Learning Approaches

Reading: H&O Chapters 9, 10,	11
Terms you should know.	
J. B. Watson	
Pavlov	
Classical Conditioning	
Classical Conditioning	
	• • • • • • • • • • • • • • • • • • • •
Unconditioned Stimulus	
(UCS)	
Unconditioned Response	
(UCR)	
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Conditioned Stimulus (CS)	
Conditioned Stimulus (CS)	
Conditioned Response (CR)	
Acquisition	
Extinction	
Spontaneous Recovery	
Spontaneous Recovery	

B. F	. Skinner	
	Respondent Behavior	
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	Operant Behavior	
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	Stimulus Discrimination	
	(Discriminative Stimulus)	
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	Stimulus Generalization	
	Primary Reinforcer	
	1 rimary Reimorcer	
	Secondary Reinforcer	
	becommany reminister	
	Shaping	
	1 3	
	Chaining	
	Reinforcement Schedule	
	Continuous	
	reinforcement	
	$\mathbf{v} \cdot \mathbf{n} \cdot \mathbf{n}$	
	Variable reinforcement	

Personality	Psychology
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Learning Approaches

Reinforcement	
Contingencies	
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Positive reinforcement	
Negative reinforcement	•••••
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Punishment	
Funishment	• • • • • • • • • • • • • • • • • • • •
Avoidance	
Tivoluance	
Superstitious behavior	
2 ap - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 -	
Noncontingent	
reinforcement	
Token Economy	
Dollard & Miller	
n 1	
Drive reduction	
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D.	
Drive	• • • • • • • • • • • • • • • • • • • •
Habit	
Habit	
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Cue	
Response	
Response hierarchy	
Conflicts	
Approach-approach	
Approach-avoidance	
Avoidance-avoidance	
Double approach	
avoidance	
Frustration-aggression	
hypothesis	
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Displacement	
F	
schel & Bandura	
Personality Coefficient	

Personality Psychology	Learning Approaches
Consistency Paradox	
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Reciprocal Determinism	
Extrinsic reinforcement	
Intrinsic reinforcement	
Observational learning	
9	
Vicarious learning	
Vicarious punishment	
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Self-efficacy	
Sen-efficacy	
Self-exonerating mechanism	
Delay of gratification	
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Concepts you should understand.

1. Some 'Radical behaviorists' suggest that our personality is controlled by the environment. What does this mean? Explain your opinion from both Pavlov's and Skinner's point of view..

- 2. Be able to identify and describe the elements of classical conditioning acquisition and extinction.
- 3. Be able to identify and describe the elements of operant conditioning acquisition and extinction.
- 4. How do various reenforcement schedules influence the acquisition of behavior.
- 5. How did Dollard and Miller link the behaviorist approach to personality to the psychoanalytic approach? Give at least two examples.

6. What are Mischel's five Cognitive Social Person Variables and how do they influence behavior.

7. According to Bandura, how are personal performance standards established and maintained?

8. What are Bandura's SELF-EXONERATING mechanisms? How might the concept relate to Freud's defense mechanisms? How are the two concepts similar and how are they different?

9. Compare and contrast the learning approach to personality development to that proposed by the psychoanalytic theorists. Be sure to address internal and external factors, developmental schemes, motivational elements (e.g. where does the energy and direction of behavior come from).

My Experiences #4 The Learning Mirror.

Naı	ne: _		
1.	Pavlov felt that we acquired an emotional response (Conditioned Response) to neutral objects (Conditioned Stimulus) through associating them with an arousing situation (Unconditioned Stimulus).		
	a.	What positive feeling do you believe that you have associated with what most people would see as being neutral. What is it and how do you think you learned it?	
	Ь.	What negative feeling have you developed for some neutral object? How did you acquire it? How might you Extinguish it?	
	c.	How have the principles of reinforcement been used to influence your behavior? Describe the behavior and the reinforcement that has influenced it.	
	d.	How have you used reinforcement principles to change the behavior of someone else? What have you done?	
	e.	Do you ever engage in superstitious behaviors? How might they have been reinforced?	

- 2. Bandura developed the concept of Self-Efficacy or the belief that one can perform some activity well. How does this principle of Self-Efficacy help or hinder your success in reaching goals?
 - a. What characteristics or behaviors do you see in yourself that you probably got from watching your parents?

b. How has a low degree of self-confidence influenced your behavior, motivation, or desire to achieve something?

c. How has your sense of high confidence influenced your behavior, motivation, or readiness to pursue an activity or goal?