

## Some procedural issues

- Reading responses completed
- Essays completed
- Experimental requirement up until May 7
- Exam on Monday
- Old final posted
- Special accommodations
- Review sessions
  - Thursday from 6-8 (SSS 114)
  - Friday from 4-6 (Dunham 220)

Does therapy work?

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## General conclusions about therapy effectiveness

- People in treatment do better than those not
- Some types of therapy work better for specific problems
  - cognitive-behavioral for major depression
  - Medication for bipolar disorder
- Some therapists are better than others

## Nonspecific factors in therapy effectiveness

- Nonspecific = unrelated to specific principles but critical to outcome
- Support
  - acceptance, empathy, encouragement, guidance
- Hope
  - sense of faith in therapy process
  - placebo effect = improvement from belief, rather than actual effect

## Happiness

## How happy are you?

- From a scale from 1 to 10.
- The most common answers are 7 and 8
- No big differences for age, place, or sex
- 42 countries:
  - none under 5
  - most happy: Swiss (8.39)
  - most miserable: Bulgarians (5.03)
  - Americans (7.71)

### A bit of caution: Ratings can be unreliable

- Group A found a dime on a photocopy machine
- Group B did not.
- “How good is your whole life?”
- Group A reported greater happiness in their entire lives
- Effects of sunny days
- (Unless they asked “How’s the weather?”)

### What is happiness?

- What is happiness for?
- Goal-state that animals have evolved to pursue; signal that needs have been satisfied
- E.g., Hunger vs. satiation
- Pinker:  
“We are happier when we are healthy, well-fed, comfortable, safe, prosperous, knowledgeable, respected, non-celibate, and loved.”

### But it is not so simple

- Americans in the 21st century are healthier, better-fed, etc. than just about anyone in history
- But no happier
- People are not happier than in the 1950s, or in relatively poor countries
- Also, this are individual differences in happiness even among people whose basic needs are met
- How do we explain this?
- Some surprising facts about happiness ...

### 1. Happiness doesn't change as much as you think

## How happy are you?

- Set-point
- Genetically-determined range  
(identical twins raised apart ...)
- Happiness is highly heritable
- What about life events?

## What is the worst thing that can happen to you?

- How much would it change your happiness?

## What is the best thing that can happen to you?

- How much would it change your happiness?

## Life events

- Paraplegics
- Lottery winners
- Getting or not getting tenure
- President Bush versus President Kerry
- Consumer purchases

Why don't these events  
matter as much we think we  
will?

1. Failure to appreciate day-to-day  
irrelevance of certain events
2. The logic of the set-point
  - we adapt to bad things  
(with some surprising exceptions)
  - we adapt to good things  
(with some surprising exceptions)

"I hated life ..."

"All is vanity and a chasing after  
wind, and there is nothing to be  
gained under the sun."

Implications of the hedonic  
treadmill

- Possessions are not the key to happiness

ALTERNATIVE 1: Endless novelty

ALTERNATIVE 2: Step off the treadmill

Seek out more substantial  
goods

Friends and family; long-term  
projects

## 2. Happiness is relative

### Money, power, and happiness

- There exists a set-point (or range)
- But there is some effect of your salary and your job on your happiness

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- If you are desperately poor, you will be unhappy
- Beyond that, your happiness is based on your relative circumstances

### Happiness is relative

- A wealthy man is one who earns \$100 more than his wife's sister's husband.

### Happiness is relative

(a) \$70,000, if everyone else in your office was making \$65,000

(b) \$75,000, if everyone else in your office was making \$80,000

Research with British social servants

Negotiating tips from Maria Callas and Stanley Fish

### Summary so far ...

### Advice for the king

- SSRIs and cognitive-behavioral therapy
- Move the castle to a quieter part of the kingdom
- Give up on concubines. Find a queen. Join a club. Get involved in charities

3. Our judgments about the pleasure and pain of past events are skewed in interesting ways

### Which is worse?

- (a) A dental procedure that is very painful for an hour.
- (b) A dental procedure that is very painful for an hour.s  
And then some additional mild pain.

### Which is better?

- (a) A party that is hugely fun at the beginning but ends badly  
(90% good, 10% bad)
- (a) An awful party that ends well  
(90% bad, 10% good)

## Summary of pleasure studies

- Endings matter

### **Introduction to Psychology (Psychology 110B)**

[Spring, 2007, Mon/Wed, 2:30-3:45  
Room SSS 114]

What do your dreams mean? Do men and women differ in the nature and intensity of their sexual desires? Can you trust the testimony of a young child? Why do we find some things disgusting? Can people repress terrible memories? Why are some people depressed? Can apes learn sign language? Why can't we tickle ourselves? Why do some of us eat too much, and how can we stop? Are humans inherently evil?

This course will try to answer these questions, providing a comprehensive overview of the scientific study of thought and behavior. We will explore topics such as perception, communication, learning, memory, decision-making, religion, persuasion, love, lust, hunger, art, fiction, and dreams. We will look at how these aspects of the mind develop in children, how they differ across people, how they are wired-up in the brain, and how they break down due to illness and injury.



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## Yale University Department of Psychology

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### Recent News

Turk-Browne wins APA 'Ear Researcher' Award  
Grad student Lawrence Willis profiled in Science Magazine  
Marvin Chun Receives DeVos Teaching Award  
Alan Kazdin elected as new APA President  
John Dovidio Joins Faculty  
John Bargh Wins SPSP Campbell Award  
TIME '100 most influential' recognizes Kelly Browne  
Teresa Treat wins Yale Graduate Mentor Award  
Marcia Johnson wins major APA award  
Brian Scholl wins APA Ear Career Award

## Two bigger lessons

- Humility

## Two bigger lessons

- Humility
- Optimism