

## PERSONALITY AND VERBAL CONDITIONING<sup>1</sup>

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The writer's theory of personality predicts greater conditionability in introverts than in extraverts; some support has been found for this hypothesis (Eysenck, 1957; in press). The present report deals with an experiment using verbal conditioning. From 137 adult male and female neurotics, given the Maudsley Personality Inventory (Eysenck, 1959), were then chosen an introverted group (E score of 16 or below) and an extraverted group (E score of 30 or above). Nineteen extraverts and 28 introverts were available for testing.

They were presented seriatim with 100 cards containing the pronoun "They" and three verbs of roughly equal frequency of occurrence in the English language, one of which they were required to pronounce at their choice. One of the verbs always referred to a muscular activity, such as run, swim, hop, etc.; whenever *S* pronounced one of these verbs, he was reinforced by *E*'s saying "Hm-mm." Analysis showed that for both extraverts and introverts the second set of 50 cards produced more muscular activity verbs than did the first set. This difference is significant on a one-tail test and is mild evidence in favour of the success of the conditioning technique used. The increase from Set 1 to Set 2 was over twice as great for introverts (2.31 as compared with 0.81). This difference is just significant on a one-tail test, and to that extent supports the hypothesis under investigation. The mean number of muscular activity verbs elicited was 25.17 for extraverts and 19.98 for introverts. This difference is fully significant and may be related to the frequently observed greater activity of extraverts, who may have responded to the experiment as a projective test.

### REFERENCES

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