

# PSY502 - Lesson 22 23 24

- Lesson 22: Gestalt Psychology (Wertheimer)
  - Lesson 23: Gestalt Psychology (Köhler and Koffka, plus creative thinking)
  - Lesson 24: Gestalt School and Dynamic Psychology (Lewin and McDougall)
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## LESSON 22: GESTALT PSYCHOLOGY (MAX WERTHEIMER)

### 1. What is Gestalt Psychology?

Answer

Gestalt psychology is a school of psychology that says:

“The whole is different from the sum of its parts.”

Explanation

In simple words, Gestalt psychologists believed you cannot understand the human mind by breaking it into tiny pieces only. You must look at the whole pattern.

Definition

Gestalt (German word) = “pattern” or “organized whole”

So instead of studying just sensations, or just behaviors, Gestalt looks at how the mind organizes things into meaningful wholes.

Example

When you see a face, you do not see just eyes, nose, lips separately. You see a whole face instantly.

Tip

Always remember: Gestalt = whole picture, not small pieces.

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### 1. Why did Gestalt Psychology start?

Answer

Gestalt psychology started because earlier psychologists ignored the link between consciousness (inner experience) and behavior (outer actions).

Explanation

Two main trends existed:

- Structuralism (Wundt) - focused on consciousness using introspection
- Behaviorism - focused only on behavior and ignored the mind

Gestalt psychologists said: Both are incomplete. We must study the unity of mind and behavior together.

Definition

Consciousness = awareness of thoughts, feelings, and perceptions

Behavior = observable actions

Example

You cannot understand why someone runs away by only watching them run. You must understand what they are thinking or feeling.

Tip

Gestalt = mind + behavior together.

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## 1. Max Wertheimer and Phi-Phenomenon

Answer

Max Wertheimer discovered the Phi-Phenomenon, which explains how we see movement when nothing is actually moving.

Explanation

He showed people two lines one after the other with a very short gap. People thought the line was moving, even though it was not.

Definition

Phi-Phenomenon = illusion of movement where there is no real movement

Example

Movies and TV work because of this. A film is just many still pictures shown very fast. Your brain fills the gaps and sees motion.

Tip

If images change fast enough, your brain creates motion.

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1. Why does the mind do this?

Answer

The human mind naturally fills in gaps to create meaning.

Explanation

Your brain hates empty spaces and confusion. So it organizes things into complete patterns.

Definition

Perceptual organization = the brain's way of arranging sensory information into meaningful forms

Example

If part of a circle is missing, you still see a circle.

Tip

Your brain is a pattern-making machine.

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1. Factors of Organization (How we see patterns)

A) Similarity

Answer

We group things that look alike.

Explanation

Objects that are similar in shape, size, or color are seen as one group.

Example

You see rows of dots as groups, and rows of lines as another group.

Tip

Same-looking things stick together in your mind.

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B) Proximity

Answer

We group things that are close to each other.

Explanation

Nearness creates grouping.

Example

If dots are close, you see them as one unit.

Tip

Near = same group.

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C) Closure

Answer

We fill in missing parts to see a whole shape.

Explanation

Your mind completes incomplete figures.

Example

You see a broken star and still recognize it as a star.

Tip

Incomplete shapes still look complete to your brain.

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### 1. Subjective Factors: Mental Set and Habit

Answer

Your expectations and past experience affect what you see.

Explanation

Mental set = readiness to see things in a certain way

Definition

Mental set = a mindset or expectation that guides perception

Example

If you expect snakes in a garden, you may mistake a twig for a snake.

Habit and familiarity also shape perception. You recognize familiar things faster.

Tip

Your brain sees what it expects to see.

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### 1. Creative and Productive Thinking (Wertheimer)

Answer

Creative thinking happens when we see problems in new ways, not in old fixed habits.

Explanation

Wertheimer studied children and geniuses like Einstein. He found that creativity comes from:

- Avoiding piecemeal thinking
- Avoiding blind habits
- Not letting bias control thinking

Definition

Productive thinking = solving problems by understanding structure, not memorizing steps

Example

Einstein did not follow old rules. He saw problems differently.

Tip

Think fresh. Do not copy old patterns blindly.

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## **LESSON 23: WOLFGANG KÖHLER AND KURT KOFFKA**

### 1. Köhler and Insight Learning

Answer

Köhler showed that learning happens suddenly by insight, not slowly by trial and error.

Explanation

Monkeys suddenly figured out how to use sticks and boxes to reach food.

Definition

Insight = sudden understanding of a problem

Example

Instead of trying randomly, the monkey planned first, then acted.

Tip

Real learning is "Aha!" moments.

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### 1. Isomorphism

Answer

Isomorphism means the mind has a mental map of the world.

Explanation

Your brain builds a structure of reality that matches what is outside.

Definition

Isomorphism = similarity between mental structure and real-world structure

Example

You mentally map where things are in your room.

Tip

Your mind mirrors the world.

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### 1. Koffka's Field Theory

Answer

People react to their experience of reality, not to reality itself.

Explanation

Two fields:

- Geographical field = actual world
- Field of experience = how you see the world

Example

You think there is a snake because you expect one.

Tip

We live in our perceptions, not in raw reality.

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### 1. Csíkszentmihályi and Flow

Answer

He studied creativity and happiness.

Explanation

He found creative people enter a "flow" state where they are fully absorbed.

Definition

Flow = deep focus and enjoyment in activity

Example

You lose track of time while studying something you love.

Tip

Creativity grows in deep focus.

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### 1. Edward de Bono and Lateral Thinking

Answer

He taught how to think sideways, not straight.

Explanation

Lateral thinking = solving problems by changing perspective.

Example

Do not attack the problem directly. Look from new angles.

Tip

Creative thinking = new routes, not old roads.

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## **LESSON 24: KURT LEWIN AND DYNAMIC PSYCHOLOGY**

### 1. Lewin's Field Theory and Conflicts

Answer

Your life space has positive and negative forces.

Explanation

You face choices that create mental conflict.

Three conflicts:

- Approach–Approach: choose between two good things
- Avoidance–Avoidance: choose between two bad things
- Approach–Avoidance: one thing has good and bad sides

Example

Gambling gives money but is morally wrong.

Tip

Conflict = mind stuck between forces.

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## 1. Leadership Styles

Answer

Three types:

- Authoritarian: controls everything
- Democratic: shares power
- Laissez-faire: lets others decide

Tip

Good leaders balance power wisely.

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## 1. Group Dynamics

Answer

Group dynamics studies how people behave in groups.

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DYNAMIC PSYCHOLOGY (McDougall)

## 1. Hormic Psychology

Answer

Behavior comes from inner urges called hormone.

Explanation

Humans act because of inner drives.

Definition

Horme = inner urge to live and survive

Example

You study because you want success.

Tip

Drives power behavior.

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### 1. Propensities

Answer

Humans have built-in tendencies like curiosity, fear, hunger, etc.

These are forces behind behavior.

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FINAL MEMORY LINE

Gestalt = whole patterns

Insight = sudden learning

Field = forces in life space

Flow = deep focus

Horme = inner drive

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## SHORT QUESTION ANSWERS

### 1. What is Gestalt Psychology?

**Answer:**

Gestalt psychology is a school of psychology that studies human perception and behavior as organized wholes rather than separate parts. It emphasizes that "the whole is different from the sum of its parts." Gestalt psychologists focus on how the mind organizes sensory input into meaningful patterns (Gestalts) rather than studying each sensation or behavior in isolation.

**Explanation:**

Earlier psychologists either studied consciousness (structuralists) or behavior (behaviorists). Gestalt psychologists thought both approaches missed the bigger picture. They proposed that to understand the mind, we must look at patterns and relationships rather than isolated pieces.

**Example:**

When you see a face, you do not perceive individual eyes, nose, or mouth separately; instead, you instantly perceive a whole face.

**Tips:**

Remember: Gestalt = "pattern" or "organized whole." Think "whole picture, not pieces."

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**2. Who was Max Wertheimer and what was his contribution?****Answer:**

Max Wertheimer (1886–1943) was a German psychologist and one of the founders of Gestalt psychology. His major contribution was the discovery of the **Phi-phenomenon**, which explains the illusion of motion. He showed that the brain perceives movement when there is none, highlighting how perception is organized into patterns.

**Explanation:**

Wertheimer found that when two lines appear in succession with a very short time gap, people see them as one moving line. This illusion demonstrates that the mind fills gaps and organizes sensory input into a whole experience.

**Example:**

Movies work because of the Phi-phenomenon. They are just still images shown rapidly, but our brain perceives smooth movement.

**Tips:**

Think: "Brain fills gaps → motion illusion." Phi = fake motion.

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**3. What are the factors of organization in Gestalt psychology?****Answer:**

Factors of organization are principles that help the mind perceive sensory information as unified patterns or Gestalts. Key factors include:

1. **Similarity:** Objects that look alike are grouped together.
2. **Proximity:** Objects close to each other are grouped together.
3. **Closure:** Missing parts of familiar shapes are mentally filled to see a complete figure.

**Explanation:**

These factors explain why humans naturally see patterns. They can be found in the physical stimulus (like shapes) or shaped by subjective experiences (like expectations).

**Example:**

- Similarity: Dots vs. lines → you see two groups.
- Proximity: Close dots are one group, distant dots another.
- Closure: You see a broken circle as complete.

**Tips:**

"SPC" = Similarity, Proximity, Closure → easy way to remember.

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## 4. What is a mental set and how does it affect perception?

**Answer:**

A mental set is a readiness to perceive or think in a particular way, shaped by expectations, experience, or prior knowledge. It affects how we interpret sensory information.

**Explanation:**

Your mind tends to look for what it expects. If you anticipate something, you may misinterpret reality based on your mental set rather than objective observation.

**Example:**

If told there are snakes in a garden, you may mistake a twig for a snake.

**Tips:**

Mental set = brain bias. "Expect → perceive."

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## 5. What is productive or creative thinking according to Wertheimer?

### Answer:

Productive thinking (creative problem-solving) is the process of understanding problems holistically and discovering new solutions rather than applying old routines.

### Explanation:

Wertheimer observed that creative thinkers avoid piecemeal analysis, do not blindly follow habits, and are not biased by past solutions. This approach allows new insights and innovative ideas.

### Example:

Einstein thought about problems differently, which led to his Theory of Relativity.

### Tips:

Think "fresh thinking, not copying old patterns."

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## 6. What did Wolfgang Köhler discover about learning?

### Answer:

Köhler discovered **learning by insight**, where individuals (or animals) suddenly understand a solution to a problem rather than through trial and error.

### Explanation:

He studied monkeys and found they solved problems by thinking first and acting later, showing that learning can be sudden and cognitive, not just gradual.

### Example:

A monkey piles boxes to reach bananas instead of randomly trying different actions.

### Tips:

Insight = "Aha!" moment in learning.

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## 7. What is isomorphism according to Köhler?

### Answer:

Isomorphism is the idea that there is a similarity (match) between mental representation and real-world structure. Our brain creates a mental map that corresponds to the environment, which guides perception and learning.

**Explanation:**

The brain organizes reality internally, allowing humans to plan and solve problems effectively.

**Example:**

Mentally mapping your room helps you navigate even in the dark.

**Tips:**

Isomorphism = mental map matches reality.

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## 8. What is Kurt Koffka's field theory?

**Answer:**

Koffka's field theory states that people respond to their **field of experience** (perceived world), not the actual environment (**geographical field**).

**Explanation:**

Your perception is shaped by previous experiences, expectations, and knowledge, which may differ from reality.

**Example:**

Expecting snakes in a garden → sees twig as snake → reacts to field of experience, not reality.

**Tips:**

Field of experience = subjective reality; geographical field = objective reality.

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## 9. What is Mihály Csíkszentmihályi known for in psychology?

**Answer:**

He is known for studying creativity, happiness, and the concept of **flow**, which is a state of deep focus and enjoyment during an activity.

**Explanation:**

He found that creative people share traits like discipline, playfulness, curiosity, and physical energy, which helps them enter flow and solve problems creatively.

**Example:**

Getting so immersed in painting or coding that you lose track of time.

**Tips:**

Flow = complete absorption + joy in activity.

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## 10. What is Edward de Bono's lateral thinking?

**Answer:**

Lateral thinking is a problem-solving technique that approaches problems indirectly, using new perspectives instead of linear, step-by-step logic.

**Explanation:**

It encourages creativity by questioning assumptions and exploring alternative approaches.

**Example:**

Instead of fixing a broken machine directly, you might design a workaround or new method to achieve the goal.

**Tips:**

Think sideways, not straight. Question norms.

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## 11. What is Kurt Lewin's Field Theory and types of conflict?

**Answer:**

Lewin's Field Theory states that behavior results from interactions between individuals and the environment (life space), which contains **positive and negative forces**. Conflicts arise due to opposing forces:

1. **Approach–Approach Conflict:** Choosing between two attractive options.
2. **Avoidance–Avoidance Conflict:** Choosing between two unpleasant options.
3. **Approach–Avoidance Conflict:** One option has both positive and negative aspects.

**Explanation:**

Life space = all possible influences on behavior at a given moment. Conflicts affect decision-making.

**Example:**

- Approach–Approach: Choosing between cake or ice cream.
- Avoidance–Avoidance: Choosing between bitter medicine or sickness.
- Approach–Avoidance: Gambling offers money (good) but is unethical (bad).

**Tips:**

Conflict = tug-of-war in your mind.

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**12. What are Lewin's leadership styles?****Answer:**

Lewin identified three leadership styles:

1. **Authoritarian:** Leader controls decisions.
2. **Democratic:** Leader considers group input.
3. **Laissez-faire:** Leader delegates decision-making.

**Explanation:**

Leadership style influences group behavior and productivity.

**Example:**

- Authoritarian: Boss tells everyone what to do.
- Democratic: Team votes on the plan.
- Laissez-faire: Leader allows team to decide.

**Tips:**

Different situations require different leadership styles.

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**13. What is Dynamic (Hormic) Psychology according to McDougall?****Answer:**

Dynamic psychology explains behavior as driven by **internal urges** (hormes). Behavior is goal-directed and motivated by survival instincts and propensities.

**Explanation:**

McDougall argued that organisms act because of inner drives. These drives guide all purposeful behavior.

**Example:**

- Hunger → searching for food
- Curiosity → exploring new objects

**Tips:**

Horme = inner urge to live. Drives = motivation for action.

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## 14. What are propensities according to McDougall?

**Answer:**

Propensities are natural tendencies that drive behavior. McDougall identified at least 18, including curiosity, sex, fear, protection, anger, laughter, and gregariousness.

**Explanation:**

Each propensity contributes to survival and goal-directed behavior.

**Example:**

- Curiosity → explore environment
- Gregarious → social interaction for protection

**Tips:**

Propensities = built-in behavioral forces.

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# LONG QUESTION ANSWERS

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## 1. Explain the origin, principles, and main contributors of Gestalt Psychology.

# Answer

## A. Origin of Gestalt Psychology

- Emerged in early 20th century in Germany (around Frankfurt).
- Reaction to the limitations of:
  - **Structuralism** – focused only on conscious sensations and introspection.
  - **Behaviorism** – focused only on observable behavior and ignored consciousness.
- Gestalt psychologists emphasized **holistic view**: studying humans as a unified whole, not as separate parts.

## B. Principles of Gestalt Psychology

- **Holism** – the whole is different from the sum of its parts.
- **Perceptual organization** – the mind naturally organizes sensory input into meaningful patterns (Gestalts).
- **Phi-phenomenon** – the illusion of movement when there is none.
- **Factors of organization** (help in perceiving Gestalts):
  - **Similarity** – objects that look alike are grouped.
  - **Proximity** – objects close to each other are grouped.
  - **Closure** – the mind fills missing parts to see complete figures.
- **Subjective factors** – mental set and habit influence perception.

## C. Main Contributors and Their Contributions

Psychologist	Contribution	Key Concept / Example
<b>Max Wertheimer</b>	Founder of Gestalt school; studied perception and movement	Phi-phenomenon: still images appear as moving
<b>Wolfgang Köhler</b>	Studied learning in animals; discovered insight learning	Monkeys stacking boxes to reach food
<b>Kurt Koffka</b>	Developed field theory; emphasized field of experience over geographical field	Perception shaped by experience; e.g., expecting snakes in garden

Psychologist	Contribution	Key Concept / Example
<b>Kurt Lewin</b>	Field theory in life space; studied conflicts and leadership	Approach-approach, avoidance-avoidance, approach-avoidance conflicts

## Detailed Plain Explanation

Gestalt psychology was started because previous approaches were too narrow. Structuralists only looked inside the mind, behaviorists only looked outside. Gestalt combines both: mind and behavior as a whole.

Wertheimer's famous experiment with two lines taught us that our brains **fill in gaps** and create movement where none exists (like movies or TV).

Köhler showed that learning isn't just trial-and-error; sometimes, insight happens suddenly ("Aha!" moments).

Koffka explained that perception depends on your **experience**, not just reality. For example, if you expect danger, your mind reacts to that expectation rather than the real object.

Lewin expanded this into human behavior in life spaces, including how conflicts arise and how leaders influence groups.

### Tip:

Think of Gestalt as **"the brain organizes everything into meaningful patterns."**

## 2. Explain Max Wertheimer's Phi-Phenomenon and its significance in psychology.

### Answer

#### A. Phi-Phenomenon Definition

- The illusion of movement when two stationary objects are shown in quick succession.
- Demonstrates that the brain organizes separate events into a continuous perception.

#### B. Experiment

- Show two lines briefly, one after the other.
- The observer perceives a single line moving from the first position to the second.
- Actual lines never moved.

### C. Significance

- Proved perception is **active and organized**.
- Laid the foundation for **Gestalt principles of perceptual organization**.
- Practical applications:
  - Movies and television use this principle.
  - Animation, digital screens, and illusion-based art rely on it.

### D. Related Concepts

- **Closure** – filling in missing parts.
- **Mental set** – expectations affecting perception.
- **Habit/familiarity** – recognition of patterns faster due to experience.

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## Plain English Explanation

Wertheimer's phi-phenomenon shows that our brain doesn't just passively record what happens; it actively organizes what it sees. When two images appear quickly one after the other, the brain **fills the gap** and creates the impression of motion.

**Example:** Movies are a series of still images, but you see moving action. Your brain is doing exactly what Wertheimer described.

### Tip:

Phi = fake motion created by the brain to make sense of visual input.

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## 3. Explain Wolfgang Köhler's contribution to insight learning and the concept of isomorphism.

### Answer

#### A. Insight Learning

- Learning is not always gradual; sometimes it occurs **suddenly** through understanding.
- Köhler experimented with chimpanzees at Tenerife:
  - Monkeys stacked boxes to reach bananas.
  - They used sticks to bring distant food closer.
- Concluded: animals (and humans) can **think ahead**, solve problems, and act deliberately.

### **B. Isomorphism**

- The mental structure in the brain mirrors the structure of reality.
- Provides a mental map to guide problem-solving and learning.

### **C. Significance**

- Showed cognition (thinking) is central to learning, not just behavior.
- Insight learning influenced **educational psychology** and **cognitive psychology**.

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## **Plain English Explanation**

Köhler taught us that animals and humans do not always learn by trial-and-error. Sometimes they pause, think, and suddenly know the solution—this is **insight**.

**Example:** A monkey sees bananas above reach. It thinks, “I need boxes” and stacks them instead of randomly jumping.

### **Tip:**

Insight = sudden solution, not step-by-step trial.

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## **4. Explain Kurt Koffka’s field theory and its relevance to perception.**

### **Answer**

#### **A. Field Theory**

- Human behavior and perception are influenced by **field of experience**, not just the physical environment (**geographical field**).

## B. Key Concepts

- **Geographical Field:** Actual environment (objective reality).
- **Field of Experience:** How the person perceives the environment (subjective reality).
- People react to their **perceptions**, not necessarily to reality.

## C. Example Table

Situation	Geographical Field	Field of Experience	Reaction
Garden	Twig on ground	Expectation of snakes	Person reacts fearfully, thinks it's a snake
Classroom	Desk	Expect teacher is strict	Student behaves cautiously

## D. Significance

- Perception is **subjective** and shaped by experience.
- Helps explain why two people react differently to the same environment.

## Plain English Explanation

Koffka said: reality is not just what's out there; it's also how you **experience it**. If you expect danger, you may see threats where none exist.

### Tip:

Field of experience = your personal "lens" on reality.

## 5. Explain Kurt Lewin's Field Theory, types of conflict, and leadership styles.

### Answer

#### A. Lewin's Field Theory

- Behavior results from interaction with the environment (**life space**).
- Life space contains positive (approach) and negative (avoidance) forces.

## B. Types of Conflict

1. **Approach–Approach:** Two attractive options → must choose one.
2. **Avoidance–Avoidance:** Two unpleasant options → must choose one.
3. **Approach–Avoidance:** One option has both good and bad sides → creates tension.

## C. Leadership Styles

Style	Description
Authoritarian	Leader controls decisions, little input from group
Democratic	Decisions made considering group input
Laissez-faire	Leader delegates power and allows group autonomy

## D. Significance

- Explains decision-making and frustration.
  - Important for **group dynamics** and organizational psychology.
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## Plain English Explanation

Lewin said our behavior is like a tug-of-war in a field of forces. Positive forces pull us toward good options; negative forces push us away. Conflicts happen when forces clash.

### Example:

- Approach–Approach: Choosing between pizza or ice cream.
- Avoidance–Avoidance: Bitter medicine or illness.
- Approach–Avoidance: Gambling is fun (good) but unethical (bad).

Leadership matters because how the leader behaves affects group decisions and performance.

### Tip:

Conflict = forces acting on mind; leadership = managing group forces.

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## 6. Explain Dynamic (Hormic) Psychology by McDougall and its propensities.

### Answer

#### A. Definition

- Dynamic (Hormic) psychology: behavior is **goal-directed** and driven by internal urges (horme).

#### B. Horme

- Inner urge to survive, grow, and act.
- Drives all behavior.

#### C. Propensities (Examples of innate drives)

- Curiosity, sex, fear, food seeking, protection, anger, laughter, social interaction (gregariousness), comfort, sleep.
- Total of 18 types identified.

#### D. Significance

- Behavior explained as the result of **innate tendencies**.
- Provides alternative to strict behaviorism (which ignored internal drives).

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### Plain English Explanation

McDougall taught that we don't just act randomly; we act because of internal urges called **horme**. These drives make us do things like eat, explore, defend ourselves, or socialize.

#### Example:

- Hunger → searching for food
- Curiosity → exploring new objects
- Fear → avoiding danger

#### Tip:

Horme = "life urges"; propensities = natural forces behind actions.

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## 1. True/False MCQs

**Q1:** Gestalt psychology emphasizes analyzing psychological phenomena by breaking them into smaller components.

- A) True
- B) False

**Answer:** B) False

**Explanation:** Gestalt psychology emphasizes **holism** – understanding the whole pattern, not breaking it into parts.

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**Q2:** According to Max Wertheimer, the phi-phenomenon explains why we perceive movement in movies and television.

- A) True
- B) False

**Answer:** A) True

**Explanation:** Phi-phenomenon is the illusion of motion when separate images are presented rapidly.

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**Q3:** In Koffka's field theory, people react primarily to the geographical field rather than their field of experience.

- A) True
- B) False

**Answer:** B) False

**Explanation:** People respond to their **field of experience** (perceived reality), not necessarily to objective reality.

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**Q4:** Hormic psychology proposes that behavior is driven by internal urges called horme.

- A) True
- B) False

**Answer:** A) True

**Explanation:** Hormic psychology explains behavior as goal-directed and motivated by innate tendencies.

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## 2. Simple Conceptual MCQs

**Q5:** Which of the following is NOT a factor of organization in Gestalt psychology?

- A) Similarity
- B) Proximity
- C) Reinforcement
- D) Closure

**Answer:** C) Reinforcement

**Explanation:** Reinforcement is a behaviorist concept, not a Gestalt factor. Gestalt factors include similarity, proximity, and closure.

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**Q6:** Who is known for discovering learning by insight in chimpanzees?

- A) Max Wertheimer
- B) Wolfgang Köhler
- C) Kurt Koffka
- D) Kurt Lewin

**Answer:** B) Wolfgang Köhler

**Explanation:** Köhler observed monkeys solving problems suddenly, showing insight learning.

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**Q7:** Isomorphism in Gestalt psychology refers to:

- A) The brain's structure being identical to the physical world
- B) Sudden problem-solving by trial and error
- C) Grouping objects based on similarity
- D) A type of mental conflict

**Answer:** A) The brain's structure being identical to the physical world

**Explanation:** Isomorphism means mental representation mirrors real-world structure.

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**Q8:** According to Lewin, an **approach-avoidance conflict** occurs when:

- A) Two attractive options are present
- B) Two unpleasant options are present
- C) One option has both positive and negative aspects
- D) There is no conflict

**Answer:** C) One option has both positive and negative aspects

**Explanation:** Approach-avoidance arises when a choice has pros and cons.

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### 3. Tricky/Conceptual MCQs

**Q9:** Which statement best reflects Wertheimer's idea of productive thinking?

- A) Always following past habits improves problem-solving
- B) Breaking problems into small, isolated parts ensures creativity
- C) Avoiding piecemeal approaches and biases enhances insight
- D) Learning is only effective through reinforcement

**Answer:** C) Avoiding piecemeal approaches and biases enhances insight

**Explanation:** Wertheimer emphasized understanding problems holistically for creative solutions.

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**Q10:** According to Koffka, if a person mistakes a twig for a snake due to prior warnings, this illustrates:

- A) Phi-phenomenon
- B) Mental set
- C) Field of experience
- D) Horne

**Answer:** C) Field of experience

**Explanation:** The person's perception is influenced by prior experience rather than the actual environment.

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**Q11:** Which of the following is an example of **closure** in Gestalt perception?

- A) Seeing a broken circle as complete
- B) Grouping objects based on color
- C) Choosing between two desserts
- D) Solving a math problem with steps

**Answer:** A) Seeing a broken circle as complete

**Explanation:** Closure is the brain's tendency to complete incomplete figures.

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**Q12 (Situational):**

A student is given two equally attractive internships in different companies but can only accept one. Which type of conflict does this represent?

- A) Approach-Approach
- B) Avoidance-Avoidance
- C) Approach-Avoidance
- D) No conflict

**Answer:** A) Approach-Approach

**Explanation:** Both options are attractive, but the student must choose one, creating approach-approach conflict.

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**Q13 (Situational):**

A person wants to invest in a business that may give high profit but involves illegal practices. Which type of conflict is this?

- A) Approach-Approach
- B) Avoidance-Avoidance
- C) Approach-Avoidance
- D) None

**Answer:** C) Approach-Avoidance

**Explanation:** The option has positive (profit) and negative (illegal) aspects.

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**Q14 (Situational/Tricky):**

During a walk in a garden, a person sees a harmless twig but thinks it's a snake due to hearing earlier warnings. This shows:

- A) Phi-phenomenon
- B) Field of experience dominating perception
- C) Approach-avoidance conflict
- D) Insight learning

**Answer:** B) Field of experience dominating perception

**Explanation:** The person's past experience affects perception more than reality.

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**Q15:** Which of the following best describes **horme** in dynamic psychology?

- A) A learned behavior through conditioning
- B) An internal drive that motivates behavior
- C) Perception of environmental patterns
- D) A type of insight learning

**Answer:** B) An internal drive that motivates behavior

**Explanation:** Horme is the innate urge or drive behind goal-directed behavior.

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**Q16 (Tricky):**

A student who is familiar with certain objects perceives a complex diagram faster than a beginner. Which Gestalt principle is primarily at work here?

- A) Mental set
- B) Closure
- C) Habit/Familiarity
- D) Phi-phenomenon

**Answer:** C) Habit/Familiarity

**Explanation:** Past experience and familiarity help organize perception quickly.

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**Q17:** Which of the following best summarizes the difference between Lewin and Koffka's field theories?

- A) Lewin focused on conflict and leadership; Koffka focused on perception.
- B) Lewin rejected Gestalt psychology; Koffka promoted behaviorism.
- C) Both focused solely on geographical field.
- D) Lewin studied animals; Koffka studied humans.

**Answer:** A) Lewin focused on conflict and leadership; Koffka focused on perception.

**Explanation:** Koffka explained perception via field of experience; Lewin applied field theory to conflicts, life space, and leadership.

# GESTALT & DYNAMIC PSYCHOLOGY CHEAT SHEET

## 1. Key Terms and Definitions

Term	Definition	Keywords	Example	Memory Hook / Mnemonic
Gestalt Psychology	Study of mind and behavior as <b>organized wholes</b> .	Whole, pattern, holism	Seeing a face, not separate eyes/nose/mouth	<b>"Whole &gt; sum of parts"</b>
Phi-phenomenon	Illusion of motion when two still images appear in rapid succession.	Apparent movement	Movies, TV	Phi = fake motion
Closure	Brain fills missing parts of familiar shapes to see it complete.	Complete, fill gaps	Broken circle → seen as whole circle	<b>"Close the gaps"</b>
Similarity	Objects that look alike are grouped together.	Group, likeness	Dots of same color grouped	<b>"Similar sticks together"</b>

Term	Definition	Keywords	Example	Memory Hook / Mnemonic
Proximity	Objects close to each other are grouped.	Near, closeness	Dots close together seen as one group	<b>"Near = group"</b>
Mental set	Tendency to perceive or think based on prior expectations or warnings.	Bias, expectation	Twig seen as snake	<b>"Mind pre-set"</b>
Habit / Familiarity	Past experience helps recognize patterns faster.	Practice, experience	Expert sees diagram quickly	<b>"Old habits help see patterns"</b>
Insight Learning	Sudden understanding of a problem and its solution.	Aha! moment, cognition	Monkey stacking boxes for bananas	<b>"Eureka moment"</b>
Isomorphism	Mental representation mirrors structure of real-world objects.	Mental map	Mentally mapping your room	<b>"Mind = Map"</b>
Field of Experience	Perception shaped by personal experience, not just reality.	Subjective, perception	Snake warning → twig perceived as snake	<b>"Experience shapes reality"</b>
Field of Life Space	All forces acting on a person at a moment (positive/negative).	Environment, forces	Decision-making influenced by options	<b>"Life is a tug-of-war"</b>
Approach–Approach Conflict	Choosing between two attractive options.	Choice, both good	Ice cream or cake	<b>"Pick one good"</b>
Avoidance–Avoidance Conflict	Choosing between two unpleasant options.	Choice, both bad	Bitter medicine or sickness	<b>"Pick one bad"</b>

Term	Definition	Keywords	Example	Memory Hook / Mnemonic
Approach–Avoidance Conflict	One option has both positive and negative aspects.	Tug-of-war, pros & cons	Gambling: fun but unethical	<b>“Mixed feelings”</b>
Leadership Styles (Lewin)	Different ways leaders guide groups.	Authority, democracy, delegation	Boss vs team	<b>“ADL = Authoritarian, Democratic, Laissez-faire”</b>
Dynamic / Hormic Psychology	Behavior driven by internal urges (horme).	Goal-directed, drives	Hunger → seeking food	<b>“Horme = inner urge to live”</b>
Propensities	Innate drives behind behavior (curiosity, sex, fear, anger, gregarious, etc.).	Drives, instincts	Curiosity → exploring	<b>“18 urges = Life urges”</b>

## 2. Key Contributors & Contributions

Psychologist	Contribution	Key Concept / Example
Max Wertheimer	Phi-phenomenon; productive thinking; Gestalt principles	Movies, filling gaps, creative thinking
Wolfgang Köhler	Insight learning, isomorphism	Monkeys solving problems, mental maps
Kurt Koffka	Field theory, perception, field of experience	Perception influenced by experience (twig/snake)
Kurt Lewin	Life space, conflict types, leadership styles	Approach-approach, avoidance-avoidance, approach-avoidance; ADL leadership
William McDougall	Hormic psychology, propensities	Behavior driven by internal urges (horme)
Mihály Csíkszentmihályi	Creativity, flow, productive thinking	Deep immersion in activity
Edward de Bono	Lateral thinking, creative problem solving	Thinking sideways, generating new ideas

### 3. Factors of Organization (Gestalt)

Factor	Meaning	Example	Mnemonic / Hook
Similarity	Group things that look alike	Red dots vs blue dots	"Similar sticks together"
Proximity	Group things that are close	Dots close together	"Near = group"
Closure	Mind fills missing parts	Broken circle → whole circle	"Close the gaps"
Mental set	Expectation shapes perception	Twig as snake	"Mind pre-set"
Habit / Familiarity	Past experience speeds recognition	Recognizing diagrams	"Old habits help see patterns"

**Tip:** SPC → **Similarity, Proximity, Closure** = main physical factors.

### 4. Conflict Types (Lewin)

Conflict Type	Meaning	Example	Mnemonic / Hook
Approach–Approach	Two attractive options → must choose	Ice cream or cake	<b>"Pick one good"</b>
Avoidance–Avoidance	Two unpleasant options → must choose	Bitter medicine vs illness	<b>"Pick one bad"</b>
Approach–Avoidance	One option has pros & cons	Gambling: fun but unethical	<b>"Mixed feelings"</b>

### 5. Leadership Styles (Lewin)

Style	Description	Example	Mnemonic / Hook
Authoritarian	Leader makes decisions alone	Boss orders staff	<b>A = All power</b>
Democratic	Leader considers group input	Team votes on plan	<b>D = Discuss together</b>

Style	Description	Example	Mnemonic / Hook
Laissez-faire	Leader delegates decisions	Leader lets team decide	<b>L = Let others lead</b>

## 6. Hormic Psychology: Key Propensities

- Curiosity → exploring new things
- Sex → reproductive drive
- Fear → avoid danger
- Food seeking → survival
- Protection → defend self
- Anger → respond to threat
- Laughter → social bonding / relief
- Comfort → seek ease
- Sleep → energy restoration
- Gregarious → social interaction
- Others: submissive, migratory, self-assertive, acquisitive, sneezing/coughing

**Tip: CFF-PALS-GSS** → Curiosity, Food, Fear, Protection, Anger, Laughter, Sleep, Gregarious, Self-assertive

## 7. Quick Mnemonics to Remember Key Ideas

- **SPC** → Similarity, Proximity, Closure (Gestalt factors)
- **ADL** → Authoritarian, Democratic, Laissez-faire (Leadership)
- **Phi-Mind** → Phi-phenomenon → brain fills gaps
- **Home = Life Urge** → all behavior is goal-directed
- **3 Conflicts: AAA** → Approach-Approach, Avoidance-Avoidance, Approach-Avoidance

## 8. Small Examples for Quick Recall

- **Closure:** Broken circle → see as complete
- **Phi-phenomenon:** Movies appear moving but are still images
- **Insight learning:** Monkey stacks boxes to reach bananas
- **Mental set:** Twig looks like snake after prior warning
- **Field of experience:** Reaction shaped by personal perception, not reality
- **Approach-Avoidance conflict:** Gambling is exciting but unethical