**Reading Outline for Plotnik’s Introduction to Psychology, 4th Edition**

**Module 20 “Social Learning & Traits”**

Introduction

Social learning (cognitive) theory –

Trait theory –

A. Social Learning Theory

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**Personality Development: Interaction of Three Factors**

Cognitive-Personal Factors

*Cognitive factors* –

*Personal factors –*

Behavior

-

Environmental Influences

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**Cognitive Factors**

Bandura’s social cognitive theory

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***Four Cognitive Factors That Influence Personality***

1. **Language ability**

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1. **Observational learning**

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**3. Purposeful behavior**

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4. **Self-analysis**

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**-**

***Locus of Control***

–

**Internal locus of control** **-**

**External locus of control –**

**-**

***Measuring Locus of Control***

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**-**

**Delay of Gratification**

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**Self-Efficacy**

**-**

***Judged by combining four sources of information:***

**1.**

**2.**

**3.**

**4.**

**Evaluation of Social Learning Theory**

***Strengths of Social Learning Theory***

**1. Comprehensive Approach**

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**2. Experimentally Based**

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**3. Programs for Change**

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**Criticisms and Conclusions**

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**B. Trait Theory**

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**Trait –**

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**Searching for Traits**

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***How many traits can there be?***

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***-***

***-***

***Aren’t some traits related?***

***-***

**Factor analysis *–***

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***-***

**Discovering the Big Five**

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**The five-factor model –**

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***The Big Five: Supertraits***

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***Importance of the Big Five***

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***-***

**Peron versus Situation**

***How consistent are traits across situations?***

***-***

***-***

***Did students behave differently in different situations?***

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***What is the person-situation interaction?***

***-***

***-***

***How did researchers resolve the person-situation interaction?***

***Traits –***

***-***

***Observations –***

***-***

***Predicting behaviors –***

***-***

**Stability versus Change**

***Stability – How stable and consistent are personality traits across time?***

* *McCrae and Costa findings:*

***1.***

***2.***

***3.***

***Change – When are you most likely to change your personality?***

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***-***

***-***

***Conclusions:***

**C. Genetic Influences on Traits**

**Behavioral genetics –**

**-**

**-**

***How Can Two Individuals Be So Alike?***

**-**

**-**

**Studying Genetic Influences**

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**-**

**Heritability –**

**-**

**-**

***Data from Twin Studies***

***-***

***-***

***Influences on Personality***

***-***

***-***

***A Big Surprise***

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***-***

**Conclusions:**

**D. Evaluation of Trait Theory**

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***How Valid Are the Big Five?***

***-***

***-***

***-***

***How Consistent Are Individuals?***

***-***

***-***

***-***

**E. Research Focus: Big Personality Changes**

***Research Question: Do People Ever Experience a Sudden and Major Change in Personality?***

***-***

***-***

**Quantum personality change*-***

**Method**

**-**

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**=**

**Structured interviews –**

**Results**

**-**

**Some major findings:**

**Conclusions:**

**F. Cultural Diversity: Resolving Conflicts**

***Interpersonal Conflicts***

**-**

**Passive strategy –**

**Active strategy –**

***Cultural Differences: The United States and Japan***

**United States**

**Individualistic culture –**

**-**

**Japan**

**Collectivistic culture –**

**-**

***Resolving Interpersonal Conflicts***

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**G. Four Theories of Personality**

**Note: This section is a recap of what you have already taken notes on. By all means read it and enhance your notes if need be. Also, you can check Moodle for a chart relating to the various Personality Theories and the psychologists related to them.**

**H. Application: Assessment – Objective Tests**

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***Objective Personality Tests***

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***Examples of Objective Tests***

**Integrity Tests**

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**Minnesota Multiphasic Personality Inventory-2 (MMPI)**

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***Two Characteristics of a Good Test: Reliability and Validity***

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**The Barnum principle –**

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**Validity**

**-**

**-**

**Reliability**

**-**

**-**

***Usefulness of Objective Tests***

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**Advantages**

**-**

**-**

**Disadvantages**

**-**

**-**