

Psychology 371: Personality Research

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Outline

1 Experimental

- Extraversion and overcoming fixed mindsets
- Health, Conscientiousness, and Priming
- Forgiveness in long distance versus close geographic relationships
- Exercise induction of personality change
- Perfectionism and task preference
- Mindfulness and the plasticity of individual traits
- Effect of Incentives on motivation and persistence

2 Correlational

- The effect of media consumption habits on relationship preferences
- Anxiety, self disclosure, and social media
- Facebook: Perceived vs. rated self esteem
- Correlates of willingness to learn among older adults–Developing a willingness to learn scale
- Personality, seating preferences, and time of day

Extraversion and overcoming fixed mindsets

① Review and hypothesis

- Extraversion-introversion differences associated with positive affect
- Positive affect associated with breadth of processing
- Numerical reasoning task that requires focused attention should benefit introverts
- Numerical reasoning that has multiple methods should allow extraverts to discover short cut faster

② Method

- Trial one 50 problems that all require focused attention
- break to fill out personality questionnaires
- 100 items with items that can be solved with simpler strategy if method is discovered
- time to suddenly speed up shows change in strategy

Health related priming and conscientiousness on future health decisions

- ① Health behaviors and priming
 - healthy words in a questionnaire
 - advertisements with role models
- ② But, priming effects are harder to show than normally understood (Pashler, APS, 2014)
 - cognitive priming effects have a d' of .06 and last 5-10 seconds
 - “social priming” effects are reported to have d' of 1-2 and last for weeks
 - Problem of demand characteristics and experimenter expectancy effects
- ③ Conscientiousness and health behaviors
 - Conscientiousness and life span
 - Conscientiousness and not smoking, not eating unhealthy foods
- ④ Predicts an interaction of conscientious and direction of prime
 - Conscientiousness increases effect of positive primes
 - Conscientiousness decreases effect of negative primes

Health, Conscientiousness, and Priming

- ① Method
 - Survey base experiment
 - Everyone given word search/matching (which word does not belong)
 - Half given health promoting, half non-health promoting
- ② Measures of conscientiousness
 - Items from IPIP
- ③ Measures of (self reported) health behaviors
 - Items from IPIP
- ④ Predictions are two main effects (no interaction)

Forgiveness and distance in close relationships

- ① Within subject design to imagine Close or Distant relationship
 - (fully crossed and counterbalanced)
- ② Imaginary acts of betrayal
 - After explaining their reactions, (requiring an interviewer?) participants will fill out multiple questionnaires
- ③ Basic prediction seems to be that people are more forgiving when imagining the kind of relationship they are in.

Sei Unno

Exercise and personality

- ① exercise and personality
 - Extraverts and achievers exercise more
 - Is this free choice or does exercising lead to personality
- ② Analogous to Fleeson et al. studies on acting extraverted
- ③ 2 weeks of randomly assigned exercise/non-exercise (1 hour/day of aerobic exercise)
 - predict increase in achievement and extraversion
 - predict decrease in anxiety

Alex Steinwald

Perfectionism as a dimension of personality

- ① Perfectionism as a topic of personality research
 - Normal perfectionists set high standards for self and strive to be as best as they can
 - Neurotic perfectionists strive to avoid failure
- ② Can this be related to n-ach and anxiety?
 - Positive perfectionism and need achievement - approach behavior
 - Neurotic perfectionism and anxiety – avoidance behavior
- ③ Need evidence for discriminant validity
 - When developing a new dimension, how does it relate to previous dimensions?

Perfectionism: Method

- ① Assessment of perfectionism
 - Items from standard measures
 - Including conscientiousness and neuroticism for discriminant validity
- ② Task inspired by Feather N-ach and task difficulty study
- ③ Cognitive task – time spent, preference, affect
 - Easy spatial rotation task
 - Impossible spatial rotation task
- ④ Cognitive task – time spent, preference, affect
 - positive perfectionists will persist on easy task, quit on impossible ones
 - Negative perfectionists will quit on easy tasks, persist on impossible ones

Mindfulness and the plasticity of individual traits

- ① Mindfulness mediation and its effect on anxiety
 - Some evidence that mindfulness training reduces anxiety in patients
 - Does this happen for non patient groups?
 - What is the effect of practice and “homework”
- ② Method
 - 100 subjects, randomly split into training group and control (wait list)
 - Training group will be given training and assigned to 1 hour/day homework
- ③ Expected Results
 - Expects that Mindfulness training will reduce anxiety (compared to controls)
 - Implication is that anxiety is not as stable as people think.

Effect of Incentives on motivation and persistence

- ① Does increasing incentives lead to increasing performance, the negative effect of money
 - Intrinsic versus extrinsic sources of reward
 - effort tracks incentive, to a point
 - Does this interact with anxiety?
- ② Method
 - Preselection for high and low anxiety
 - Block random assignment to 3 incentive (\$1, \$5, \$10) per puzzle
 - Subjects work on puzzles 1 - 4
 - Experimenter leaves room but “surreptitiously” observes subjects by Skype
 - Time length of time free play with puzzle 5.
 - debrief says they were watched and won't be paid (Is this ethical?)

Media and relationship satisfaction

- ① Pervasiveness of relationship portrayal in current media
 - Greater availability of choice in media presentations given the internet
 - Relationship portrayal is inaccurate (over emphasis upon agreement)
- ② Gender differences in social anxiety leading to differences in preferences
- ③ Romantic leads are strong, confident and eccentric
 - Should lead to preferences towards these types of “personalities”

Rachel Star

Anxiety and self disclosure

- ① Who uses social media?
 - Is extraversion related to social media interaction
 - Social anxiety and preference for online social interaction (POSI)
- ② Differences between FaceBook and Twitter usage
 - Need for emotional closeness
 - Need for cognition (relate to Twitter)
- ③ Measures of
 - General big5
 - Time spent on Facebook, number of tweets, etc.

Social media: Hypotheses and Methods

① Hypotheses

- Media consumption leads to preferences of romantic partners who are
 - assured-dominant
 - arrogant-calculating
 - gregarious - extraverted
- Greater effect on females than males (implying an interaction)

② Method: Qualtrics survey

- demographics (gender, romantic relationship, sexual orientation)
- Media consumption (amount/type)
- romantic partner preference scale (basically the interpersonal circumplex)

Facebook: Perceived vs. rated self esteem

- ① Individual differences in use of Facebook (and other social media)
 - Using Facebook is associated with lower self esteem
 - (is this causal or correlational?)
- ② How does one perceive others on Facebook?
 - Do others show their “better” selves at cost to viewer?
- ③ Method
 - Initial self reports on I-E and self esteem
 - Viewing profiles of limited set of peers
 - Report of extraversion and self esteem of targets
- ④ Prediction: Self esteem and I-E of self positively correlated with rated

Correlates of willingness to learn among older adults–Developing a willingness to learn scale

- ① Technology use, personality and age
 - Early technology adapters are more open
 - introversion and -agreeableness relate to social interaction
 - Don't know much about older adults
- ② Predicting use of technology
 - TAM: Technology Acceptance Model
 - UTAUT: Unified Theory of Acceptance of Technology
- ③ Age differences in internet preferences
 - lightweight communication (text messaging, SnapChat) appeal to younger users
 - heavyweight communication (longer email) appeal to older users

Internet usage among the elderly

① Method

- 300 older adults (65-90, mean age = 77.,5) recruited from Chicago area
- RA travels to subjects's homes to allow everyone to participate
- Materials are printed in large font
- Internet usage survey
- Personality and ability measures
- Willingness to learn new technologies

Seating preferences, personality, and time of day

- ① Sitting in the “action zone”
 - front, center students do better
 - is this preferential choice by personality
- ② Does the effect of sitting interact with time of day
 - Optimal arousal varies by person and time of day
- ③ Observational with self report
 - Personality correlates of seating preferences
 - Time of day interactions of personality and class outcome

Daniel Learner