan Pavlov * B.F. Skinner * Albert Bandura * Alfred Binet * Howard Gardner * Carol Dweck | * Classical Conditioning * Operant Conditioning * Reinforcement * Punishment * Modeling * Observational learning * Latent learning * Experiential learning | * Achievement * Intelligence * G-Factor * IQ * Normal Distribution * Multiple Intelligences * Fixed Mindset * Growth Mindset |

**Unit Objectives:**

*By the end of this unit, you will be able to:*

1. Distinguish between behaviorist learning theory and other learning theories
2. Define classical and operant conditioning, and describe their practical application
3. Evaluate how observational learning impacts social and moral behavior
4. Define experiential learning and discuss its applications
5. Demonstrate how experiential learning works
6. Compare various theories of intelligence
7. Explain the limitations of traditional intelligence tests
8. Describe Gardner’s theory of multiple intelligences
9. Distinguish between a fixed mindset and a growth mindset of intelligence
10. Analyze the impact of a growth mindset on achievement