

# Chapter 4: Personality Traits, Situations, and Behavior

# Objectives

- ▶ Introduce the trait approach to understanding personality
- ▶ Discuss the person–situation debate
- ▶ Discuss how personality affects and predicts important life outcomes
- ▶ Discuss the resolution of the person–situation debate

# Two Points to Keep in Mind

1. Trait approach is based on empirical research.
  - mostly correlational
  - emphasis on accurate measurement of traits
  - Assume traits should be able to predict behavior