

# مدرسان شریف



## Contents

Title	Page number
<b>CHAPTER ONE: ((Basics of Counselling))</b>	
What is Counselling?.....	1
Principles of Counselling.....	1
Characteristics of Counselling.....	2
Process of Counselling .....	2
Characteristics of an Effective Counsellor .....	3
Counselling Goals .....	3
Counselling Service.....	4
What is the Difference Between Counseling and Psychotherapy?.....	4
Psychotherapy.....	4
Various Fields of Counselling .....	5
Types of Counselling in Terms of Implementation .....	5
Directive Counseling .....	5
Steps of Directive Counselling .....	5
Non-Directive Counselling.....	5
Steps in Client Centered Counselling .....	6
Eclectic Counselling .....	6
Group Counseling.....	6
Career Counsellors .....	6
Career Counselling Services.....	7
Family Therapy .....	7
Counselling Skills.....	7
Listening Skills.....	8
Asking Questions .....	8
Empathy and Sympathy .....	8
What is Empathy? .....	9
Difference between Empathy and Sympathy .....	9
Vocabulary .....	10
Progress check .....	12
پاسخنامه تست‌های طبقه‌بندی شده فصل اول .....	15
Summative Test .....	17
<b>CHAPTER TWO: ((Personality))</b>	
Personality .....	18
Theory .....	18
Psychology Theories.....	18
Qualities of a Good Theory .....	18
Major Approaches to Personality Assessments.....	19
Projective Personality Assessment .....	19
Objective personality assessment .....	19
Freudian Psychoanalytic Theory of Personality .....	20
Freud's Three Levels of Mind.....	20

# مدرسان شریف



## Contents

Title	Page number
Structure of the Human Mind .....	20
The Id .....	20
The Superego.....	20
The Ego .....	21
Psychosexual Stages of Development .....	21
Three Major Types of Anxiety .....	21
Defense Mechanisms.....	22
Defense Mechanisms Have some Qualities.....	22
Freud Psychoanalysis Methods .....	22
Carl Gustav Jung .....	22
Archetypes.....	23
Persona .....	23
Anima/Animus .....	23
Shadow and Self.....	23
Jung's Concept of the Psyche .....	23
The Personal Unconscious.....	24
The Collective Unconscious.....	24
Stages of Development.....	24
Individuality .....	24
Types of Personalities.....	24
Dream Analysis .....	25
Free Associations Test.....	25
Active Imagination .....	25
Symbol Analysis.....	25
Adler.....	25
Inferiority Complex .....	26
Superiority Complex .....	26
Fictional Finalism.....	26
Adler Personality Classification .....	26
Social Interest .....	27
Creative Self .....	27
Life Plan .....	27
Style of Life .....	27
The Social Cognitive Perspective .....	27
The Humanistic Perspective .....	28
Abraham Maslow and Carl Rogers .....	28
Personality and Kelly.....	29
Allport, Cattell, Eysenck and the Big Five .....	29
Gordon Allport: Trait Theory .....	29
Raymond Cattell: Sixteen Personality Factor Questionnaire .....	30
Hans Eysenck: Three Dimensions of Personality.....	30
The Five-Factor Model.....	31

# مدرسان شریف



## Contents

Title	Page number
Erik Erikson.....	31
Erikson life Stages.....	32
Personality and Skinner .....	32
Personality and Mischel.....	33
Vocabulary .....	34
Progress check .....	36
پاسخنامه تست‌های طبقه‌بندی شده فصل دوم .....	43
Summative Test .....	49
<b>CHAPTER THREE: (Psychology and Consultation)</b>	
Definition of Psychology.....	50
Psychologists Methods .....	50
Solving Problem .....	51
History of Psychology .....	51
Structuralism.....	51
Functionalism .....	51
Psychoanalysis.....	52
Behaviorism.....	52
Humanism.....	52
Gestalt.....	53
Cognitivism .....	53
Clinical Psychology .....	53
Comparative Psychology .....	54
Developmental Psychology .....	54
Educational Psychology and School Psychology .....	54
Industrial and Organizational Psychology .....	55
Personality Psychology.....	55
Social Psychology .....	55
Professional Psychology .....	55
Research Methods .....	56
Qualitative and Quantitative Research .....	56
Controlled Experiments.....	56
Psychoanalysis.....	57
Super Ego .....	57
Interaction.....	57
Conflict between Id and Super Ego .....	57
Important Experiences.....	58
Incentives.....	58
Knowing Exactly .....	58
Incentive Importance .....	58
Discovering.....	59

# مدرسان شریف



## Contents

Title	Page number
Stimulate.....	59
Intelligence Tests and Human Abilities.....	59
Human Baby .....	59
Language Learning .....	59
Listening.....	60
Inherent Understanding .....	60
Mental Abilities .....	60
The Principles of Psychology .....	60
Scientific Methods.....	61
Motivation .....	61
Systematic Behavior .....	61
Motivational Behavior.....	61
Control.....	61
Learning.....	62
First Type Behavior.....	62
Animals learning .....	62
Methods of Investigating Motivation .....	62
The Nature of Psychology .....	63
Sensory Processes.....	63
Coding Information .....	63
Brain Processes.....	63
Perception .....	64
Perceptual Processes.....	64
Ecological Views.....	64
Perceptual System .....	64
Different Views .....	64
Perceptual Occurrences .....	65
Perceptual Ability.....	65
Attention and Perception .....	65
Intelligence .....	65
IQ Tests .....	65
Debating Different Psychologists .....	66
Psychometric Approach.....	66
The Information .....	66
Mental Processes .....	66
The Triarchial Theory of Intelligence .....	66
Empirical Skills .....	67
Multiple Intelligences .....	67
Intellectual Skills.....	67
Memory .....	67
Encoding Information.....	68
Second Process .....	68

# مدرسان شریف



## Contents

Title	Page number
Third Process .....	68
Memory's Time Frames .....	68
The Sensory Register.....	68
Short-term, or Working Memory.....	69
Long-term Memory .....	69
Why do People Forget? .....	69
Encoding Failure .....	69
Improving Memory .....	70
Motivation .....	70
Vocabulary .....	74
Progress check .....	78
پاسخنامه تست‌های طبقه‌بندی شده فصل سوم .....	89
Summative Test .....	98
<b>CHAPTER FOUR: ((Reading Comprehension))</b>	
تشخیص الگوهای پاراگراف هنگام خواندن .....	104
Self evaluation .....	135
Public University 96 .....	143
پاسخنامه سؤالات آزمون سراسری ۹۶ .....	146
Public University 97 .....	149
پاسخنامه سؤالات آزمون سراسری ۹۷ .....	152
Public University 98 .....	155
پاسخنامه سؤالات آزمون سراسری ۹۸ .....	158
Public University 1399 .....	161
پاسخنامه سؤالات آزمون کارشناسی ارشد ۱۳۹۹ .....	164
Public University 1400 .....	167
پاسخنامه سؤالات آزمون کارشناسی ارشد ۱۴۰۰ .....	170
Public University 1401 .....	173
پاسخنامه سؤالات آزمون کارشناسی ارشد ۱۴۰۱ .....	176
Public University 1402 .....	179
پاسخنامه سؤالات آزمون کارشناسی ارشد ۱۴۰۲ .....	181
Exams' keys.....	184
REFERENCES .....	184