

Abstract

The study of individual differences integrates two traditional scientific approaches: the correlational techniques developed by Galton, Spearman and Pearson, and the experimental techniques of Wundt, Gossett and Fisher. Lee Cronbach (1957, 1975) and Hans Eysenck (1966, 1997) called for the unification of these two traditions. This is a challenge worth answering and many members of ISSID have attempted to do so.

I review multiple ways to study how individual differences combine with situational and task demands to affect human behavior. These studies show the benefit and power of theory driven, programmatic experimental and correlational research.

European personality research was a beacon of light in the “Dark Ages of personality”

- While personality was under attack in the US (Mischel, 1968; Endler & Magnusson, 1976) it was alive and well and living in Europe (Eysenck, 1967), Gray (1970, 1982, 1991), Strelau & Angleitner (1991)
 - It is hard to remember now in the second decade of the 21st century the attacks of the 60s-80s on the study of stable, biologically based, important personality traits.
 - These attacks had a perverse and long lasting influence on American personality research.
 - The scars of these debates persist in that a generation of American researchers avoided the field.
 - However, it is because of the contributions of (mainly) European personality researchers that we have such a vibrant field today.
- Whether we agree or disagree with Hans Eysenck’s theoretical program, we all owe a great debt to his contribution in advancing the field.

Eysenck and the process of science

Prologue: two broad themes to be discussed and interwoven

- 1 The two disciplines of scientific psychology
 - 1 Two broad cultures of intellectual activity (Snow, 1959)
 - 2 Two broad cultures of psychology (Kimble, 1984)
 - 3 Two disciplines within scientific psychology (Cronbach, 1957, 1975) and (Eysenck, 1966, 1987a, 1997).
- 2 The process of theory construction and validation
 - 1 Science from hunch to law (Eysenck, 1976, 1985)
 - 2 Good theories as alive and generative: the example of theories of Extraversion.

I will emphasize the power of integrating psychometric and experimental techniques in a programmatic study of personality and individual differences.

Two competing tribes/paradigms within scientific psychology

But even within the culture of scientific psychology, we have two competing tribes who differ in their basic paradigmatic view of how to do science: the correlational vs. experimental paradigms discussed by Cronbach (1957, 1975) and Eysenck (1966, 1987a, 1997). Both pleaded for an integration of the two tribes. Neither was overly successful.

Others who have tried to reconcile these differences include Vale & Vale (1969), and Underwood (1975).

In a prior review Revelle & Oehlberg (2008) we reported that this dichotomy still continues. Today I will try to go beyond this dichotomy by showing how theory development and theory testing requires a mixture of the inductive power of correlations with the deductive power of experimental techniques. For we as individual differences psychologists are most able to unify the two disciplines.

Two disciplines: two viewpoints

Table : The naive perspective from both sides—the other side is easy, why don't they just do it right? Our variables are complicated, well articulated, theirs are simple, just use any one.

Individual Differences	Experimental
Personality Ability	Task Performance

The challenge for individual difference researchers: which paradigm to use

Memory

- ① Reaction time
 - Sternberg Memory Scanning
 - Ratcliff choice
 - Jacoby identification
- ② Accuracy
- ③ Serial anticipation
- ④ Free recall
- ⑤ Cued recognition

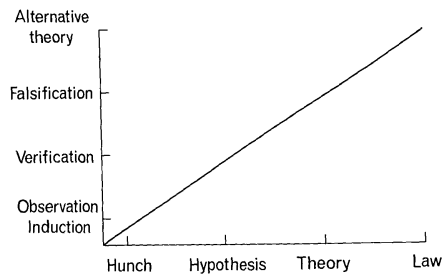
Attention

- ① Posner letter search
- ② Erickson flanker task
- ③ Vigilance
- ④ dot probe
- ⑤ emotional "Stroop"
- ⑥ Eye tracking
- ⑦ Reaction Time

Scientific progress and levels of theory

Eysenck (1976, 1985); Eysenck & Eysenck (1985)

- ① Hunch
 - observations
 - deduction
- ② Hypothesis
 - hypothesis development
 - hypothesis verification
- ③ Theory
 - Weak theory – confirmation studies
 - Strong theory –disconfirmation studies
- ④ Law



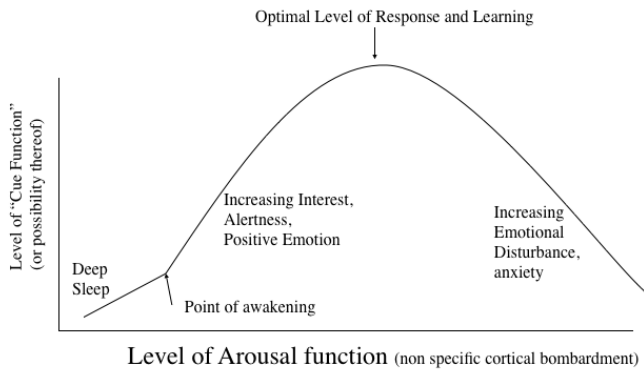
Eysenck's theories as integration of individual differences with general laws

Eysenck always tried to integrate his taxometric study of individual differences with the best general psychological theories available at the time. That meant that the theory changed. (Although sometimes without comment.) Thus, to read Eysenck & Himmelweit (1947) or Eysenck (1952) is to read a completely different theoretical integration than proposed in Eysenck (1967) or Eysenck & Eysenck (1985) or finally, that of Eysenck (1997).

- ① Personality and Learning Theory
 - Hull (1943, 1952)
 - Eysenck & Himmelweit (1947); Eysenck (1952)
- ② Personality and Arousal Theory
 - Hebb (1955); Berlyne (1960); Berlyne & Madsen (1973); Broadbent (1971)
 - Eysenck (1967); Eysenck & Eysenck (1985)
- ③ Personality, genetics, structures, and neurotransmitters

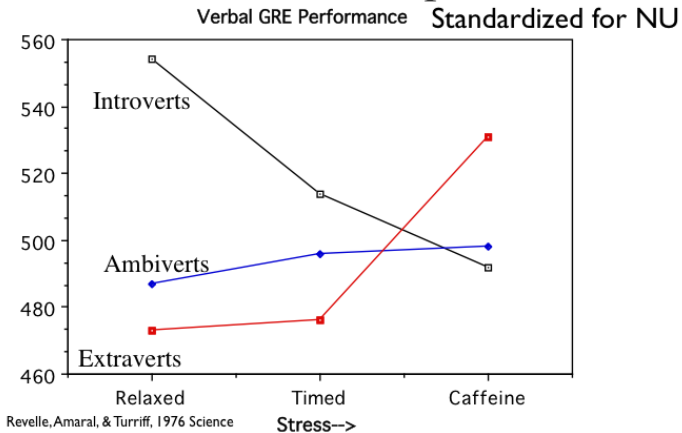
State of the art theory in 1955—Hebb's Conceptual Nervous System

Hebb Curve (1955)



Caffeine and time stress on complex performance

Introversion, time pressure, and caffeine: effect on verbal performance



Failures to replicate lead to theory improvement: The discovery of the imp/soc distinction

Failures to replicate can lead to better science for they show the limits of an effect.

- 1 Kirby Gilliland (1976) failed to replicate the Revelle et al. (1976) effect
 - A better study, caffeine was dosed by body weight and had 3 levels of caffeine
 - Used the Eysenck Personality Questionnaire (EPQ) instead of Eysenck Personality Inventory (EPI)
 - Failed to find the same results
- 2 Did replicate the results when using the EPI (Gilliland, 1980)
- 3 What was the difference?

Eysenck's arousal theory as a theory of performance

Gilliland's dissertation results did not replicate Revelle et al. (1976)

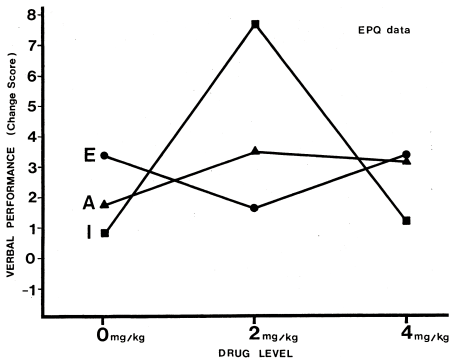
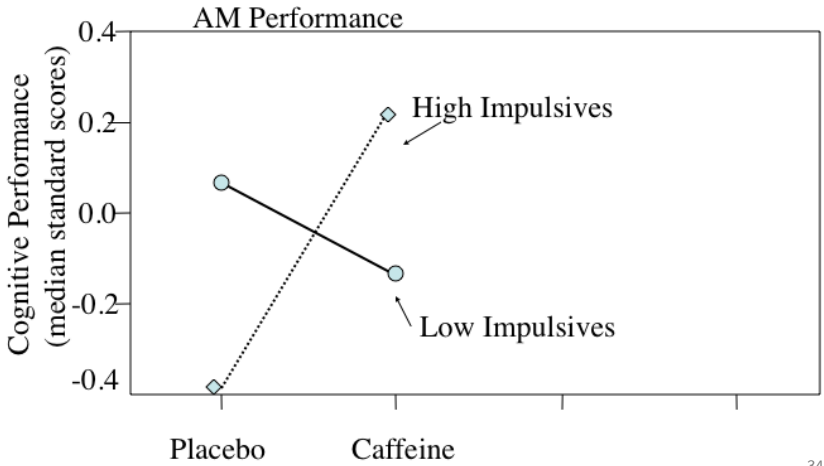


Figure 8. EPQ based group means for change in number of items correctly answered on GRE practice tests.

Figure : From Gilliland (1976)

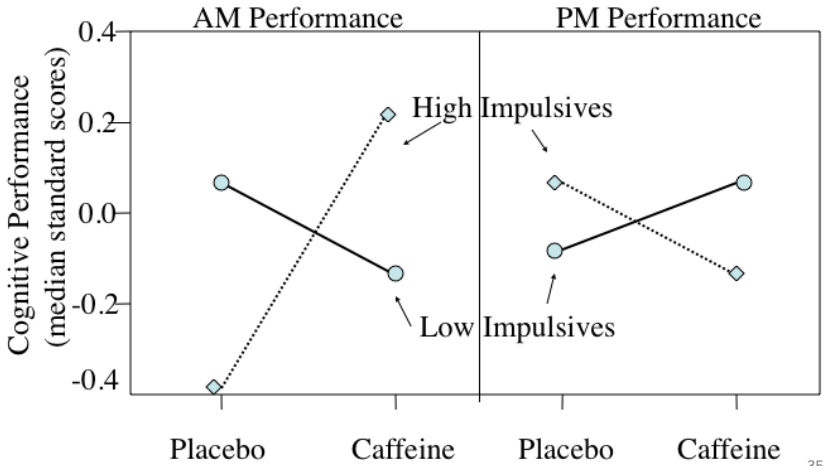
Theory testing by rejection: The example of time of day x caffeine

Impulsivity, Caffeine, and Time of Day: the effect on complex cognitive performance



Theory testing by rejection: The example of time of day x caffeine

Impulsivity, Caffeine, and Time of Day: the effect on complex cognitive performance

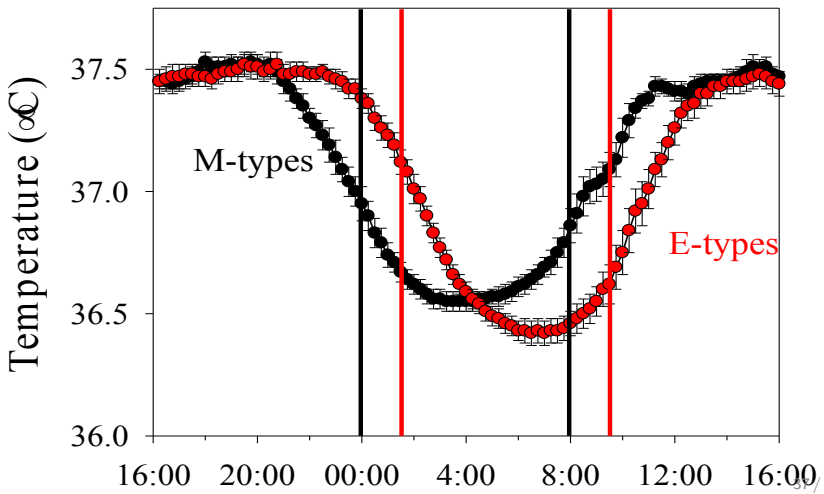


Using experimental data for correlational analysis: body temperature and personality

- ① Charmane Eastman had examined core body temperature over two weeks to study the effects of shift work.
 - Multiple, small experimental studies
 - Each study had included measures (MMPI-2) that could be interpreted as impulsivity.
 - Each study included measures of morningness-eveningness.
- ② Erin Baehr synthesized these studies to examine individual differences in body temperature.
 - We also measured average bed time and average rise time for all subjects.
 - Acrophase of Body Temperature differed more than differences in behavior (biology meets society)
- ③ Although we plot the data in terms of Morningness/Eveningness, somewhat weaker results were true for impulsivity (Baehr, Revelle & Eastman, 2000).

Eysenck's arousal theory as a theory of performance

Biology meets society – time of day and morningness/eveningness



Theory development by integrating multiple alternative theories

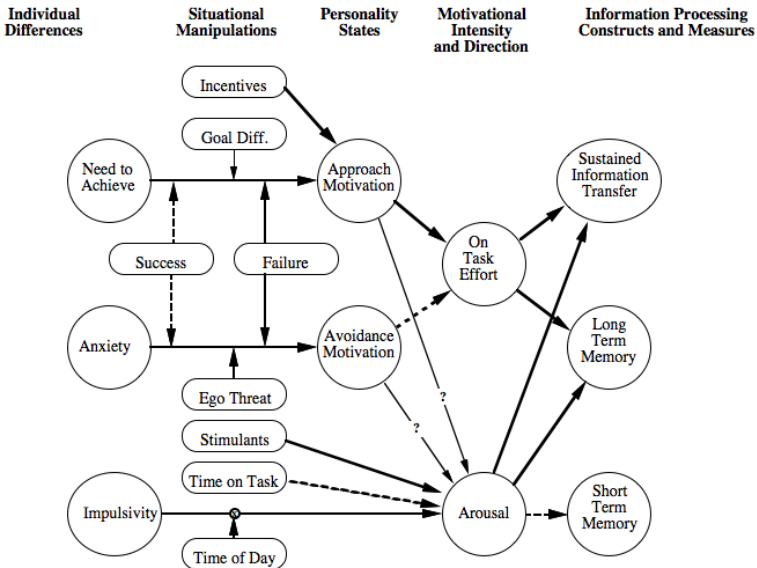
Multiple theories about personality and efficient performance

- 1 H.J. Eysenck (1967) and arousal theory
 - Introverts more aroused than Extraverts
 - Arousal has an inverted U relationship to performance
- 2 J.W. Atkinson (1957, 1974) and achievement motivation theory
 - High need achievement and low test anxiety lead to high motivation (Atkinson, 1957)
 - Motivation has inverted U relationship to performance (Atkinson, 1974)
 - Motivation has inertial properties (Atkinson & Birch, 1970; Revelle & Michaels, 1976; Revelle, 1986)
- 3 Theories of anxiety and cognitive performance
 - Anxiety and task difficulty (Spence, Farber & McFann, 1956)
 - Anxiety and working memory (Eysenck & Mathews, 1987; Eysenck, Derakshan, Santos & Calvo, 2007; Eysenck, 2000)
 - Anxiety and resource allocation (Wine, 1971)
- 4 Easterbrook (1959) and the Yerkes & Dodson (1908) “law”

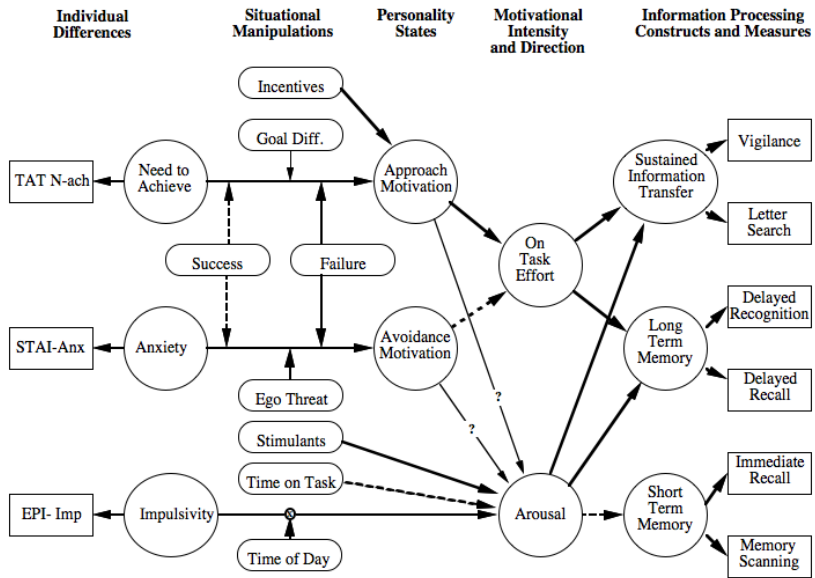
Integrating multiple theories of performance: Humphreys & Revelle (1984)

- ① Multiple dimensions of personality relating to efficient cognitive performance
 - Introversion/Extraversion – Impulsivity
 - Anxiety (not just neuroticism)
 - Achievement motivation
- ② Decomposing motivation
 - Arousal
 - Effort
- ③ Decomposing Performance
 - Attention tasks
 - Short term (working) memory tasks
 - Complex tasks that reflect some mixture of attention and memory

A "simple" model of personality and performance



Personality, Motivation, and Cognitive Performance



Adapted from Humphreys & Revelle, 1984; Revelle, 1989

Theory testing by critical comparisons

- ① Theories differ in breadth and depth
 - Many theories are silent for some phenomenon
 - Some sets of theories are mutually compatible, but with different range

Phenomenon	Theory 1	Theory 2	Theory 3	Theory 4
A	+	+	+	+
B	+	+		+
C	+		+	+
D		+	+	
E	+	-	0	
F	0	+		

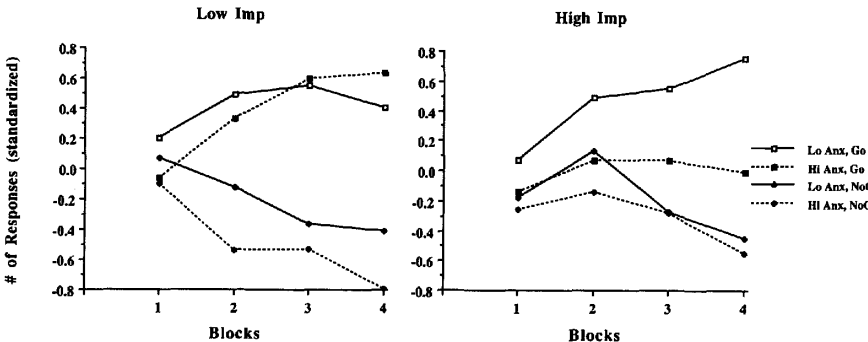
- ② We test alternative theories by looking for where they make different predictions.
- ③ It is not enough to disconfirm a theory, we must show better alternatives.

Testing four models of conditioning: Zinbarg & Revelle (1989)

- 1 Drive Theory (Hull, 1943; Spence, 1964)
 - Anxiety and performance (Spence et al., 1956) but see Weiner & Schneider (1971)
- 2 Eysenck (1967); Eysenck & Eysenck (1985) specify the variables that affect conditioning:
 - Partial reinforcement
 - weak conditioned stimuli
 - discrimination learning
- 3 Impulsivity and cues for reward, anxiety and cues for punishment Gray (1981)
- 4 Extravert's focus on reward blinds them to punishment Newman, Widom & Nathan (1985); Patterson, Kosson & Newman (1987)

Theory comparison and development

Zinbarg & Revelle (1989) used a go-nogo discrimination task



Reliable anxiety x impulsivity x Cue type interactions across four studies. Results not directly supportive of any of the four theories but suggested a revision of the Gray model. From Zinbarg, R. E. & Revelle, W. (1989). Personality and conditioning: A test of four models. *Journal of Personality and Social Psychology*, 57(2), 301-314.

Tests of competing theories of anxiety and information processing

Leon & Revelle (1985)

How does anxiety affect performance?

- 1 Anxiety interacts with task difficulty Spence et al. (1956)
 - But see Weiner & Schneider (1971)
- 2 Anxiety limits working memory capacity Eysenck & Mathews (1987); Eysenck et al. (2007); Eysenck (2000)
- 3 Anxiety narrows the breadth of attention Easterbrook (1959)
- 4 Anxiety leads to off task thoughts Wine (1971)

Leon, M. R. & Revelle, W. (1985). Effects of anxiety on analogical reasoning: A test of three theoretical models. *Journal of Personality and Social Psychology*, 49(5), 1302-1315.

Geometric analogies differing in memory load (transformations) and complexity (number of elements)

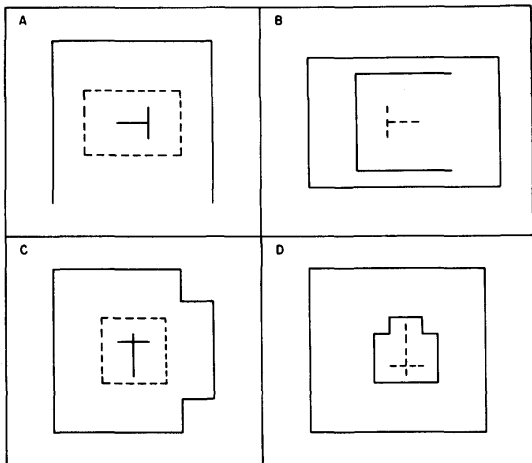


Figure 1. Sample 3-element two-transformation analogy problem.

Memory load, stress and anxiety Leon & Revelle (1985)

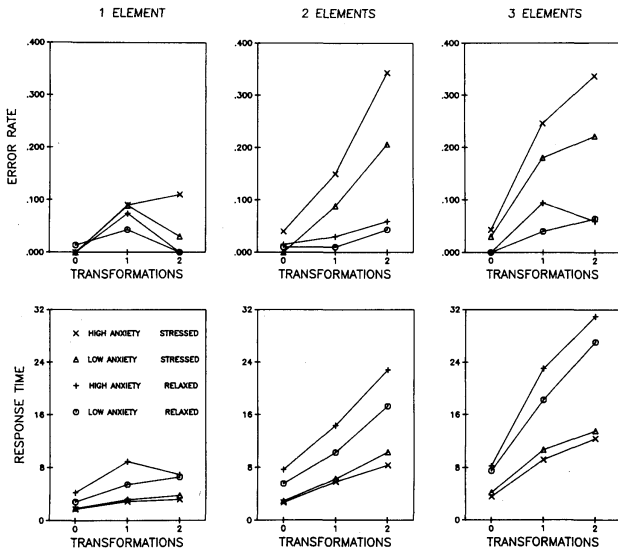


Figure 3. Error rates and response times for true analogies. (Error rates are calculated for all true analogies. Response times are calculated for true analogies that were solved correctly.)

Integrating cognitive theory with personality theory: Impulsivity, arousal and breadth of processing

- 1 Strong theories make testable predictions and theory develops by testing these predictions. Who is better able to test one's theories than oneself?

Integrating cognitive theory with personality theory: Impulsivity, arousal and breadth of processing

- 1 Strong theories make testable predictions and theory develops by testing these predictions. Who is better able to test one's theories than oneself?
- 2 Anderson & Revelle (1994) examined sustained performance on a recognition memory task to test the hypothesis that high trait impulsives were consistently faster to suffer from a decay in arousal than low trait impulsives.
- 3 We examined this effect at two times of day and unexpectedly found a time of day by impulsivity interaction.

Integrating cognitive theory with personality theory: Impulsivity, arousal and breadth of processing

- 1 Strong theories make testable predictions and theory develops by testing these predictions. Who is better able to test one's theories than oneself?
- 2 Anderson & Revelle (1994) examined sustained performance on a recognition memory task to test the hypothesis that high trait impulsives were consistently faster to suffer from a decay in arousal than low trait impulsives.
- 3 We examined this effect at two times of day and unexpectedly found a time of day by impulsivity interaction.
- 4 But science advances by disconfirmation as well:

Integrating cognitive theory with personality theory: Impulsivity, arousal and breadth of processing

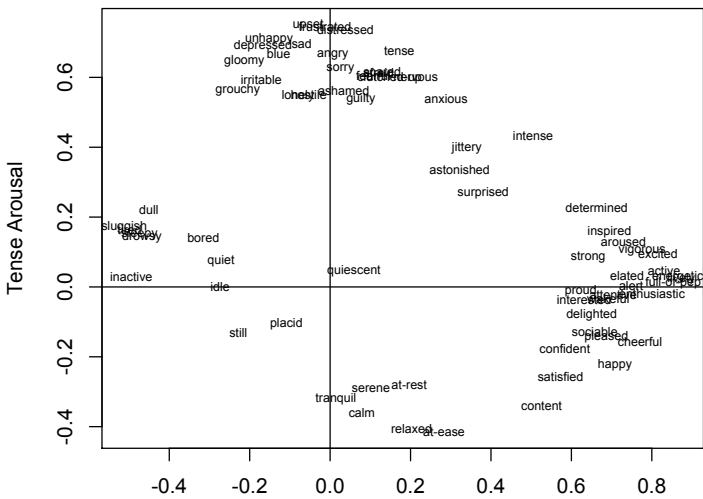
- 1 Strong theories make testable predictions and theory develops by testing these predictions. Who is better able to test one's theories than oneself?
- 2 Anderson & Revelle (1994) examined sustained performance on a recognition memory task to test the hypothesis that high trait impulsives were consistently faster to suffer from a decay in arousal than low trait impulsives.
- 3 We examined this effect at two times of day and unexpectedly found a time of day by impulsivity interaction.
- 4 But science advances by disconfirmation as well:
 - "Two particular models deserve attention here. First, [these data obviously contradict our own previous arguments](#) (e.g., Revelle et al., 1987; Revelle & Anderson, 1992) that impulsivity is linked to stable differences in rate of change in arousal states." (Anderson & Revelle, 1994)

Integrating experimental and correlational data: Aggregating data across experimental studies for psychometric analysis

- 1 For about 10 years, we collected mood and arousal data as part of every experimental study we did.
 - Typical design was a mood pretest
 - Some arousal or motivation manipulation (e.g., caffeine, time stress, movies)
 - Then some post test
- 2 Motivational State Questionnaire (MSQ) was formed from items taken from Thayer's AD-ACL Thayer (1978), the PANAS (Watson, Clark & Tellegen, 1988) and various circumplex measures of emotion (Larsen & Diener, 1992)
- 3 Factor structure of the 72 items for 3896 subjects and their correlations with basic personality scales from the EPI is reported by Rafaeli & Revelle (2006)
- 4 The actual data are available as the `msq` data set in the *psych* package (Revelle, 2013) in R.

Dimensions of the Motivational State Questionnaire

Dimensions of affect



Comments on experimental studies—Sample Size

- ① Recent discussions of the need for replicability emphasize how most small studies are underpowered that observed effects in these studies are hard to replicate.
- ② Although power is always an issue for replicability, studies do not have to be large if the effects are expected to be large.
 - ① Shweder & D'Andrade (1980) proposed that personality structure was all in the eyes of the beholder.
 - ② Using 8 subjects, Romer & Revelle (1984) showed that this was an artifact of the way Shweder collected his data.
 - When first submitted to JPSP, we had 4 subjects! A reviewer complained, so we doubled our cell size from 2 to 4.
 - The effects remained the same. This was really just a gedanken experiment and demonstration.
 - ③ A similar demonstration was done by Peter Borkenau (1986) who used an act frequency analysis of trait ratings but with 121 subjects.

Comments on experimental studies—the lack of a need for ‘significance’

- ① Effects don't have to be significant to be important.
 - In a test of the association between extraversion and positive affect (i.e., the “Larsen Effect” of Larsen & Ketelaar, 1989), we showed absolutely no differential effect of a positive mood induction using a humorous movie.
 - This complete lack of effect, in combination with positive effects in other (later) experiments, resulted in Smillie, Cooper, Wilt & Revelle (2012) showing how the association between extraversion and positive affect depends upon doing something to get reward, not just the reward itself.
 - Smillie et al. (2012), by doing multiple experiments, with predicted interactions in some, lack of effects in others, were able to define the limits of the relationship between extraversion and positive affect.

The power of modeling

- ① The study of climate change is a nice example of the combination of good data with experimental tests, not of the climate, but of computer models of the climate.
 - Theories are developed and tested as climate models
 - Models are evaluated in terms of the sensitivities of their parameters to known historical events.
- ② Theories are predictions of how variables affect outcomes
 - As we acquire better theoretical models, we are able to express them in terms of parameter values of the models
 - Experiments can be done on the sensitivity of the parameter values
 - Model simulations are tests of the models
- ③ Examples of simulations of personality models include
 - Modeling as a test of the Dynamics of Action (Atkinson & Birch, 1970) and the CTA reparameterization (Revelle, 1986)
 - Fua, Horswill, Ortony & Revelle (2009); Fua, Revelle & Ortony (2010) applied the CTA model to simulations of behavior
 - Quek & Ortony (2012) applied the CTA model to simulations of the Implicit Attitudes Test

- Anderson, K. J. & Revelle, W. (1994). Impulsivity and time of day: Is rate of change in arousal a function of impulsivity? *Journal of Personality and Social Psychology*, 67(2), 334–344.
- Atkinson, J. W. (1957). Motivational determinants of risk-taking behavior. *Psychological Review*, 64, 359–372.
- Atkinson, J. W. (1974). Strength of motivation and efficiency of performance. In J. W. Atkinson & J. O. Raynor (Eds.), *Motivation and Achievement* (pp. 117–142). New York: Winston (Halsted Press/Wiley).
- Atkinson, J. W. & Birch, D. (1970). *The dynamics of action*. New York, N.Y.: John Wiley.
- Baehr, E. K., Revelle, W., & Eastman, C. I. (2000). Individual differences in the phase and amplitude of the human circadian temperature rhythm: with an emphasis on morningness-eveningness. *Journal of Sleep Research*, 9(2), 117–127.

Berlyne, D. E. (1960). *Conflict, arousal, and curiosity*.

McGraw-Hill series in psychology. New York: McGraw-Hill.

Berlyne, D. E. & Madsen, K. B. (1973). *Pleasure, reward, preference: their nature, determinants, and role in behavior*.

New York: Academic Press.

Block, J. (1971). *Lives through time*. Berkeley: Bancroft Books.

Borkenau, P. (1986). Toward an understanding of trait interrelations: Acts as instances for several traits. *Journal of Personality and Social Psychology*, 51(2), 371–381.

Bouchard, T. J. (2004). Genetic influence on human psychological traits: A survey. *Current Directions in Psychological Science*, 13(4), 148–151.

Broadbent, D. (1971). *Decision and stress*. London: Academic Press.

Campbell, J. B. (1983). Differential relationships of extraversion, impulsivity, and sociability to study habits. *Journal of Research in Personality*, 17(3), 308 – 314.

- Campbell, J. B. & Heller, J. F. (1987). Correlations of extraversion, impulsivity and sociability with sensation seeking and mbti-introversion. *Personality and Individual Differences*, 8(1), 133 – 136.
- Cronbach, L. J. (1957). The two disciplines of scientific psychology. *American Psychologist*, 12, 671–684.
- Cronbach, L. J. (1975). Beyond the two disciplines of scientific psychology. *American Psychologist*, 30, 116–127.
- Deary, I. J., Whiteman, M., Starr, J., Whalley, L., & Fox, H. (2004). The impact of childhood intelligence on later life: following up the Scottish mental surveys of 1932 and 1947. *Journal of Personality and Social Psychology*, 86(1), 130–147.
- Easterbrook, J. (1959). The effect of emotion on cue utilization and the organization of behavior. *Psychological Review*, 66, 183–20.
- Endler, N. S. & Magnusson, D. (1976). *Interactional psychology*

and personality. The series in clinical and community psychology. Washington: Hemisphere Pub. Corp.

Eysenck, H. (1983). Is there a paradigm in personality research? *Journal of Research in Personality*, 17(4), 369 – 397.

Eysenck, H. J. (1952). *The scientific study of personality*. London,: Routledge & K. Paul.

Eysenck, H. J. (1966). Personality and experimental psychology. *Bulletin of the British Psychological Society*, 19, 1–28.

Eysenck, H. J. (1967). *The biological basis of personality*. Springfield: Thomas.

Eysenck, H. J. (1976). *The Measurement of personality*. Lancaster: MTP.

Eysenck, H. J. (1985). The place of theory in a world of facts. In *Annals of theoretical psychology*, volume 3 (pp. 17–72). Plenum Press.

Eysenck, H. J. (1987a). The growth of unified scientific psychology: Ordeal by quackery. In A. W. Staats & L. P. Mos

(Eds.), *Annals of Theoretical Psychology*, volume 5 chapter 3, (pp. 91–113). Plenum Press.

Eysenck, H. J. (1987b). "there is nothing more practical than a good theory" (kurt lewin) –true or false? In W. J. Baker, M. E. Hyland, H. V. Rappard, & A. W. Staats (Eds.), *Current Issues in Theoretical Psychology*, volume 40 (pp. 49–63). North Holland.

Eysenck, H. J. (1988). The growth of a unified scientific psychology. In A. Staats & L. Mos (Eds.), *Annals of Theoretical Psychology*, volume 5 of *Annals of Theoretical Psychology* (pp. 91–113). Springer US.

Eysenck, H. J. (1990). Biological dimensions of personality. In L. A. Pervin (Ed.), *Handbook of personality: Theory and research*. (pp. 244–276). New York, NY: Guilford Press.

Eysenck, H. J. (1997). Personality and experimental psychology: The unification of psychology and the possibility of a paradigm. *Journal of Personality and Social Psychology*, 73(6), 1224–1237.

Eysenck, H. J. & Eysenck, M. W. (1985). *Personality and Individual Differences: A natural science approach*. New York: Plenum.

Eysenck, H. J. & Himmelfeit, H. T. (1947). *Dimensions of personality; a record of research carried out in collaboration with H.T. Himmelfeit [and others]*. London: Routledge & Kegan Paul.

Eysenck, M. W. (2000). A cognitive approach to trait anxiety. *European Journal of Personality*, 14(5), 463–476.

Eysenck, M. W., Derakshan, N., Santos, R., & Calvo, M. G. (2007). Anxiety and cognitive performance: Attentional control theory. *Emotion*, 7(2), 336–353.

Eysenck, M. W. & Mathews, A. (1987). Trait anxiety and cognition. In H. J. Eysenck & I. Martin (Eds.), *Theoretical Foundations of Behavior Therapy* (pp. 73–86). New York: Plenum.

Fisher, R. A. (1925). *Statistical methods for research workers*.
Edinburgh: Oliver and Boyd.

Fua, K., Horswill, I., Ortony, A., & Revelle, W. (2009).
Reinforcement sensitivity theory and cognitive architectures. In
Biologically Informed Cognitive Architectures (BICA-09),
Washington, D.C.

Fua, K., Revelle, W., & Ortony, A. (2010). Modeling personality
and individual differences: the approach-avoid-conflict triad. In
*CogSci 2010: The Annual meeting of the Cognitive Science
Society, Portland, Or.*

Galton, F. (1886). Regression towards mediocrity in hereditary
stature. *Journal of the Anthropological Institute of Great Britain
and Ireland*, 15, 246–263.

Gilliland, K. (1976). *The Interactive Effect of
Introversion-extroversion with Caffeine Induced Arousal on
Verbal Performance*. PhD thesis, Northwestern University.

- Gilliland, K. (1980). The interactive effect of introversion-extraversion with caffeine induced arousal on verbal performance. *Journal of Research in Personality*, 14(4), 482 – 492.
- Gray, J. A. (1970). The psychophysiological basis of introversion-extraversion. *Behaviour Research and Therapy*, 8(3), 249–266.
- Gray, J. A. (1981). A critique of Eysenck's theory of personality. In H. J. Eysenck (Ed.), *A Model for Personality* (pp. 246–277). Berlin: Springer.
- Gray, J. A. (1982). *Neuropsychological Theory of Anxiety: An investigation of the septal-hippocampal system*. Cambridge: Cambridge University Press.
- Gray, J. A. (1991). The neuropsychology of temperament. In J. Strelau & A. Angleitner (Eds.), *Explorations in temperament: International perspectives on theory and measurement* (pp. 105–128). New York, NY: Plenum Press.

- Hampson, S. E. & Goldberg, L. R. (2006). A first large cohort study of personality trait stability over the 40 years between elementary school and midlife. *Journal of Personality and Social Psychology, 91*(4), 763–779.
- Hampson, S. E., Goldberg, L. R., Vogt, T. M., & Dubanoski, J. P. (2006). Forty years on: Teachers' assessments of children's personality traits predict self-reported health behaviors and outcomes at midlife. *Health Psychology, 25*(1), 57 – 64.
- Hebb, D. O. (1955). Drives and the c. n. s. (conceptual nervous system). *Psychological Review, 62*(4), 243 – 254.
- Hull, C. L. (1943). *Principles of behavior: an introduction to behavior theory*. Oxford, England: Appleton-Century.
- Hull, C. L. (1952). *A behavior system*. New Haven: Yale University Press.
- Humphreys, M. S. & Revelle, W. (1984). Personality, motivation, and performance: A theory of the relationship between individual

differences and information processing. *Psychological Review*, 91(2), 153–184.

Johnson, W. (2010). Understanding the genetics of intelligence: Can height help? can corn oil. *Current Directions in Psychological Science*, 19(3), 177–182.

Kimble, G. A. (1984). Psychology's two cultures. *American Psychologist*, 39(8), 833 – 839.

Lakatos, I. (1968). Criticism and the methodology of scientific research programmes. *Proceedings of the Aristotelian Society*, 69, pp. 149–186.

Larsen, R. J. & Diener, E. (1992). Promises and problems with the circumplex model of emotion. In M. S. Clark (Ed.), *Emotion* (pp. 25–59). Thousand Oaks, CA: Sage Publications, Inc.

Larsen, R. J. & Ketelaar, T. (1989). Extraversion, neuroticism and susceptibility to positive and negative mood induction procedures. *Personality and Individual Differences*, 10(12), 1221–1228.

Leon, M. R. & Revelle, W. (1985). Effects of anxiety on analogical reasoning: A test of three theoretical models. *Journal of Personality and Social Psychology*, 49(5), 1302–1315.

Mehl, M. R. & Pennebaker, J. W. (2003). The sounds of social life: A psychometric analysis of students' daily social environments and natural conversations. *Journal of Personality and Social Psychology*, 84(4), 857–870.

Mehl, M. R., Vazire, S., Holleran, S. E., & Clark, C. S. (2010). Eavesdropping on happiness. *Psychological Science*, 21(4), 539–541.

Mischel, W. (1968). *Personality and assessment*. Wiley series in psychology. New York: Wiley.

Newman, J. P., Widom, C. S., & Nathan, S. (1985). Passive avoidance in syndromes of disinhibition: Psychopathy and extraversion. *Journal of Personality and Social Psychology*, 48(5), 1316 – 1327.

Patterson, C. M., Kosson, D. S., & Newman, J. P. (1987). Reaction to punishment, reflectivity, and passive avoidance learning in extraverts. *Journal of Personality and Social Psychology*, 52(3), 565 – 575.

Pearson, K. P. (1896). Mathematical contributions to the theory of evolution. iii. regression, heredity, and panmixia. *Philisopical Transactions of the Royal Society of London. Series A*, 187, 254–318.

Quek, B.-K. & Ortony, A. (2012). Assessing implicit attitudes: What can be learned from simulations? *Social Cognition*, 30(5), 610–630.

Rafaeli, E. & Revelle, W. (2006). A premature consensus: Are happiness and sadness truly opposite affects? *Motivation and Emotion*, 30(1), 1–12.

Read, S. J., Monroe, B. M., Brownstein, A. L., Yang, Y., Chopra, G., & Miller, L. C. (2010). A neural network model of the

structure and dynamics of human personality. *Psychological Review*, 117(1), 61 – 92.

Revelle, W. (1986). Motivation and efficiency of cognitive performance. In D. R. Brown & J. Veroff (Eds.), *Frontiers of Motivational Psychology: Essays in honor of J. W. Atkinson* chapter 7, (pp. 105–131). New York: Springer.

Revelle, W. (2013). *psych: Procedures for Personality and Psychological Research*.

<http://cran.r-project.org/web/packages/psych/>: Northwestern University, Evanston. R package version 1.3.2.

Revelle, W., Amaral, P., & Turriff, S. (1976).

Introversion-extraversion, time stress, and caffeine: effect on verbal performance. *Science*, 192, 149–150.

Revelle, W. & Anderson, K. J. (1992). Models for the testing of theory. In A. Gale & M. Eysenck (Eds.), *Handbook of Individual Differences: Biological Perspectives*. Chichester, England: John Wiley and Sons.

- Revelle, W., Anderson, K. J., & Humphreys, M. S. (1987). Empirical tests and theoretical extensions of arousal-based theories of personality. In J. Strelau & H. Eysenck (Eds.), *Personality Dimensions and Arousal* (pp. 17–36). New York: Plenum.
- Revelle, W. & Michaels, E. J. (1976). Theory of achievement-motivation revisited - implications of inertial tendencies. *Psychological Review*, *83*(5), 394–404.
- Revelle, W. & Oehlberg, K. (2008). Integrating experimental and observational personality research – the contributions of Hans Eysenck. *Journal of Personality*, *76*(6), 1387–1414.
- Revelle, W. & Rocklin, T. (1979). Very Simple Structure - alternative procedure for estimating the optimal number of interpretable factors. *Multivariate Behavioral Research*, *14*(4), 403–414.
- Rocklin, T. & Revelle, W. (1981). The measurement of extraversion: A comparison of the Eysenck Personality Inventory

and the Eysenck Personality Questionnaire. *British Journal of Social Psychology*, 20(4), 279–284.

Romer, D. & Revelle, W. (1984). Personality traits: Fact or fiction? a critique of the Shweder and D'Andrade systematic distortion hypothesis. *Journal of Personality and Social Psychology*, 47(5), 1028–1042.

Shweder, R. A. & D'Andrade, R. G. (1980). The systematic distortion hypothesis. In R. A. Shweder (Ed.), *New directions for methodology of social and behavior science s*, number 4 (pp. 37–58). San Francisco: Jossey-Bass.

Smillie, L. D., Cooper, A., Wilt, J., & Revelle, W. (2012). Do extraverts get more bang for the buck? refining the affective-reactivity hypothesis of extraversion. *Journal of Personality and Social Psychology*, 103(2), 306–326.

Snow, C. P. (1959). "the rede lecture, 1959". In *The Two Cultures: and a Second Look* (pp. 1–21). Cambridge University Press.

- Spearman, C. (1904). The proof and measurement of association between two things. *The American Journal of Psychology*, 15(1), 72–101.
- Spence, K., Farber, I., & McFann, H. (1956). The relation of anxiety (drive) level to performance in competition and non-competition paired-associates learning. *Journal of Experimental Psychology*, 52, 296–305.
- Spence, K. W. (1964). Anxiety (drive) level and performance in eyelid conditioning. *Psychological Bulletin*, 61(2), 129–139.
- Strelau, J. & Angleitner, A. (1991). *Explorations in temperament: International perspectives on theory and measurement*. New York, N.Y.: Plenum Press.
- Student (1908). The probable error of a mean. *Biometrika*, 6(1), 1–25.
- Terman, L. M. (1925). *Genetic studies of genius ..* Palo Alto, CA: Stanford University Press.

- Terman, L. M. & Oden, M. (1947). *Genetic studies of genius*. Palo Alto, CA: Stanford University Press; Oxford University Press.
- Thayer, R. E. (1978). Toward a psychological theory of multidimensional activation (arousal). *Motivation and Emotion*, 2(1), 1–34.
- Underwood, B. J. (1975). Individual differences as a crucible in theory construction. *American Psychologist*, 30, 128–134.
- Vale, J. & Vale, C. (1969). Individual differences and general laws in psychology: a reconciliation. *American Psychologist*, 24(12), 1093–1108.
- Watson, D., Clark, L. A., & Tellegen, A. (1988). Development and validation of brief measures of positive and negative affect: The PANAS scales. *Journal of Personality and Social Psychology*, 54(6), 1063–1070.
- Weiner, B. & Schneider, K. (1971). Drive vs. cognitive theory: A reply to Boor and Harmon. *Journal of Personality and Social Psychology*, 8, 258–262.

- Wilt, J., Condon, D., & Revelle, W. (2011). Telemetry and online data collection: Collecting data at a distance. In B. Laursen, T. D. Little, & N. Card (Eds.), *Handbook of Developmental Research Methods* chapter 10, (pp. 163–180). New York: Guilford Press.
- Wilt, J., Funkhouser, K., & Revelle, W. (2011). The dynamic relationships of affective synchrony to perceptions of situations. *Journal of Research in Personality, 45*, 309–321.
- Wine, J. (1971). Test anxiety and direction of attention. *Psychological Bulletin, 76*(2), 92–104.
- Wundt, W. (1904). *Principles of Physiological Psychology* (Translated from the Fifth German Edition (1902) ed.). London: Swan Sonnenschein.
- Yerkes, R. & Dodson, J. (1908). The relation of strength of stimuli to rapidity of habit-information. *Journal of Comparative Neurology and Psychology, 18*, 459–482.

Zinbarg, R. E. & Revelle, W. (1989). Personality and conditioning:
A test of four models. *Journal of Personality and Social
Psychology*, 57(2), 301–314.