**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

 -

**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**

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 ***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?***

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**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?***

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

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

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 ***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 –**

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

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 **-**

 **Studying Genetic Influences**

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 **-**

 **Heritability –**

 **-**

 **-**

 ***Data from Twin Studies***

 ***-***

 ***-***

 ***Influences on Personality***

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 ***A Big Surprise***

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**Conclusions:**

**D. Evaluation of Trait Theory**

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

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 ***How Consistent Are Individuals?***

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

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

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**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**

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 **Reliability**

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 ***Usefulness of Objective Tests***

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 **Advantages**

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 **-**

 **Disadvantages**

 **-**

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