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UNIT

1

Approaching Psychology

心理学是一门既古老又年轻的科学。从根本上来讲，它是研究行为和心理过程的科学，兼具自然科学和社会科学的性质。研究心理学有助于引导人们运用心理学的规律，指导不同领域的实践活动，并促进个人心理的健康发展。丹尼尔·安德森认为，心理学可以帮助我们更好地了解自我以及自我行为背后的原因，理解自我与他者的差异，从而建立更好的人际关系，变得更加快乐。基思·斯坦诺维奇则认为，心理学可以提升我们的思辨能力，帮助我们辩证地看待社会中的各种“常识”。

Warm-up

What do you want from life? What really matters to you? The Inspiration Inventory may help you review your life and become clearer about how everything is going. Think about the core domains listed below and rate each one from 0 (a total lack of fulfillment and satisfaction) to 10 (total fulfillment and satisfaction) according to how fulfilled and satisfied you feel about your life.

The Inspiration Inventory

(Developed by Sarah Corrie, 2009)

___ **1 Overall happiness and emotional well-being:**

Do you enjoy your life? Does your life inspire you, or are you often anxious, disillusioned, or unhappy?

___ **2 Relationship to self:**

Do you respect the person that you are? Are you at peace with yourself, confident in your abilities, or do you worry about coming up to scratch?

___ **3 Friendships and social life:**

Do you have good friendships based on mutual respect and trust? Can you be yourself in your friendships, or do you feel pressured to be someone you are not?

___ **4 Health:**

Do you have abundant energy? Do you nourish yourself with healthy foods, sufficient sleep, and time to relax and unwind?

___ **5 Values and principles:**

Are you clear about what you stand for? Are you living life according to your core values? Are there any areas of your life in which you compromise your values?

Any of the above core domains where you scored between 8 and 10 works very well for you; domains scored between 4 and 7 need some attention at some point, although they might not be your immediate priorities; domains scored between 0 and 3 require some urgent attention, so you will probably want to prioritize them. What do your scores tell you about your life? Read the following two texts to learn some fundamentals about psychology and how it can help you lead a happier life.

Text A

Background Information

Hailing from Madison, Alabama, Daniel Anderson is a prolific writer in the field of psychology and therapy. The following text is extracted from his *Introducing Psychology: How to Stop Procrastination and Discover Positive Thinking, Motivation and Confidence*, designed to help readers positively readjust their emotional states. It is an excellent resource for academics, students, or anyone who wants to journey into the fascinating world of the mind.

Psychology and Our Life

Understanding psychology

- 1 Psychology has evolved from the Greek word “psyche,” which means “soul” or “mind,” and “logos,” which means “speech.” It is an academic and applied field concerning the study of the mind, brain, and behavior, human and nonhuman. Psychology also refers to the practical application of such knowledge to diverse spheres of human activity, including problems of people’s daily lives and the treatment of psychological illness.
- 2 In simple words, psychology involves the study of the human mind and how it functions in different situations. In other words, it involves a deep analysis of how people think, behave, and interact with one another in different types of situations and environments. This subject traces its roots to ancient civilizations of India, Egypt, China, and Greece. **Wilhelm Wundt**, a German doctor, is the person responsible for bringing psychology into lab settings and also introducing the structural school of psychology. After that, many eminent researchers and analysts have also contributed a lot to this field as it is never possible to read and predict the human mind in totality. Perhaps this is something that can change even before you may imagine. That’s the main beauty of this field because it deals with the most complex thing on the earth, i.e., the human mind.

Wilhelm Wundt

威廉·冯特（德国生理学家、心理学家，实验心理学创始人之一）

inference 推理过程; 推断过程

deduction 演绎法

induction 归纳法

abduction 不明推论式(即小前提无证明)

anthropology 人类学

cross-fertilization (思想、文化、技术等)相互得益的交流

interface (两学科、体系等的)接合点

phenomenological 现象学的

empirical 以科学实验为依据的

- 3 Various approaches to psychology include forensic, abnormal, computational, developmental, cognitive, and quantitative psychology. Psychologists make use of three types of **inferences**, which are **deduction**, **induction**, and **abduction**, to provide explanations on the way the mind works. As part of their efforts to understand the way the mind works, they also make use of survey results. Surveys are used to record data which are needed to measure mood change patterns, attitude and traits, and other aspects of the human mind.
- 4 Psychology differs from **anthropology**, economics, political science, and sociology in seeking to capture illustrative generalizations about the mental function and explicit behavior of individuals. However, contrary to this, other disciplines depend more heavily on field studies and historical methods for extracting expressive generalizations. In reality, however, there is much “**cross-fertilization**” that takes place among different fields. Psychology differs from biology and neuroscience in that it is mainly concerned with the **interface** between mental processes and behavior of a person. It also refers to the common procedures of a system and not merely the biological or neural procedures themselves.
- 5 However, subfields of psychology, such as neuropsychology, combine the study of the actual neural processes with the study of the mental effects they have intuitively produced. Psychology in literal terms means the study of the human mind. It illustrates and attempts to explain awareness, behavior, and social interaction. This study can be structured purely in terms of **phenomenological** descriptions of internal experiences or as a result of behavior, which includes social conduct. **Empirical** psychology is mainly dedicated to describing human experience and behavior as it actually occurs.
- 6 Psychology is a particularly extensive field, which includes various approaches to the study of mental processes and behavior. An understanding of brain function is gradually being included in psychological theory and practice, particularly in areas such as artificial intelligence, neuropsychology, and cognitive neuroscience. Mechanical and electronic computing has played an important role in developing the information-processing hypothesis of the mind.

Importance of psychology

- 7 Psychology is very important especially because it deals with the study of the mental processes and behavior at the same time. It is also applied in our daily lives and in many things. How we behave, how we react to situations, and how we perform are all associated with psychology. This is because psychology studies our nature, how we think and how it is related to what we do, and why we think and act the way we do. It is actually very complicated because, unlike the study of disease processes and the physical body, studying the human mind is very complex and it is hard to study it in an **unbiased** way.
- 8 Its importance in the society has grown significantly over the years. Psychology is used to study various kinds of mental and life-threatening diseases such as **Alzheimer's disease**, **Parkinson's disease**, and many other types of neurological disorders. Psychology is also used to better understand and help those with **pervasive developmental disorders** such as **autism**. The study of psychology in these disorders and diseases has helped the medical professionals in developing cure and treatment for certain diseases.
- 9 With psychology, we are able to learn about ourselves. To fully understand ourselves, we have to know about the causes of our own behavior and our perspectives in life. By knowing ourselves and learning our own personality, we can develop goals for ourselves. Also, by learning about ourselves, we are able to learn about other people and their differences. Gaining understanding of oneself and of others can help improve the way relationships and communications work.
- 10 Psychology allows people to understand more about how the body and mind work together. This knowledge can help with decision-making and avoiding stressful situations. It can help with time management, setting and achieving goals, as well as living effectively.
- 11 The science not only allows people to be more successful, but it can also impact their health. It helps many tackle their mental illnesses so that they can continue living their lives. Psychological studies have also aided in drug development and the ability to diagnose various diseases (such as Alzheimer's and Parkinson's).

unbiased 无偏见的; 不偏不倚的

Alzheimer's disease

阿尔茨海默病

Parkinson's disease

帕金森病

pervasive developmental

disorder 广泛性发育障碍(主

要表现为人际交往和沟通方面的异常)

autism 自闭症

- 12 I can personally testify to the importance of the subject. Psychology has helped me as a writer because I have become more determined to do the things I will enjoy and write on the topics that I like. I can understand who I am and look at events on a more positive aspect. Whenever I have a problem, I can handle it better. Down to the choices over the projects I will work on and the way I will handle my time, psychology helps me make better decisions within my life.

How psychology can help you live a better life

- 13 How can psychology apply to your everyday life? If you think that psychology is just for academics, therapists, and students, then think again. Because psychology is both a theoretical and an applied subject, it can be utilized in a number of ways.
- 14 While research studies aren't exactly light reading material for the average person, the results of many experiments and studies can have significant applications in daily life. The following are the top 10 practical uses for psychology in everyday life.

Get motivated

- 15 Whether your goal is to acquire a good habit or learn a new language, some lessons from psychology offer tips for you to get motivated. To increase your motivational levels when approaching a task, utilize the following tips derived from research in cognitive and educational psychology:
- Introduce new or novel elements to keep your interest high.
 - Vary the sequence to help **stave off** boredom.
 - Learn new things that build on your existing knowledge.
 - Set clear goals that are directly related to the task.
 - Reward yourself for a job well done.

stave off 防止; 避开

Improve your leadership skills

- 16 It doesn't matter if you're an office manager or a volunteer at a local youth group; having good leadership skills will probably be essential at some point in your life. Not everyone is a born leader, but a few simple tips **gleaned** from psychological research can help you improve your leadership skills.
- 17 One of the most famous studies on this topic looked at three distinct leadership styles. Based on the findings of this study

glean 费力地收集(信息、知识等)

and subsequent research, practice the following when you are in a leadership position:

- Offer clear guidance, but allow group members to voice opinions.
- Talk about possible solutions to problems with members of the group.
- Focus on stimulating ideas and be willing to reward others for creativity.

Become a better communicator

18 Communication involves much more than how you speak or write. Research suggests that **nonverbal** signals make up a huge portion of our interpersonal communications. To communicate your message effectively, you need to learn how to express yourself nonverbally and to read the nonverbal cues of those around you. A few key strategies include the following:

nonverbal 非言辞表达的

- Use good eye contact.
- Start noticing nonverbal signals from others.
- Learn to use your tone of voice to reinforce your message.

Become more emotionally intelligent

19 Much like nonverbal communication, your ability to understand your emotions and the emotions of those around you plays an important role in your relationships and professional life. The term “emotional intelligence” refers to your ability to understand both your own emotions as well as those of other people.

20 Your emotional intelligence **quotient** is a measure of this ability. According to psychologist **Daniel Goleman**, your EQ may actually be more important than your IQ. What can you do to become more emotionally intelligent? Consider the following strategies:

quotient 指数; 程度

Daniel Goleman 丹尼尔·戈尔曼(美国心理学家, 著有《情商》*《Emotional Intelligence》*一书)

- Carefully assess your own emotional reactions.
- Record your experiences and emotions in a journal.
- Try to see situations from the perspective of another person.

Make more accurate decisions

21 Research in cognitive psychology has provided a wealth of information about decision-making. By applying these strategies to your life, you can learn to make wiser choices. The next time you need to make a big decision, try using the following techniques:

- Use the “six thinking hats” approach by looking at the situation from multiple points of view, including rational, emotional, intuitive, creative, positive, and negative perspectives.
- Consider the potential costs and benefits of a decision.
- Employ a grid analysis technique that gives a score for how a particular decision will satisfy specific requirements you may have.

Improve your memory

- 22 Have you ever wondered why you can remember exact details of childhood events yet forget the name of the new client you met yesterday? Research on how we form new memories as well as how and why we forget has led to a number of findings that can be applied directly in your daily life. What are some ways you can increase your memory power? Try the following:
- Focus on the information.
 - Rehearse what you have learned.
 - Eliminate distractions.

Make wiser financial decisions

- 23 Nobel Prize-winning psychologist Daniel Kahneman and his colleague Amos Tversky conducted a series of studies that looked at how people manage uncertainty and risk when making decisions. Subsequent research in this area known as behavioral economics has yielded some key findings that you can use to make wiser money management choices. One study found that workers could more than triple their savings by utilizing the following strategies:
- Don't **procrastinate**. Start investing in savings now.
 - Commit in advance to devote portions of your future earnings to your retirement savings.
 - Try to be aware of personal biases that may lead to poor money choices.

procrastinate 耽搁; 拖延

Get better grades

- 24 The next time you're tempted to complain about pop quizzes, midterms, or final exams, consider this: Research has demonstrated that taking tests actually helps you better remember what you've learned, even if it wasn't covered on the test.

25 Another study found that repeated test-taking may be a better memory aid than studying. Students who were tested repeatedly were able to recall 61 percent of the material while those in the study group recalled only 40 percent. How can you apply these findings to your own life? When trying to learn new information, self-test frequently in order to **cement** what you have learned into your memory.

cement 加强; 巩固

Become more productive

- 26 Sometimes it seems like there are thousands of books, blogs, and magazine articles telling us how to get more done in a day, but how much of such advice is founded on actual research? For example, think about the number of times you have heard that multitasking can help you become more productive.
- 27 In reality, research has found that trying to perform more than one task at the same time seriously impairs speed, accuracy, and productivity. So what lessons from psychology can you use to increase your productivity? Consider the following:
- Avoid multitasking when working on complex or dangerous tasks.
 - Focus on the task at hand.
 - Eliminate distractions.

Be healthier

- 28 Psychology can also be a useful tool for improving your overall health. From ways to encourage exercise and better nutrition to new treatments for depression, the field of health psychology offers a wealth of beneficial strategies that can help you to be healthier and happier. Some examples that you can apply directly to your own life:
- Studies have shown that both sunlight and artificial light can reduce the symptoms of **seasonal affective disorder**.
 - Research has demonstrated that exercise can contribute to greater psychological well-being.
 - Studies have found that helping people understand the risks of unhealthy behaviors can lead to healthier choices.

seasonal affective disorder
季节性情感障碍(秋冬两季因白昼缩短而易发作的抑郁症)

Exercises

Recall

Answer the questions using the information from the text.

- 1 What does psychology study?
- 2 Why is it important to learn about ourselves?
- 3 How has the author himself benefited from psychology?
- 4 What are the top 10 practical applications of psychology in our daily life?
- 5 How can psychology improve people's physical health?

Interpret

Answer the questions by interpreting the statements based on your own understanding.

- 1 How does psychology differ from biology and neuroscience?
Psychology differs from biology and neuroscience in that it is mainly concerned with the interface between mental processes and behavior of a person. It also refers to the common procedures of a system and not merely the biological or neural procedures themselves. (Para. 4)
- 2 Why is psychology a complicated science?
This is because psychology studies our nature, how we think and how it is related to what we do, and why we think and act the way we do. It is actually very complicated because, unlike the study of disease processes and the physical body, studying the human mind is very complex and it is hard to study it in an unbiased way. (Para. 7)

Evaluate & Connect

Read the top 10 practical uses for psychology in everyday life again and think about how they can help you live a better life. In which aspects of your life can these uses be helpful? How would you make use of them in the future?

Text B

Background Information

Keith Stanovich is emeritus professor of applied psychology and human development at the University of Toronto, whose research areas involve the psychology of reasoning and the psychology of reading. The following text is extracted from his book *How to Think Straight About Psychology*, which presents a short introduction to critical thinking skills that will help readers better understand psychology and become more discriminating consumers of psychological information.

Psychology and Folk Wisdom: The Problem with “Common Sense”

- 1 We all have **implicit** models of behavior that govern our interactions and our thoughts about ourselves and other people. Indeed, some social, personality, and cognitive psychologists study the nature of these implicit psychological theories. Rarely do we state our theories clearly and logically. Instead, we usually become aware of them only when attention is drawn to them or when we find them challenged in some way. Actually, our personal models of behavior are not really coherent in the way that an actual theory would have to be. Instead, we carry around a **ragbag** of general principles, **homilies**, and **clichés** about human behavior that we draw on when we feel that we need an explanation. The problem with this commonsense knowledge about behavior is that much of it contradicts itself and is, therefore, **unfalsifiable**.
- 2 Often a person uses some folk proverb to explain a behavioral event even though, on an earlier occasion, this same person used a directly contradictory folk proverb to explain the same type of event. For example, most of us have heard or said “look before you leap.” Now there’s a useful, straightforward bit of behavioral advice – except that I vaguely remember **admonishing** on occasion, “he who hesitates is lost.” And “absence makes the heart grow fonder” is

implicit 不言明的; 含蓄的

ragbag 大杂烩

homily (使人厌烦的)道德说教

cliché 陈词滥调; 老生常谈

unfalsifiable 不能被证明为不正确(或假)的

admonish 力劝; 忠告

a pretty clear prediction of an emotional reaction to environmental events. But then what about “out of sight, out of mind”? And if “haste makes waste,” why do we sometimes hear that “time waits for no man”? How could the saying “two heads are better than one” not be true? Except that “too many cooks spoil the broth.” If I think “it’s better to be safe than sorry,” why do I also believe “nothing ventured, nothing gained”? And if “opposites attract,” why do “birds of a feather flock together”? I have counseled many students to “never put off until tomorrow what you can do today.” But I hope my last **advisee** has never heard me say this, because I just told him, “cross that bridge when you come to it.”

advisee (尤指大中学校)
受到劝告的人

3 The enormous appeal of clichés like these is that, taken together as implicit “explanations” of behavior, they cannot be **refuted**. No matter what happens, one of these explanations will be cited to cover it. No wonder we all think we are such excellent judges of human behavior and personality. We have an explanation for anything and everything that happens. As British writer Matthew Parris has said, “folk wisdom is such a cowardly thing.” By this he means that it takes no risk that it might be refuted.

refute 反驳

4 So sometimes our implicit psychological theories can’t be refuted. However, a further problem occurs even in cases in which our folk beliefs do have some specificity, that is, even when they are empirically testable. The problem is that psychological research has shown that, when many common cultural beliefs about behavior are subjected to empirical tests, they turn out to be false.

5 It is not difficult to generate instances of folk beliefs (or “common sense”) that are wrong. Take, for example, the idea that children who excel academically or who read a lot are not socially or physically **adept**. This idea may still circulate in our society even though it is utterly false. There is voluminous evidence that, contrary to “commonsense” folk belief, readers and academically inclined individuals are more physically robust and are more socially involved than people who do not read. For example, children high in scholastic achievement are more likely to be accepted by their peers than children low in achievement. People who are **avid** readers are more likely to play sports, jog, camp, hike, and do car repairs than people who do not read very much.

adept 熟练的; 擅长的

avid 劲头十足的

6 Many of our folk beliefs about behavior arise and take on a life of their own. For example, throughout the 1990s, the folk belief developed in our society and schools that low self-esteem was a cause of aggression. But empirical investigations indicated that there was no connection between aggression and low self-esteem. If anything, the opposite appeared to be the case – aggression is more often associated with high self-esteem. Likewise, an extremely popular hypothesis in the 1990s was that school achievement problems were the result of low self-esteem in students. In fact, it turns out that the relationship between self-esteem and school achievement is more likely to be in the opposite direction from that assumed by educators and parents. It is a superior accomplishment in school (and in other aspects of life) that leads to high self-esteem and not the reverse.

7 Another example of folk wisdom **running amok** is the folk myth that we use only 10 percent of our brainpower. Despite having absolutely no basis in cognitive neuroscience, this one has been around for decades and has taken on the status of what has been termed a “psycho-fact.” Radford quotes columnist Robert Samuelson’s definition of a psycho-fact as “a belief that, though not supported by hard evidence, is taken as real because its constant repetition changes the way we experience life.”

run amok 失去控制; 发狂

8 Folk beliefs are not always immune to evidence. Sometimes, when the contradictory evidence becomes too widely known, folk psychology (“common sense”) does change. For example, years ago, one widely held cliché about children was “early ripe, early rot.” The cliché reflected the belief that childhood **precocity** was associated with adult abnormality, a belief sustained by many anecdotes about childhood **prodigies** who came to ruin in later life. In this case, the psychological evidence documenting the inaccuracy of the cliché has been absorbed into the general culture, and you will almost never hear this bit of folk “wisdom” anymore.

precocity (儿童)早熟

prodigy 奇才, 天才 (尤指神童)

9 This last example also carries a warning by reminding us to beware of today’s “common sense” – because it is not difficult to show that yesterday’s common sense has often turned into today’s nonsense. After all, common sense is what “everybody knows,”

bearer 帶信者; 捎信人
tidings [pl.] 消息
the cold light of day
(某局面的) 客觀現實

right? Right. Sometimes the assumptions do not hold up when tested, as we saw in the previous examples. From the examples discussed – and many more could be cited – we can see that psychology’s role as the empirical tester of much folk wisdom often brings it into conflict with many widely held cultural beliefs. Psychology is often the **bearer** of the “bad **tidings**” that comfortable folk beliefs do not stand up to **the cold light of day**. Perhaps it is not surprising that many people would like not only to ignore the message but also to do away with the messenger.

determinant 決定性因素

10 There has always been opposition to an empirically based psychology. Around 100 years ago, Cambridge University refused to establish a psychophysics laboratory because the study of such a topic would “insult religion by putting the human soul on a pair of scales.” Psychology’s battle to establish its problems as empirically solvable has been won. But as the science progresses, psychologists will address more and more issues that are the subject of strongly held beliefs about human beings because many of these problems are empirically testable. Psychologists now study topics such as the development of moral reasoning, the psychology of romantic love, the nature of racial prejudice, and the psychological and social **determinants** of religious beliefs. Some people object to empirical investigation in these areas, yet there has been scientific progress in each of them.

disparage 貶低; 詆毀

11 Levin and O’Donnell discuss how opposition to some psychological research is based on what they claim is a “need not to know.” They describe a school board where parents were given the option of having their child educated in K-2 multi-aged classrooms or their usual age-graded classrooms. The school board **disparaged** their teachers’ suggestion for a research study on the issue because they thought that if the research study showed one or the other method to be more effective, parents would force them to switch to this type of instruction completely. As Levin and O’Donnell note, “the school board simply did not want to know!” Thus, we should be aware that psychological research is often **denigrated** not because people think it is bad but because they desire to avoid the implications of the information that it might produce.

denigrate 貶低; 誹謗

12 Psychology is often in a no-win situation as a discipline. On the one hand, some people object to calling psychology a science and deny that psychologists can establish empirical facts about behavior. On the other hand, some object to the investigation of certain areas of human behavior because they fear that facts uncovered by psychology might threaten their beliefs. **Skinnerian** psychologists regularly deal with these contradictory criticisms. For instance, critics have argued that the laws of reinforcement formulated by behaviorists do not apply to human behavior. At the same time, other critics are concerned that the laws will be used for the rigid and inhumane control of people. Thus, behaviorists are faced with some critics who deny that their laws can be applied and others who charge that their laws can be applied too easily!

Skinnerian 斯金纳(操作性条件反射)理论的

13 Examples such as this arise because the relatively new science of psychology has just begun to uncover facts about aspects of behavior that have previously escaped study. The relative youth of psychology as a science partially explains why many people are confused about the discipline. Nevertheless, during the past several decades, psychology has become firmly established in the **interconnecting** structure of knowledge that we call science. Failure to appreciate this fact is the source of almost all of the confused thinking about psychology that you will encounter.

interconnecting 相互联系的; 相互连接的

Exercises

Recall

Answer the questions using the information from the text.

- 1 Why can't many clichés, taken as implicit “explanations” of behavior, be refuted?
- 2 Why is the idea that “children who excel academically or who read a lot are not socially or physically adept” wrong?
- 3 According to Robert Samuelson, what does “psycho-fact” mean?
- 4 When are folk beliefs not immune to evidence?
- 5 What are the contradictory criticisms directed at Skinnerian psychologists?

Interpret

Answer the questions by interpreting the statements based on your own understanding.

- 1 Why does Matthew Parris argue that folk wisdom is a “cowardly thing”?
As British writer Matthew Parris has said, “folk wisdom is such a cowardly thing.” By this he means that it takes no risk that it might be refuted. (Para. 3)
- 2 According to the author, what is the function of psychology when it comes to “comfortable folk beliefs”?
Psychology is often the bearer of the “bad tidings” that comfortable folk beliefs do not stand up to the cold light of day. (Para. 9)

Evaluate & Connect

Psychology and psychological research have encountered some opposition and criticism. Sometimes it's not about being right or wrong, but rather the practical implications of the findings. What do you think? If you were a psychologist, what would you do when encountering criticism of your discoveries and ideas? In your opinion, how can we apply psychological findings to our real life?