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PSY321 Exam #4  
Chapters 9, 10, 11

1. The story of Hans the Wonder horse is important because it gave a glimpse into what learned behavior is within psychology. Hans was an extremely intelligent horse that seemingly knew how to compute equations, identify coins, play card games, and perform “astonishing feats of memory” (Schultz, 2021). Many people marveled at Hans, however, some were not convinced he was as intelligent as human beings. This led scientists to move toward a science of behaviorism.
2. Animal psychology influenced the development of Behaviorism to demonstrate the existence of mind in lower organisms and the continuity between animal and human minds. According to Watson, “Behaviorism is a direct outgrowth of studies in animal behavior during the first decade of the twentieth century” (Schultz, 2021). More people began to show interest in animal psychology.
3. Ivan Petrovich Pavlov (1849-1936) contributed to the development of psychology with his research and his methods for studying behavior. His research on the function of the nerves of the heart, the primary digestive glands, and conditioned reflexes gained him recognition worldwide. Conditioned reflexes are reflexes that are dependent on the formation of an association or connection between stimulus and response. His research with salivation in dogs showed that dogs could be conditioned to salivate from the sight of food to a different stimulus such as the sound of a bell.
4. John B. Watson (1878-1958) believed the subject matter of behaviorism should be dealt only with observable behavioral acts described objectively in terms such as stimulus and response. He also believed in rejecting the concept of consciousness because it had no value in behaviorism.
5. Watson’s beliefs about thought processes were to reduce thinking to implicit motor behavior. According to Schultz, he believed that thought was a sensorimotor behavior, as in something that involved implicit speech reactions. Thinking was talking silently, and that our facial expressions were overt reactions to stimuli.
6. Edward Chace Tolman’s (1886-1959) purposive behavior was his system combining the objective study of behavior with the consideration of purposiveness or goal orientation in behavior. He believed that it can be defined objectively and rejected introspection. He believed that all actions were goal-directed and that is succeeded by learning.
7. B.F. Skinner (1904-1990) was a famous and influential American psychologist. His outlook on behaviorism mirrored Watson’s in the conditioning experiments that Watson conducted. It was like a renewal of Watson’s behaviorism. He focused on classical conditioning, which was like Watson.
8. Operant conditioning is a learning that involves behavior released by an organism. According to Schultz, Pavlov’s conditioning was a known stimulus paired with a response under conditions of reinforcement. He focused his theory on the individual. This is different than Skinner’s conditioning in that he focused on the use of functions to emit

the desired behavior. Skinner paired his experiments with consequences and believed that behavior came first before stimulus.

9. Albert Bandura (1925-2021) focused on social cognitive theory, which was a less extreme form of behaviorism than Skinner's. He believed in a social learning theory that studies behavior as it is formed and modified in social situations. An example would be a me as a child observing my parents attending church service weekly. I saw my parents serving in church and at missions. Now I do the same and serve in my church. Bandura also stressed that the influence on external reinforcement schedules of such thought processes as beliefs, expectations, and instructions. In other words, behavioral response is self-activated and initiated.
10. Self-efficacy is one's sense of self-esteem and competence in dealing with life's problems. In other words, it is our sense of self-worth and feelings of adequacy. High-efficacy is when people believe that they can overcome any obstacles and are open to challenges. They have a high level of confidence and they believe that can overcome difficulties. In contrast, people with low-efficacy feel helpless and hopeless. They have low confidence in their abilities to deal with issues and give up easily. This affects how we interact with others because people with low self-efficacy are not fun to be around with and they might have a sense of bitterness towards themselves and throughout their lives in work and family.