

Course Number: PSY 101

Course Title: Introduction to Psychology

Credit Hours: 3

Course Description: This course is designed to give students a broad overview of some of the perspectives from which psychologists try to understand human behavior. Students will be actively discussing and analyzing fundamental principles of psychology, taking subjects learned and applying these topics in a practical manner to academic and career related scenarios. Topics for the course include development across the lifespans, classical conditioning, memory, cognition, work motivation, emotions, stress, and social psychology.

Course Objectives: New

1. Discuss the importance of learning psychology from the perspective of a business owner, business manager, or someone working in the firearms industry.
2. Examine and cognitive, social, and emotional development across the lifespans.
3. Examine classical conditioning and discuss its application and use in everyday life.
4. Examine memory and its role in learning and development.
5. Analyze cognition and its importance as a student.
6. Analyze and discuss work motivation, and forms of behavior which produce the best performance.
7. Analyze and discuss the influence of emotions and stress.
8. Analyze and discuss the influence of social psychology related issues in the firearms industry.

	Week 1	Week 2	Week 3	Week 4
Titles	Introduction to Psychology and Scientific Methods	Development Across the Lifespan	Learning	Memory
Course Objectives:	<ul style="list-style-type: none">• Discuss the importance of learning psychology from the perspective of a business owner, business manager, or someone working in the firearms industry.• Summarize the basic elements of positive psychology and its importance in the workplace.• Summarize the steps used in the scientific research process and apply this to the work of an academic student.	<ul style="list-style-type: none">• Examine and cognitive, social, and emotional development across the lifespans.• Examine the concept of identity and apply it to the concept of an online presence.• Analyze the concept of identity and how it was formed as an adolescent.• Analyze the process of assimilation and accommodation as an adult.	<ul style="list-style-type: none">• Examine classical conditioning and discuss its application and use in everyday life.• Explain the role of classical conditioning in advertising and media.• Analyze social learning and the development of both self-efficacy and academic self-efficacy.	<ul style="list-style-type: none">• Examine memory and its role in learning and development.• Discuss learning and its connection to memory and learning.• Analyze information processing and its role in long-term memory.• Explain the use of mnemonic devices.

<p>Required Resources:</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter One: What Is Psychology? Module 1.1 Psychologists' Goals Module 1.2 Psychology Then and Now (Starting on page 20, Recent Trends) Chapter Two: Scientific Methods in Psychology Module 2.1 Evaluating Evidence and Thinking Critically</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Five: Development Module 5.1 Cognitive Development in Infancy and Childhood Module 5.2 Social and Emotional Development Module 5.3 Diversity: Gender, Culture, and Family</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Six: Learning Module 6.1 Classical Conditioning Module 6.2 Operant Conditioning Module 6.3 Variations of Learning</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Seven: Memory Module 7.1 Types of Memory Module 7.2 Encoding, Storage, and Retrieval Module 7.3 Forgetting</p>
<p>Discussion Prompts/ Questions:</p>	<p>Week One Discussion Please address the following in your discussion response this week: Based upon what you have learned this week, how would the study of psychology help a business owner or business manager, especially someone who is working in the firearms industry? What are the most important concepts you have learned about this week?</p>	<p>Week Two Discussion Please address the following in your discussion response this week: One of your assignments this week is focused on the concept of identity, and how your identity was formed as an adolescent. Now you are asked to consider how this theory should be updated, specifically due to the influence of technology.</p> <p>Part One: How do you believe the concept of identity applies to or is influenced by the concept of an online presence? Consider this perspective: The theory of identity was developed prior to the Internet, which means technology now has a greater influence on how we (as people in general) form our sense of identity.</p> <p>Part Two: As you develop your discussion response, consider how you view your identity in person as compared to the identity you have as an online student. Are the two identities the same? Why or why not?</p>	<p>Week Three Discussion One of the important concepts you learned about this week is classical conditioning. For this discussion, you are going to consider how classical conditioning applies to everyday life.</p> <p>Part One: Please review the following resources. Classical Conditioning by Saul McLeod, 2014 https://www.simplypsychology.org/classical-conditioning.html</p> <p>What Is Classical Conditioning? (And Why Does It Matter?) By Jason G. Goldman, January 11, 2012 https://blogs.scientificamerican.com/thoughtful-animal/what-is-classical-conditioning-and-why-does-it-matter/</p> <p>Classical Conditioning in Everyday Life Ezequiel Morsella Ph.D., November 3, 2010 https://www.psychologytoday.com/blog/consciousness-and-the-brain/201011/classical-conditioning-in-everyday-life</p> <p>7 Classical Conditioning Examples in Daily Life, By Marvi Masud, February 1, 2018 http://www.advergize.com/psy/7-classical-conditioning-examples-daily-life/</p>	<p>Week Four Discussion Last week you studied learning and this week memory. Based upon what you've learned, please answer the following questions for this discussion:</p> <p>#1. What was your initial understanding and definition of how you learn? For example, did you expect you would read and memorize information to learn the subjects you would study?</p> <p>#2. How has your understanding and definition of learning now changed?</p> <p>#3. What is the connection between memory and learning?</p>

			<p>Part Two: Explain why classical conditioning matters and why it is important for you to understand it.</p> <p>Part Three: One of these resources posed this question for you to answer: Can you think of other real-world examples of classical conditioning? (Share at least three real life examples.)</p>	
<p>Assignments:</p>	<p>Week One Assignment One For this first assignment, you are asked to further investigate one of the recent trends in psychology called positive psychology.</p> <p>Part One: Conduct research in the online library and look up the following articles:</p> <ul style="list-style-type: none"> • Cabrera, Elizabeth F. 2012. "The Six Essentials of Workplace Positivity." <i>People and Strategy</i> 35 (1): 50-57,60. https://search-proquest-com.ezp-02.lirn.net/docview/1498386704?accountid=179026. • Temkin, B. (2015, 11). The transforming power of positive psychology. <i>Customer Relationship Management</i>, 19, 7. Retrieved from https://search-proquest-com.ezp-01.lirn.net/docview/1763782296?accountid=179026 <p>(Be sure to follow the guidelines provided below for acknowledging any information used from your sources.)</p> <p>Part Two: Write an original essay and answer the following questions:</p> <ul style="list-style-type: none"> • Explain the basics of the concept called positive psychology. • How could knowledge of positive psychology influence your role as a business owner, business manager, team leader, supervisor, or similar role? • What are the benefits for implementing a positive psychology approach? 	<p>Week Two Assignment One One of the concepts you have studied this week is Identity Development. As stated in the textbook, "As Erikson pointed out, adolescence is a time of "finding yourself," determining "who am I?" or "who will I be?" it is when most people first construct a coherent "life story" of how they got to be the way they are (Habermas & Bluck, 2000)."</p> <p>Please complete the following: There are four specific components of identity described. Can you think back to your time of adolescence and remember how your identity was formed? Did you complete all four of the components within your adolescence or did some occur later in your adulthood? Do you believe your sense of identity has changed in any manner?</p> <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p> <p>Week Two Assignment Two One of the concepts you studied this week was Jean Piaget's view of cognitive development. The terms presented within this concept included schema, assimilation, accommodation, and equilibrium.</p> <p>Part One: To help you get started, consider this definition of a schema:</p>	<p>Week Three Assignment One This first assignment builds upon the discussion and what you have learned about classical conditioning.</p> <p>Part One: There are two articles to find in the online library database. To find these articles, please look for the Psychology databases, and then click on ProQuest Central. The following is your list of articles to acquire and read.</p> <p>Hoffman, Steven J. and Charlie Tan. 2013. "Following Celebrities' Medical Advice: Meta-Narrative Analysis." <i>BMJ : British Medical Journal (Online)</i> 347. doi:http://dx.doi.org.ezp-01.lirn.net/10.1136/bmj.f7151. https://search-proquest-com.ezp-01.lirn.net/docview/1778063160?accountid=179026.</p> <p>Schimmelpfennig, Christian and Svend Hollensen. 2016. "Significant Decline in Celebrity Usage in Advertising: A Review." <i>IUP Journal of Marketing Management</i> 15 (1): 7-19. https://search-proquest-com.ezp-01.lirn.net/docview/1771699235?accountid=179026.</p> <p>Part Two: Explain the relation of classical conditioning to advertising and marketing. As part of your analysis, explain how and why celebrities are used.</p>	<p>Week Four Assignment One For this assignment, you are going to analyze the way in which the mind processes information. In Chapter Seven, you were introduced to the Information-Processing View of Memory. Now you will continue to study how the mind processes and stores information.</p> <p>Part One: Please review the following resources.</p> <p>We're capable of infinite memory, but where in the brain is it stored, and what parts help retrieve it? By Amy Reichelt, Sept. 26, 2016 https://theconversation.com/were-capable-of-infinite-memory-but-where-in-the-brain-is-it-stored-and-what-parts-help-retrieve-it-63386</p> <p>What happens in your brain when you make a memory? By Dean Burnett September 16, 2015 https://www.theguardian.com/education/2015/sep/16/what-happens-in-your-brain-when-you-make-a-memory</p> <p>How does short-term memory work in relation to long-term memory? Are short-term daily memories somehow transferred to long-term storage while we sleep? By Alison Preston https://www.scientificamerican.com/article/experts-short-term-memory-to-long-term/</p>

<p>• What are the challenges for implementing a positive psychology approach?</p> <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p> <p>Week One Assignment Two For this second assignment, please explain in your own words the steps used in a scientific study. Then, answer the following questions:</p> <ul style="list-style-type: none"> • How can knowledge about the steps used in a scientific study help you as a student? • While you will not be conducting research studies as part of your degree program, what does this approach encourage you to think about as a student? You can consider what you might be reading or even writing about as a student throughout your academic journey. <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>	<p>“A mental structure that represents an aspect of the world, and streamlines information processing by categorizing objects. <i>Example:</i> A child’s rudimentary schema for “dog” includes all four-legged animals; upon seeing a cow, he calls it a “dog”. Eventually, as the child gains more life experience, the “dog” schema is refined to include a variety of canine types (but not cows).”</p> <p>Reference: Fournier, G. (2018). Schema. <i>Psych Central</i>. Retrieved on February 8, 2018, from https://psychcentral.com/encyclopedia/schema/</p> <p>What you read about, within the definition and example provided, is the process of assimilation and accommodation. Do you believe the process of changing your mental structures or schemas occurs only as a child? Can you think about a time when you have had to change what you believe, perhaps something you have believed for a long period of time? What prompted the change? Was it an easy or difficult transition? (You do not need to share personal details)</p> <p>Part Two: Review the following resource and then answer the following question: Are new immigrants experiencing assimilation and accommodation, or acculturation, or both? Please explain your answer.</p> <p>Immigrants, Assimilation, and Religion by Luma Simms March 10, 2016 http://www.thepublicdiscourse.com/2016/03/16/421/</p> <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>	<p>One of these resources indicates there is a decline in the use of celebrities. How does this fit in with the concept of classical conditioning, and is there something replacing celebrity endorsements?</p> <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p> <p>Week Three Assignment Two You have studied social learning this week, and within this concept is a term called self-efficacy, which you may or may not already be familiar with now. For this assignment, you are going to explore this concept further, not as a developmental term, but as a concept applied to adult learning.</p> <p>Part One: There is one article to find in the online library database. To find this article, please look for the Psychology databases, and then click on ProQuest Central. Please find and review the article listed below. Note: The results of the study are not important, only the term “academic self-efficacy” within the article merits your attention.</p> <p>Madonna, Stephen, Jr and Vincent D. Philpot. 2013. "Motivation and Learning Strategies, and Academic and Student Satisfaction in Predicting Self-Efficacy in College Seniors." <i>Quarterly Review of Distance Education</i> 14 (3): 163-168, 179-180. https://search-proquest-com.ezp-02.lirn.net/docview/1510292045?accountid=179026.</p> <p>Part Two: There are two additional resources to review: Self-Efficacy and Success: Is There Any Relationship? By Piers Steel Ph.D., November 10, 2014</p>	<p>Part Two: Answer the following for this assignment.</p> <ul style="list-style-type: none"> • What is the difference between implicit and explicit memories? (Provide examples in your response.) • How does some of the information your mind receive turn into a long-term memory? • How is long-term memory stored and is it permanent? • Do you believe you will remember everything you study in your degree program? Why or why not? <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p> <p>Week Four Assignment Two Are you familiar with the term mnemonic? In Chapter Seven you learned about mnemonic devices, along with its purpose. For this assignment, you are going to develop your own mnemonic devices to learn how this can help you as a student.</p> <p>Part One: Please review the following resources.</p> <p>Mnemonic Devices for Students by Melissa Kelly, October 30, 2017 https://www.thoughtco.com/mnemonic-devices-tools-7755</p> <p>Handy Mnemonic Devices to Help Remember Homework Facts by Grace Fleming, July 03, 2017 https://www.thoughtco.com/mnemonic-devices-1857131</p> <p>Part Two: Develop a list of three categories of items you need to remember, whether as</p>
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<p>New Quizzes</p>	<p>Week One Quiz Take the Week One Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz.</p> <p>15 Questions</p>	<p>Week Two Quiz Take the Week Two Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz.</p> <p>10 Questions</p>	<p>Week Three Quiz Take the Week Three Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz.</p> <p>10 Questions</p>	<p>Week Four Quiz Take the Week Four Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz.</p> <p>20 Questions</p>

	Week 5	Week 6	Week 7	Week 8
Titles	Cognition	Work Motivation	Emotions, Stress, and Health	Social Psychology
Course Objectives:	<ul style="list-style-type: none"> • Analyze cognition and its importance as a student. • Examine the concept of attention span and discuss its influence as a student. • Analyze the core elements of critical thinking and how it is demonstrated as a student. • Identify cognitive biases and those which influence the work of a student. 	<ul style="list-style-type: none"> • Analyze and discuss work motivation, and forms of behavior which produce the best performance. • Examine Theory X and Theory Y and discuss which leadership style produces the best outcomes. • Analyze and apply hierarchy of needs. • Explain intrinsic motivation and how it influences a person's performance. 	<ul style="list-style-type: none"> • Analyze and discuss the influence of emotions and stress. • Examine Post Traumatic Stress disorder and discuss psychological treatments. • Analyze and apply positive psychology as a means of enriching a person's life. • Explain the role of emotions in decision-making. 	<ul style="list-style-type: none"> • Analyze and discuss the influence of social psychology related issues in the firearms industry. • Examine prejudice and diversity in the firearms industry. • Analyze groupthink and methods for addressing it. • Explain the influence of fear related messages in the firearms industry.
Required Resources:	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Eight: Cognition and Language Module 8.1 Attention and Categorization Module 8.2 Solving Problems and Making Decisions Module 8.3 Language</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Eleven: Motivated Behaviors Module 11.1 Work Motivation</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Twelve: Emotions, Stress, and Health Module 12.1 The Nature of Emotion Module 12.2 A Survey of Emotions Module 12.3 Stress, Health, and Coping</p>	<p>Kalat, J. W. (2017). <i>Introduction to Psychology, 11th Edition</i>. [Bookshelf Online]. Retrieved from https://bookshelf.vitalsource.com/#/books/9781305890336/</p> <p>Assigned Chapter(s): Chapter Thirteen: Social Psychology Module 13.1 Prosocial and Antisocial Behavior Module 13.2 Social Perception and Cognition Module 13.5 Interpersonal Influence</p>
Discussion Prompts/ Questions:	<p>Week Five Discussion One of the concepts you were introduced to this week was attention. Now you will examine attention further, and consider it from the perspective of your work as a student.</p> <p>Part One: Please review the following resources. Smartphones make people distracted and unproductive By Mike Elgan, Aug. 12, 2017 https://www.computerworld.com/article/3215276/smartphones/smartphones-make-people-distracted-and-unproductive.html Attention Alert! Study on Distraction Reveals Some Surprises by Larry D. Rosen Ph.D.,</p>	<p>Week Six Discussion This week you studied motivation, and two approaches to leadership which can motivate employees. One of these approaches is known as Theory X, and the other is known as Theory Y. For this assignment, you are going to evaluate these two approaches and determine is one is more effective than the other.</p> <p>Part One: Please review the following resources. The Challenge Of Being A Theory Y Manager By Bill Fotsch and John Case July 11, 2017</p>	<p>Week Seven Discussion This week you learned about a serious stress disorder, one which you are likely familiar with now, called Posttraumatic Stress Disorder or PTSD. This can be a sensitive subject and learning about it from a psychological perspective may be helpful as to understanding and managing it.</p> <p>Part One: Please review the following resources. PTSD: National Center for PTSD U.S. Department of Veterans Affairs https://www.ptsd.va.gov/public/PTSD-overview/basics/what-is-ptsd.asp</p>	<p>Week Eight Discussion This week you learned about overcoming prejudice and diversity. You will examine both of these topics further for our discussion this week.</p> <p>Part One: Please review the following resources. Diversity in the Industry, From the Shooting Industry https://shootingindustry.com/diversity-in-the-industry/ Girls & Guns... What A Pairing! The Changing Face of the Gun Community By Kirsten Joy Weiss, February 20, 2015</p>

	<p>April 9, 2012 https://www.psychologytoday.com/blog/rewired-the-psychology-technology/201204/attention-alert-study-distraction-reveals-some</p> <p>Is Your Attention Span Shorter Than a Goldfish's? By Jo Craven McGinty, Feb. 17, 2017 https://www.wsj.com/articles/is-your-attention-span-shorter-than-a-goldfishs-1487340000</p> <p>Is technology making your attention span shorter than a goldfish's? By Martin Thirkettle and Graham Pike, May 28, 2015 https://theconversation.com/is-technology-making-your-attention-span-shorter-than-a-goldfishs-42072</p> <p>Part Two: Please answer the following questions in your discussion response.</p> <ul style="list-style-type: none"> • What have you learned about attention and attention span? • Was there anything learned that surprised you? • Do you believe an adult's attention span is shorter than a goldfish's? • How does this knowledge of attention and attention span help you as a student? 	<p>https://www.forbes.com/sites/fotschcase/2017/07/11/the-challenge-of-theory-y/#701c187342da</p> <p>The following resources are available in the online library database:</p> <p>Friesen, Wes. 2012. "Are You a Theory X Or a Theory Y Leader?" <i>In - Plant Graphics</i> 62 (9): 50-50,52. https://search.proquest.com/docview/1061920791?accountid=179026.</p> <p>Warner Burke, W. 2011. "On the Legacy of Theory Y." <i>Journal of Management History</i> 17 (2): 193-201. doi:http://dx.doi.org.ezp-01.lirn.net/10.1108/17511341111112596. https://search-proquest-com.ezp-01.lirn.net/docview/864099961?accountid=179026.</p> <p>Part Two: Please address the following in your discussion response.</p> <ul style="list-style-type: none"> • Which type of leadership do you believe is more effective and why? • Can you share examples of a leader who demonstrated Theory X leadership, and a leader who demonstrated Theory Y leadership? • Can a leader possess Theory X and Theory Y leadership qualities? Why or why not? 	<p>What Is Posttraumatic Stress Disorder? American Psychiatric Association https://www.psychiatry.org/patients-families/ptsd/what-is-ptsd</p> <p>An Overview of PTSD Symptoms. Coping and Treatment. By Matthew Tull, PhD August 02, 2017 https://www.verywellmind.com/an-overview-of-ptsd-symptoms-2797638</p> <p>Part Two: Please address the following in your discussion response.</p> <ul style="list-style-type: none"> • Did you know of someone who experienced PTSD? If so, was it long-term or short-term in duration? What was the form of treatment? (Please do not share personal details) • From a psychological perspective, based upon what was learned this week, what methods could be used to help address PTSD? For example, there are coping methods listed in the assigned textbook chapter. Would any of those methods be useful for PTSD, based upon your knowledge and experience? 	<p>http://kirstenjoyweiss.com/girls-guns-what-a-pairing-the-changing-face-of-the-gun-community/</p> <p>A Peek Inside The World Of Gun Magazines by Susannah Breslin August 16, 2013 https://www.forbes.com/sites/susannahbreslin/2013/08/16/gun-magazines/#1010e470215c</p> <p>Part Two: Please address the following in your discussion response.</p> <ul style="list-style-type: none"> • For this discussion, consider the firearms industry. This has traditionally been a male-driven industry, with most purchases made by men. However, this is beginning to change. What prejudices do you believe still exist in the firearms industry? • As to the issue of diversity, do you believe the firearms industry is prepared to address a changing demographic or type of buyer? • If you were a sporting goods manager, how would you teach employees to embrace diversity? For example, how would you teach employees to treat a gay couple who came into the store to purchase a firearm and needed assistance?
<p>Assignments:</p>	<p>Week Five Assignment One In Chapter Eight, one of the concepts studied was critical thinking. This is an important skill, one which is emphasized for your work as a student, and one which is emphasized as an important career skill.</p> <p>Part One: Please find and review the following articles in the online library database. Look for the Education databases and then ProQuest. Goldsmith, Ronald E. 2013. "Encouraging Critical Thinking Skills among College Students." <i>The Exchange</i> 2 (2): 9-19.</p>	<p>Week Six Assignment One This week you learned about Maslow's hierarchy of needs within the assigned reading. You will examine this hierarchy further for this assignment.</p> <p>Part One: Please review the following resources. Maybe We Need To Think About Workplace Actualization by Dan Pontefract, January 26, 2016 https://www.forbes.com/sites/danpontefract/2016/01/26/maybe-we-need-to-think-about-workplace-actualization/#4d4f95c04046</p>	<p>Week Seven Assignment One One of the concepts you were introduced to this week was positive psychology, which had to do with qualities which can enrich your life. You will examine this concept further for this assignment this week.</p> <p>Part One: Please review the following resources. The Positive Psychology Field By Kendra Cherry, February 16, 2018 https://www.verywellmind.com/what-is-positive-psychology-2794902</p>	<p>Week Eight Assignment One One of the concepts you studied this week was groupthink, which you will explore further for this assignment.</p> <p>Part One: Please review the following resources. What Is Groupthink? How to Recognize and Avoid It By Kendra Cherry, September 01, 2017 https://www.verywellmind.com/what-is-groupthink-2795213</p> <p>How to defeat groupthink: Five solutions</p>

<https://search-proquest-com.ezp-02.lirn.net/docview/1640459489?accountid=179026>.

Ricci, Frederick A. 2013. "Encouraging Critical Thinking in Distance Learning: Ensuring Challenging Intellectual Programs." *Distance Learning* 10 (1): 1-15. <https://search-proquest-com.ezp-01.lirn.net/docview/1372097094?accountid=179026>.

Part Two: For this assignment, please address the following.

- What is critical thinking? (How would you define it now?)
- Why is the study of critical thinking important?
- How does the study of critical thinking help you as a student?
- How do you believe you would demonstrate the use of critical thinking as a student?

*Your submission should be a minimum of 250 words. Be sure you cite any sources using **Chicago-Turabian** format and include a bibliography. For assistance with citing sources, please use [BibMe](#), a free online citation generator.*

Week Five Assignment Two
Another important term you studied in Chapter Eight was biases. For this assignment, you are going to focus on the subject of cognitive biases.

Part One: Please review the following resources.

6 Cognitive Biases That Are Messing Up Your Decision Making by Jessica Stillman, Nov. 22, 2016. <https://www.inc.com/jessica-stillman/6-cognitive-biases-that-are-messing-up-your-decision-making.html>

Updating Maslow's Hierarchy of Needs. Is Maslow's famous hierarchy still relevant? By Kendra Cherry, September 07, 2017 <https://www.verywellmind.com/updating-maslows-hierarchy-of-needs-2795269>

The Five Levels of Maslow's Hierarchy of Needs. How Maslow's Famous Hierarchy Explains Human Motivation By Kendra Cherry, February 16, 2018 <https://www.verywellmind.com/what-is-maslows-hierarchy-of-needs-4136760>

Part Two: Please address the following in your analysis.

- Can you identify all of your needs within the hierarchy of needs?
- Do you find it important to identify esteem and self-actualization needs?
- Can a person find fulfillment of self-actualization needs at any time in life, or only later in life? Why or why not?
- Are there any inherent disadvantages to this hierarchy? If so, please explain.

*Your submission should be a minimum of 250 words. Be sure you cite any sources using **Chicago-Turabian** format and include a bibliography. For assistance with citing sources, please use [BibMe](#), a free online citation generator.*

Week Six Assignment Two
Within Module 11.1 you read about intrinsic motivation, which is motivation based upon factors more than money. You will examine this concept further for this assignment.

Part One: Please review the following resources.

The Only Type Of Motivation That Leads To Success by Tom Rath, June 18, 2015 <https://www.fastcompany.com/3047370/the-only-type-of-motivation-that-leads-to-success>

Three Ways Positive Psychology Impacts Leadership and Performance By Adam Fridman, October 30, 2017 <https://www.inc.com/adam-fridman/three-ways-positive-psychology-impacts-leadership-performance.html>

The Father of Positive Psychology and His Two Theories of Happiness By David Sze December 6, 2017 https://www.huffingtonpost.com/david-sze/the-father-of-positive-ps_b_7600226.html

Part Two: Please address the following in your analysis.

- Explain the concept of positive psychology.
- How do you react to this concept and identify with it?
- If you understand the concept of positive psychology, how can you use it to better your life?

*Your submission should be a minimum of 250 words. Be sure you cite any sources using **Chicago-Turabian** format and include a bibliography. For assistance with citing sources, please use [BibMe](#), a free online citation generator.*

Week Seven Assignment Two
In Chapter 12 you studied emotions and moral reasoning. On page 389, the authors of the textbook state: "People often advise us not to let our emotions get in the way of our decisions." You will examine this further for this assignment.

Part One: Please review the following resources.
Why Emotions Are Important When Making Decisions by Roger Covin, 06/23/2016 http://www.huffingtonpost.ca/roger-covin/decision-making-emotions_b_7644910.html
The Myth Of Rational Decision-Making

By Cass R. Sunstein and Reid Hastie January 13, 2015 <http://fortune.com/2015/01/13/groupthink-solutions-information-failure/>

9 Ways to Escape 'Group Think' Trap Sherrie Campbell December 29, 2016 <https://www.entrepreneur.com/article/287130>

Part Two: Please address the following in your analysis.

- Explain the concept of groupthink.
- Can you share any examples of groupthink you have encountered in your career?
- What are the most effective methods of addressing and working with groupthink when it occurs?

*Your submission should be a minimum of 250 words. Be sure you cite any sources using **Chicago-Turabian** format and include a bibliography. For assistance with citing sources, please use [BibMe](#), a free online citation generator.*

Week Eight Assignment Two
In Chapter 13 you learned about the influence of fear and messages that appeal to fear. For this assignment, you are going to consider how this applies to the firearms industry.

Part One: Please review the following resources.

"Papa Says It's Safe": 20 Astounding Gun Ads. The firearms industry sure knows how to tempt its audience. By Mark Murrmann, December 15, 2012 <https://www.motherjones.com/media/2012/12/gun-ads-bushmaster-mattel/>

<p>How Cognitive Biases Influence How You Think and Act By Kendra Cherry, Jan. 04, 2018 https://www.verywellmind.com/what-is-a-cognitive-bias-2794963</p> <p>7 Cognitive Biases That May Be Influencing Your Financial Decisions By Wes Moss, Sept. 14, 2016 https://www.thebalance.com/cognitive-biases-financial-decisions-4083213</p> <p>Part Two: For this assignment, please address the following.</p> <ul style="list-style-type: none"> • What are cognitive biases? • What are the most common cognitive biases? • What cognitive biases influence you as an online student? (Share examples when possible) <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>	<p>Is intrinsic motivation at work overrated? By Susan Fowler, March 16, 2017 https://www.huffingtonpost.com/entry/is-intrinsic-motivation-at-work-overrated_us_58cb32f1e4b0537abd956f5b</p> <p>Intrinsic Motivation. Why You Do Things By Kendra Cherry, October 23, 2017 https://www.verywellmind.com/what-is-intrinsic-motivation-2795385</p> <p>Part Two: Please address the following in your analysis.</p> <ul style="list-style-type: none"> • Explain the concept of intrinsic motivation. • Are you motivated by intrinsic or extrinsic motivation? Please explain. • Is one form of motivation more effective than the other? Why or why not? Please share examples. <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>	<p>By Vivian Giang, July 6, 2015 https://www.fastcompany.com/3047924/the-myth-of-rational-decision-making</p> <p>Like it Or Not, Emotions Will Drive the Decisions You Make Today by Mary C Lamia December 31, 2010 https://www.psychologytoday.com/blog/intense-emotions-and-strong-feelings/201012/it-or-not-emotions-will-drive-the-decisions-you</p> <p>The Best Headspace for Making Decisions By Olga Khazan, September 19, 2016 https://www.theatlantic.com/science/archive/2016/09/the-best-headspace-for-making-decisions/500423/</p> <p>Part Two: Please address the following in your analysis.</p> <ul style="list-style-type: none"> • Should all decisions be made without the involvement of emotions? Why or why not? Please explain. • Can some decisions be made on an emotional basis? When can you rely on emotions? <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>	<p>How gun advertising in America has changed since the 1950s by David Matthews. October 8, 2015 https://splinternews.com/how-gun-advertising-in-america-has-changed-since-the-19-1793851674</p> <p>SUVs, handwash and FOMO: how the advertising industry embraced fear. Advertising is about selling 'freedom from fear' and targeting consumers' anxieties with products that alleviate those worries – whether it's fear of disease, attack or of missing out. By Jacques Peretti, July 6, 2014 https://www.theguardian.com/media/2014/jul/06/how-advertising-industry-concept-fear</p> <p>Part Two: Please address the following in your analysis.</p> <ul style="list-style-type: none"> • How are messages which appeal to fear used for and against the firearms industry? Can you share any examples? • Are these messages based in logic, fact, reality, or something else? • How does or should the industry respond to these messages, or should any action be taken? • Should the firearms industry continue to use these types of fear-based messages, if you believe they are used now? <p><i>Your submission should be a minimum of 250 words. Be sure you cite any sources using Chicago-Turabian format and include a bibliography. For assistance with citing sources, please use BibMe, a free online citation generator.</i></p>
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New Quizzes	Week Five Quiz Take the Week Five Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz. 10 Questions	Week Six Quiz Take the Week Six Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz. 15 Questions	Week Seven Quiz Take the Week Seven Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz. 15 Questions	Week Eight Quiz Take the Week Eight Quiz and submit. Please ensure your internet connection is stable and you have reviewed all corresponding quiz material, as you will only get ONE attempt at the Quiz. 15 Questions Final Exam: Take the Final Exam in Week 8 of the course and submit. Please ensure your internet connection is stable and you have reviewed all corresponding test materials from previous weeks, as you will only get ONE attempt at the Exam.
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