



(Self-)Argumentation in favour or against extraversion: Does it change the trait and the attitudes toward it?

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What questionnaire-takers think about personality beyond our items?

Meta-personality

- Peoples' beliefs about personality
 - Meta-perception
 - Meta-insight (Carlson, Vazire, & Furr, 2011)
 - Metaperceptual traits
 - Meta-attitudes toward traits (Shchebetenko, 2016)
 - Controllability of traits
 - Inheritance of traits
 - Attitudes toward traits



Attitudes toward traits



They matter

- Introversion -> +A t introversion -> **impersonal avatars at one's OSN profile**
 - Shchebetenko, 2016
- Extraversion -> +A t extraversion -> **Sociometric status**
 - Balabina, 2015
- **Gender** -> A t traits -> Traits (except Neuroticism)
 - Mishkevich & Shchebetenko, 2018; Shchebetenko, 2017

Attitudes toward traits: What is it, after all?





Are they as stable (in time) as
traits?

Or as malleable as social
attitudes?

The aims

- To study how...
- 1. stable/changeable (**in a short-run**) the attitudes towards traits are;
- 2. malleable the attitudes are **under an argumentation** pro/contra that trait

Extraversion was a focus. Why?



- It is a core personality trait
 - Eysenck (1973), Soto & John (2017), Zuckerman & Cloninger (1996),
- It is a socially (quite) neutral trait
 - Ones, Viswesvaran, Reise (1996)

Study One

Does argumentation affect Extraversion
and the attitude toward it?

Prof. Manu Keirse (Heel erg Bedankt!)



Participants

- 363 students aged from 17 to 24 ($M = 19.10$; $SD=1.05$)
 - 112 men (30.9%)
 - “Introversion is great”
 - 172 students (47.4%)
 - 55 men (32%)
 - “Extraversion is great”
 - 191 students (52.6%)
 - 57 men (29.8%)

Measures

- Traits:
 - Russian version (Shchebetenko, 2014) of the Big Five Inventory (BFI; John et al., 1991, 2008)
- Attitudes toward Traits
 - Attitude version (Shchebetenko, 2016) of BFI

How to measure the attitudes?

- by an attitude scale
 - 1 (“very bad trait”) – 5 (“very good trait”)

1	2	3	4	5
Disagree strongly	Disagree a little	Neutral; no opinion	Agree a little	Agree strongly
<i>I am someone who . . .</i>				
1. <input type="checkbox"/> Is outgoing, sociable			31. <input type="checkbox"/> Is sometimes shy, introverted	
2. <input type="checkbox"/> Is compassionate, has a soft heart			32. <input type="checkbox"/> Is helpful and unselfish with others	
3. <input type="checkbox"/> Tends to be disorganized			33. <input type="checkbox"/> Keeps things neat and tidy	
4. <input type="checkbox"/> Is relaxed, handles stress well			34. <input type="checkbox"/> Worries a lot	
5. <input type="checkbox"/> Has few artistic interests			35. <input type="checkbox"/> Values art and beauty	
6. <input type="checkbox"/> Has an assertive personality			36. <input type="checkbox"/> Finds it hard to influence people	
7. <input type="checkbox"/> Is respectful, treats others with respect			37. <input type="checkbox"/> Is sometimes rude to others	
8. <input type="checkbox"/> Tends to be lazy			38. <input type="checkbox"/> Is efficient, gets things done	
9. <input type="checkbox"/> Stays optimistic after experiencing a setback			39. <input type="checkbox"/> Often feels sad	
10. <input type="checkbox"/> Is curious about many different things			40. <input type="checkbox"/> Is complex, a deep thinker	

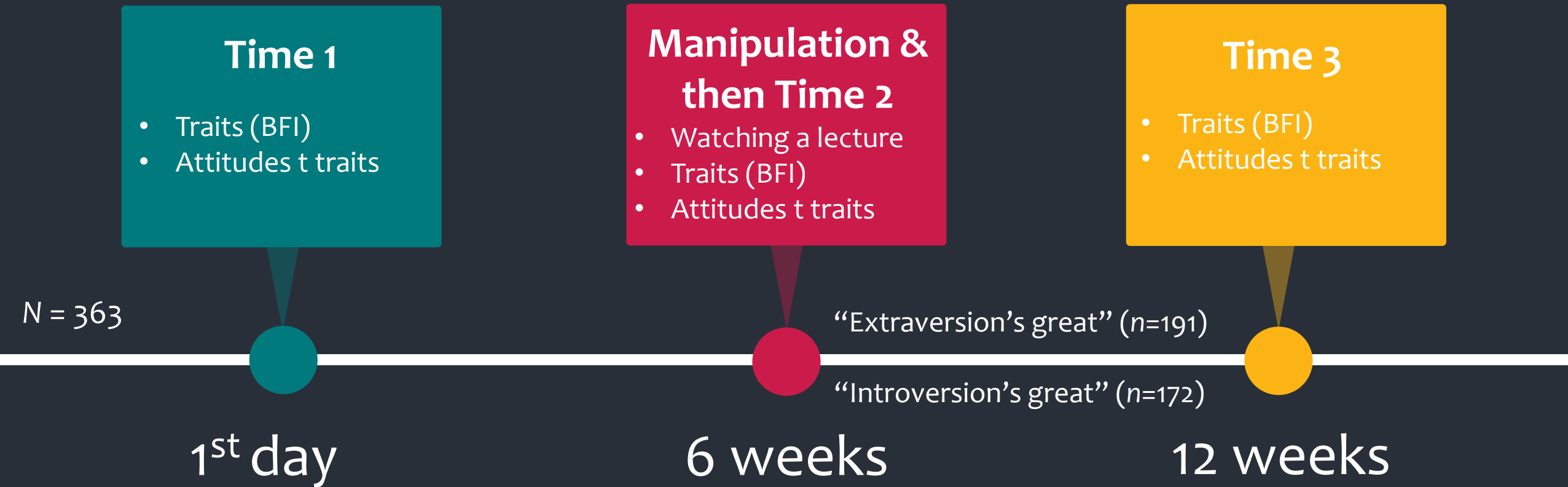
Global Attitude Measure:
 Direct measure of overall affect and feelings regarding object.

Use multiple scales to measure

Bad	1	2	3	4	5	Good
Negative	1	2	3	4	5	Positive
Dislike	1	2	3	4	5	Like

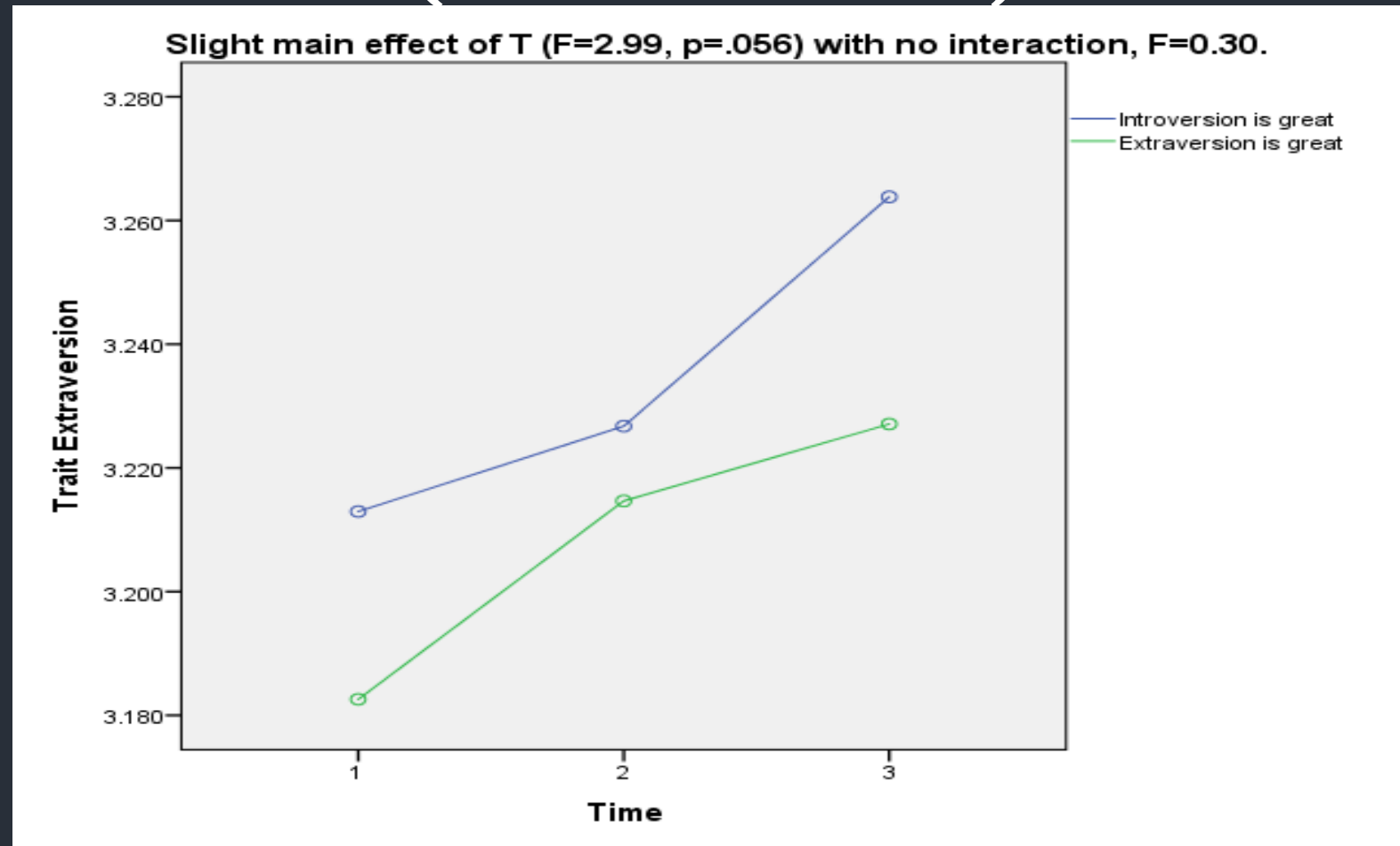
Compare results of global measure to results of Attitude-toward-the-object measure.

Repeated measures

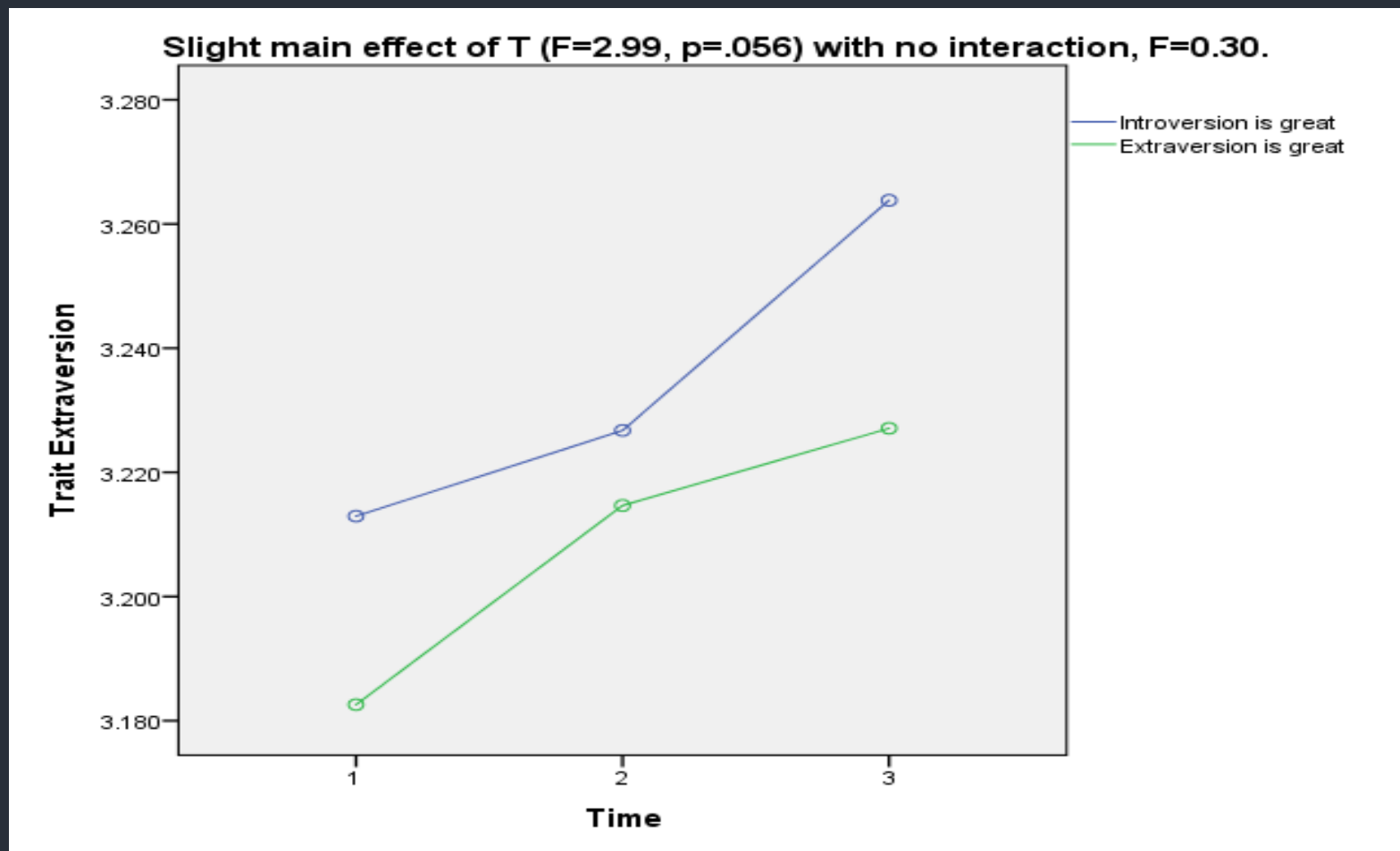


Results

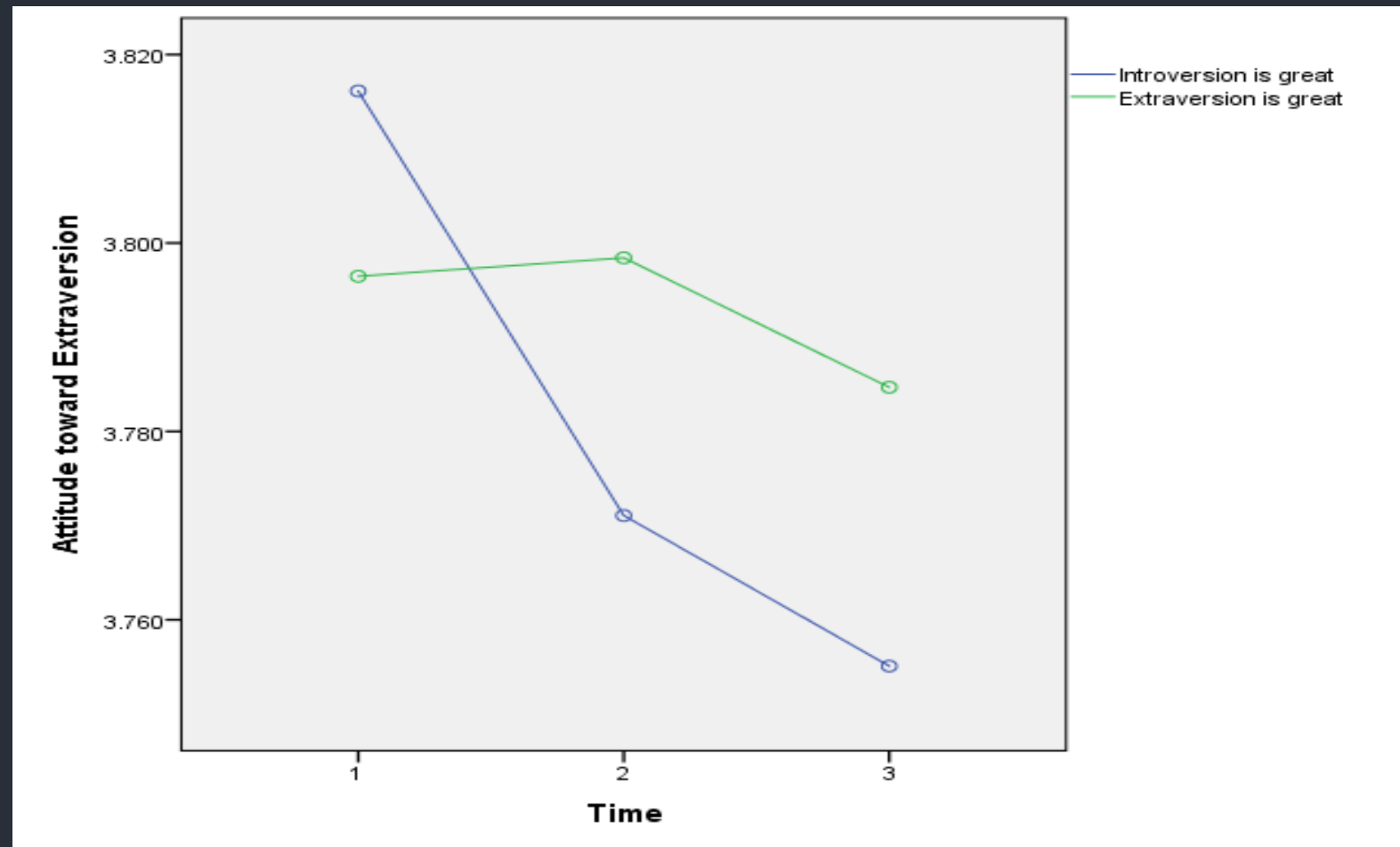
Extraversion increased from T1 to T3 (to an extent)



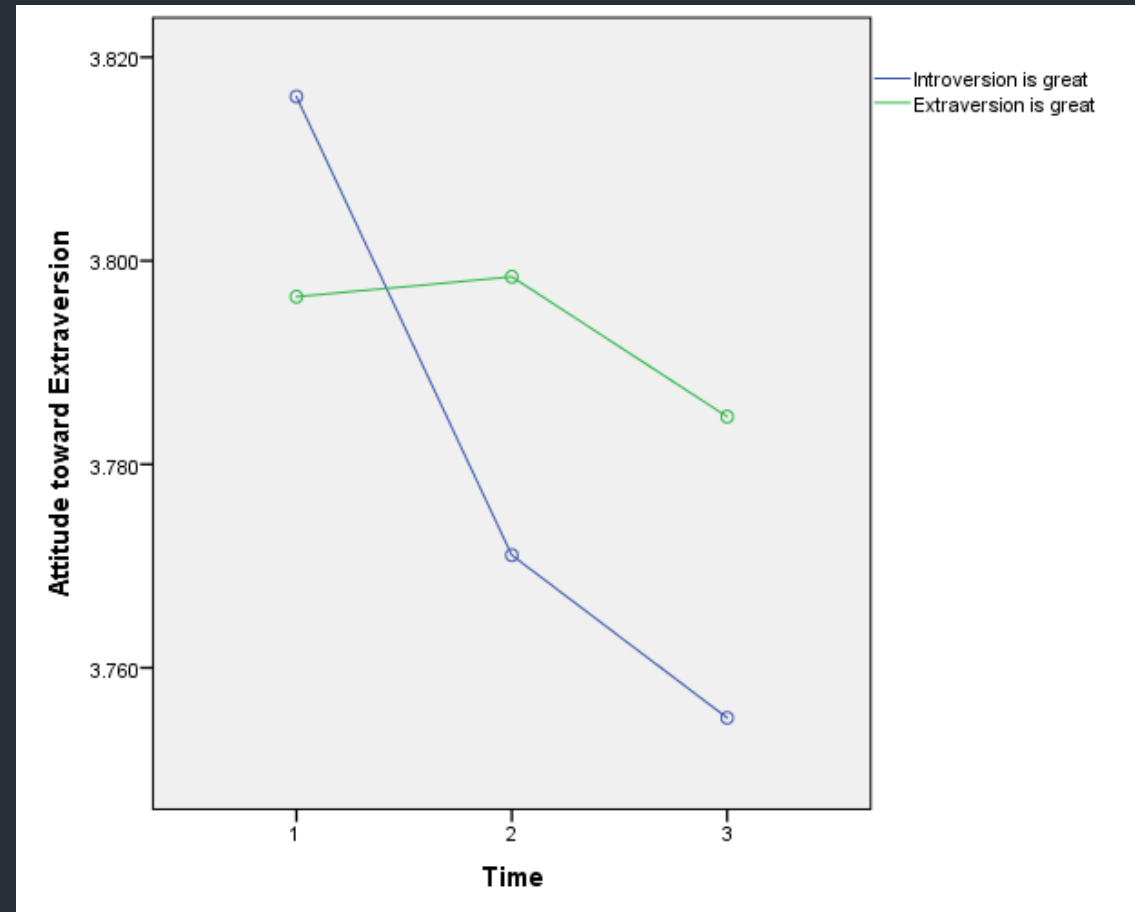
...having no interaction with the arguments



Attitude toward E: Neither main effect of T, $F=2.22$, not interaction with arguments, $F=1.21$



... though a pre-post (“Introversion-likers”) from T1 to T3 significant (weak), $t=2.10$, $p=.037$, $d=0.16$



Study One: Main effects from T1 to T3

Traits		
	<i>F; p</i>	What happened (if any)
Extraversion	2.99; .056	Increased from T1 to T3
Agreeableness	1.76; .175	
Conscientiousness	0.27; .756	
Neuroticism	6.51; .002	Decreased from T1 to T3
Openness	0.16; .834	
Attitudes toward		
	<i>F; p</i>	What happened (if any)
Extraversion	2.22; .110	
Agreeableness	6.35; .002	Turned negative from T1 to T3
Conscientiousness	20.87; .000	Turned negative from T1 to T3
Neuroticism	4.73; .010	Turned positive from T1 to T3
Openness	5.56; .004	Turned negative from T1 to T3

Study Two

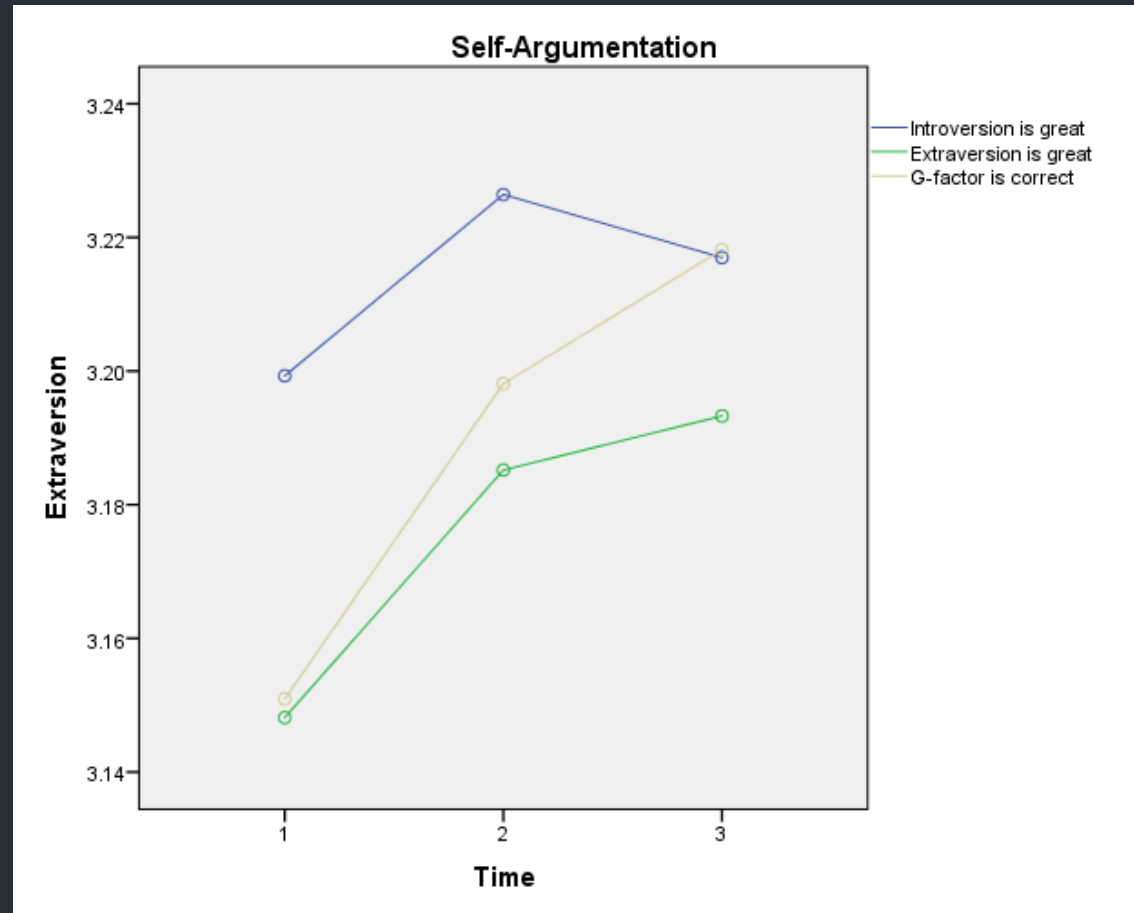
Self-Argumentation

Participants

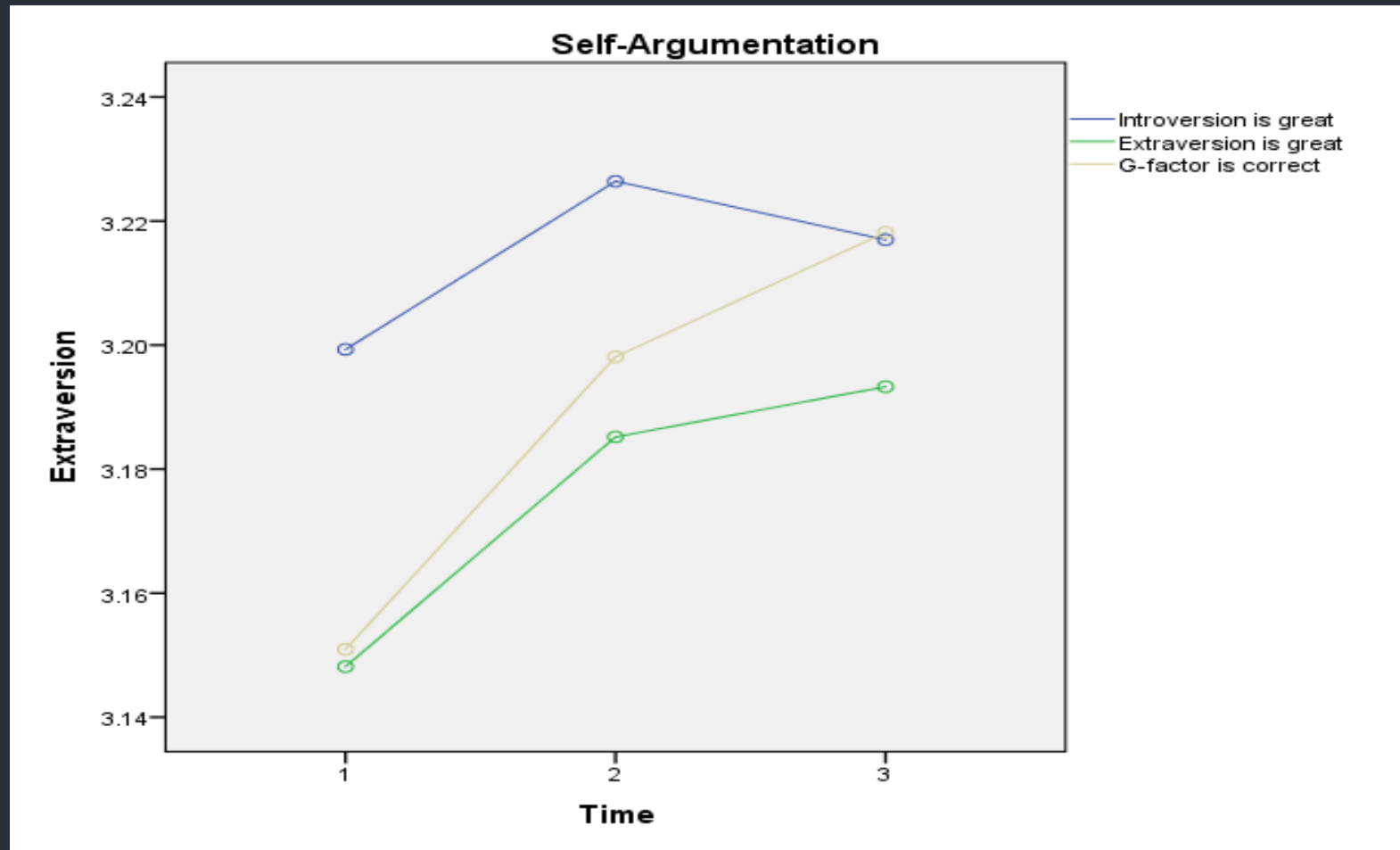
- 320 students aged from 16 to 24 ($M = 19.08$; $SD=1.03$)
 - 75 men (23.4%)
- Subsamples
 - “Introversion is great”
 - 106 students (33.1%)
 - 24 men (22.2%)
 - “Extraversion is great”
 - 108 students (33.8%)
 - 21 men (19.8%)
 - “Intelligence is g-factor”
 - 106 students (33.1%)
 - 30 men (28.3%)

Extraversion tended to increase (again),

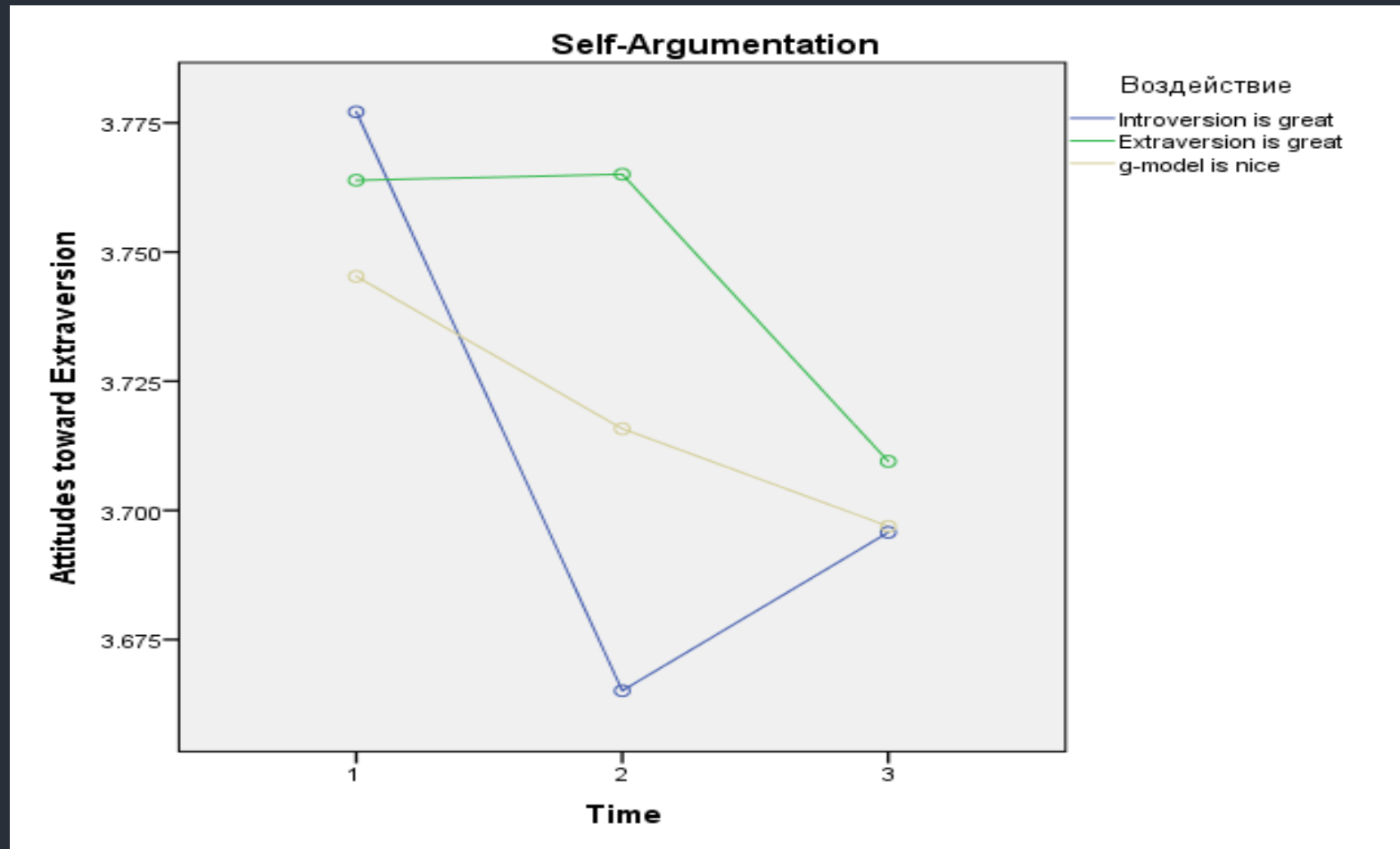
$F=2.38, p=.098\dots$



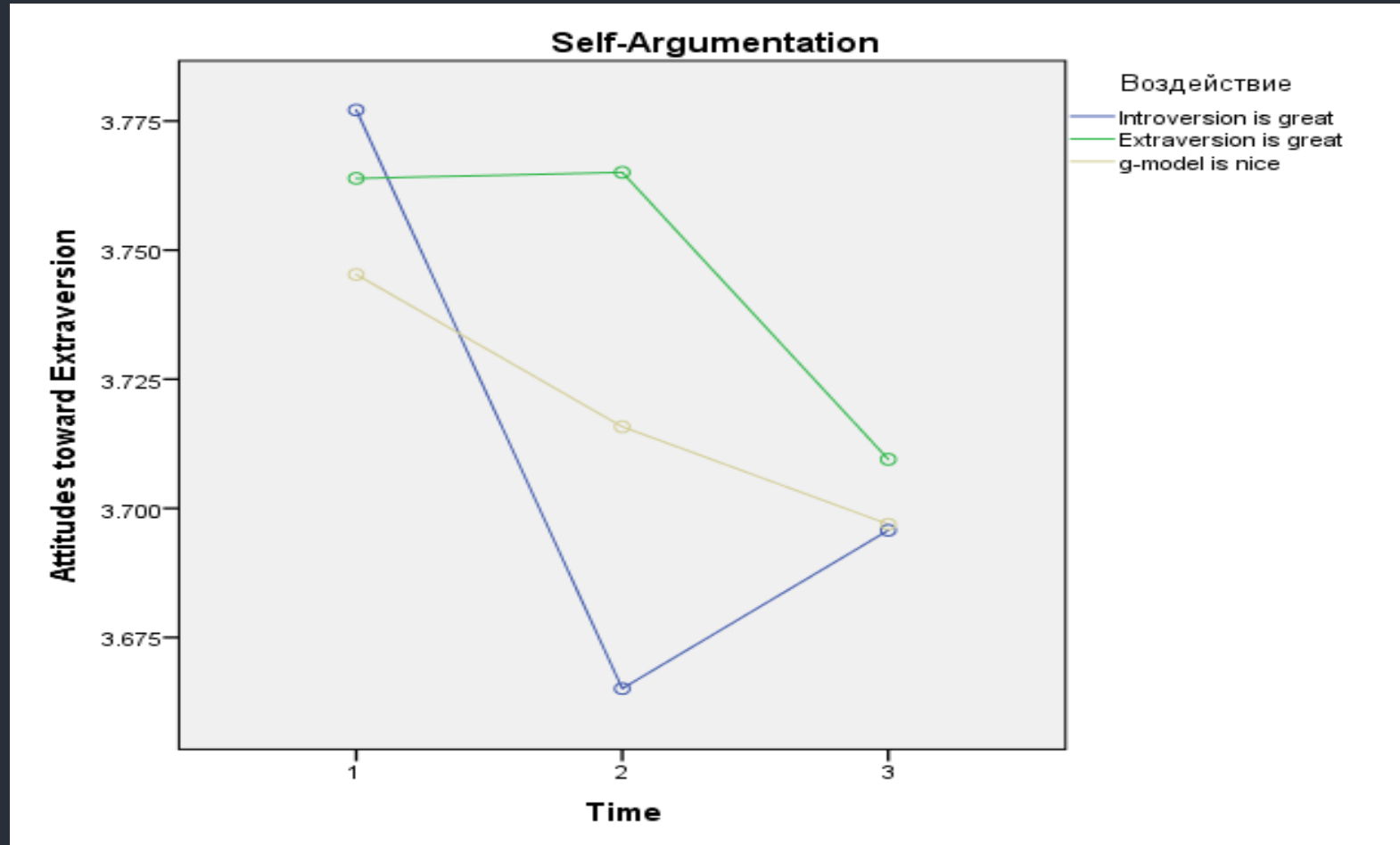
... with no interaction, $F=0.22$.



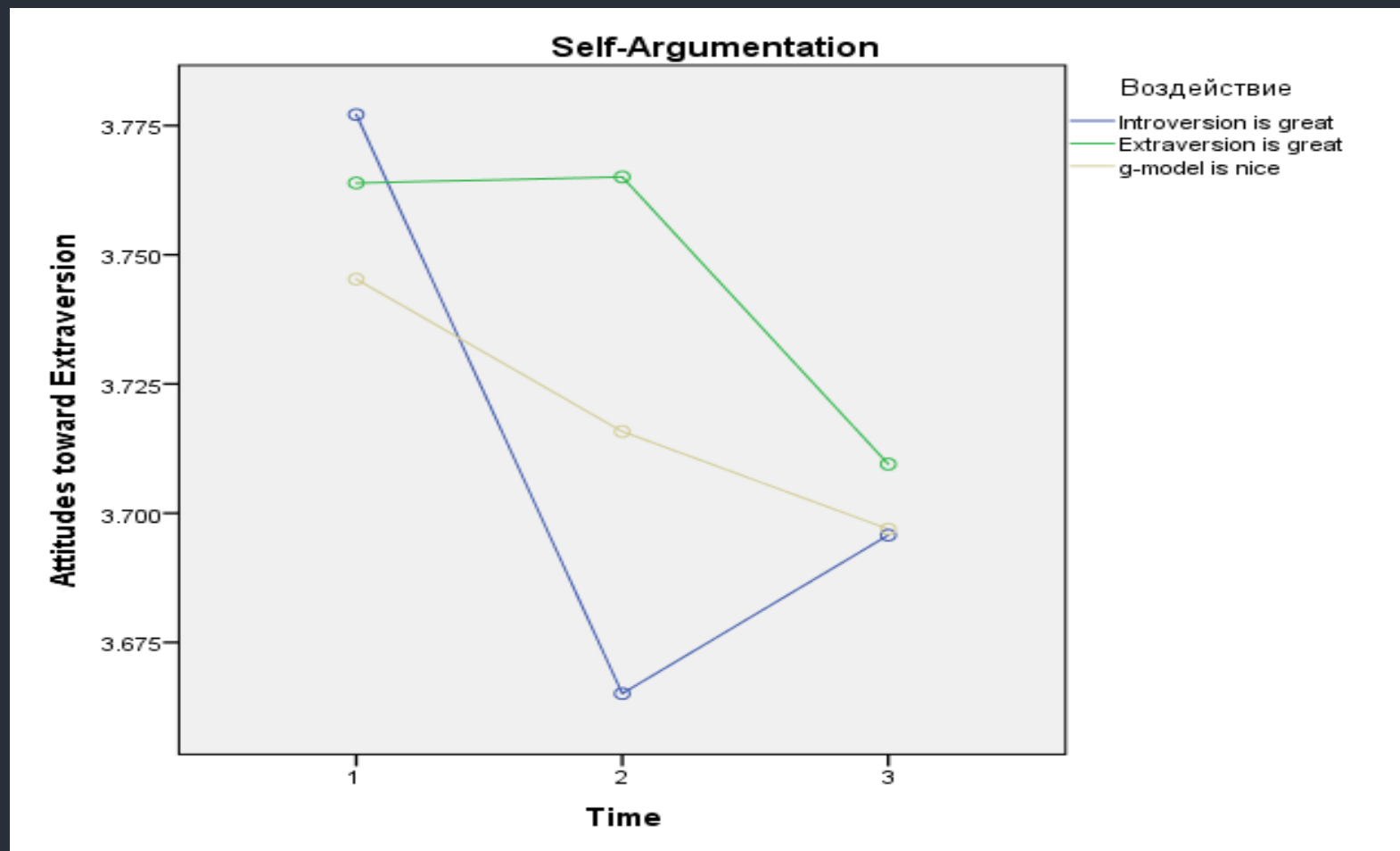
Attitude toward extraversion turned negative from T1 to T3, $F=7.58, p<.001...$



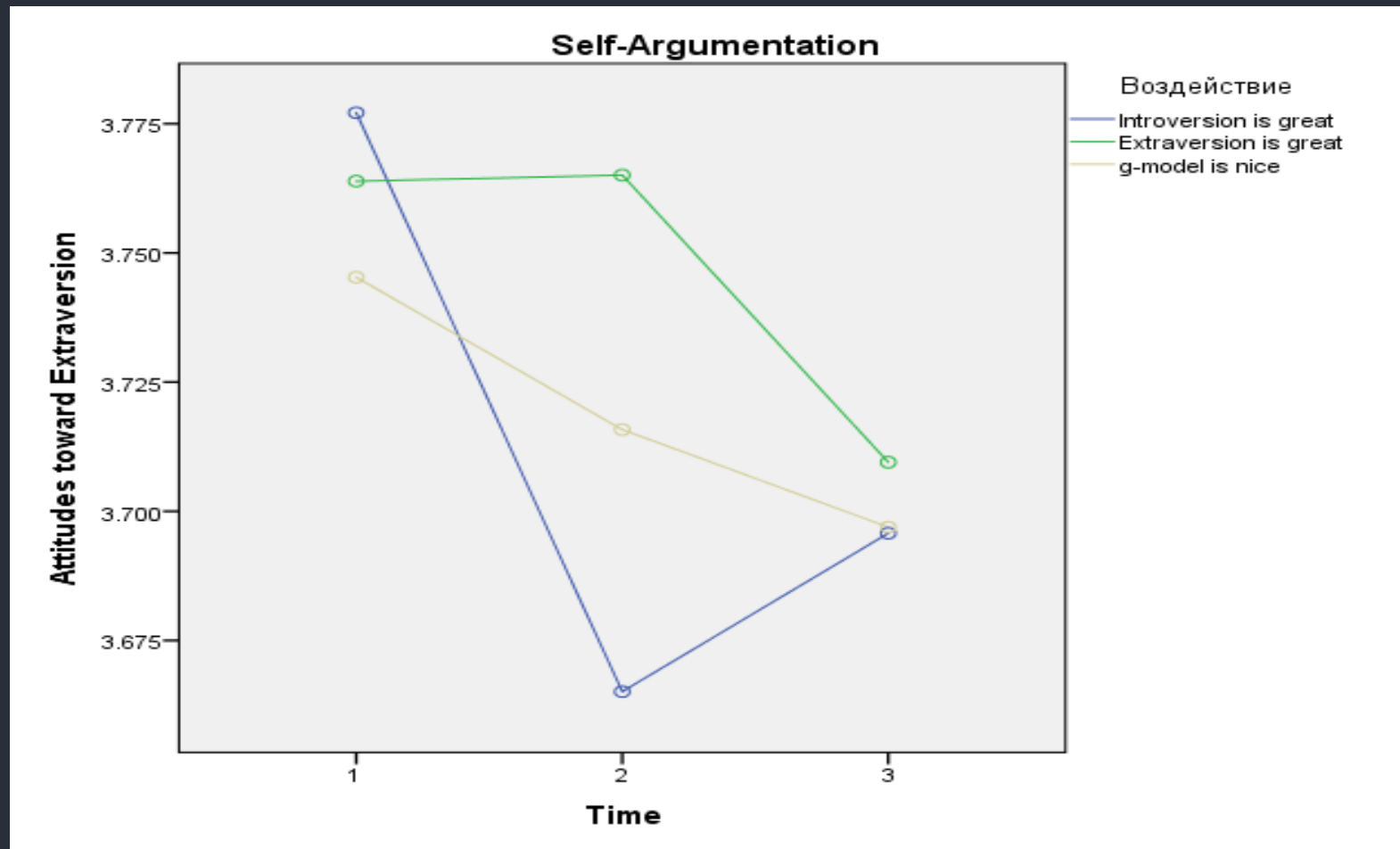
Argumentation*Time interaction
approached significance, $F=2.30$, $p=.058$



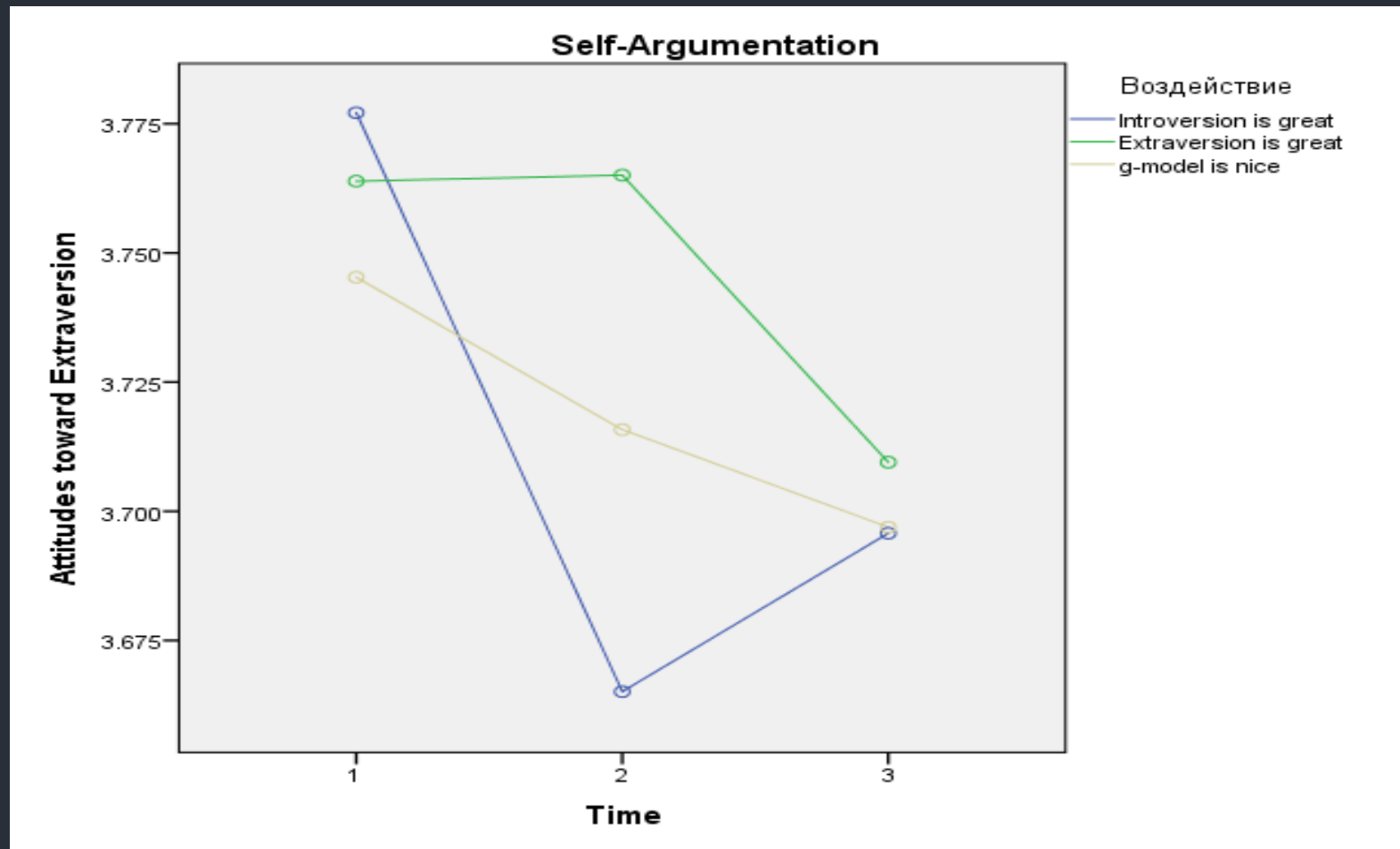
For “i-likers”, the attitude became (really) more negative from T1 to T2, $t=4.71$, $d=0.32$.



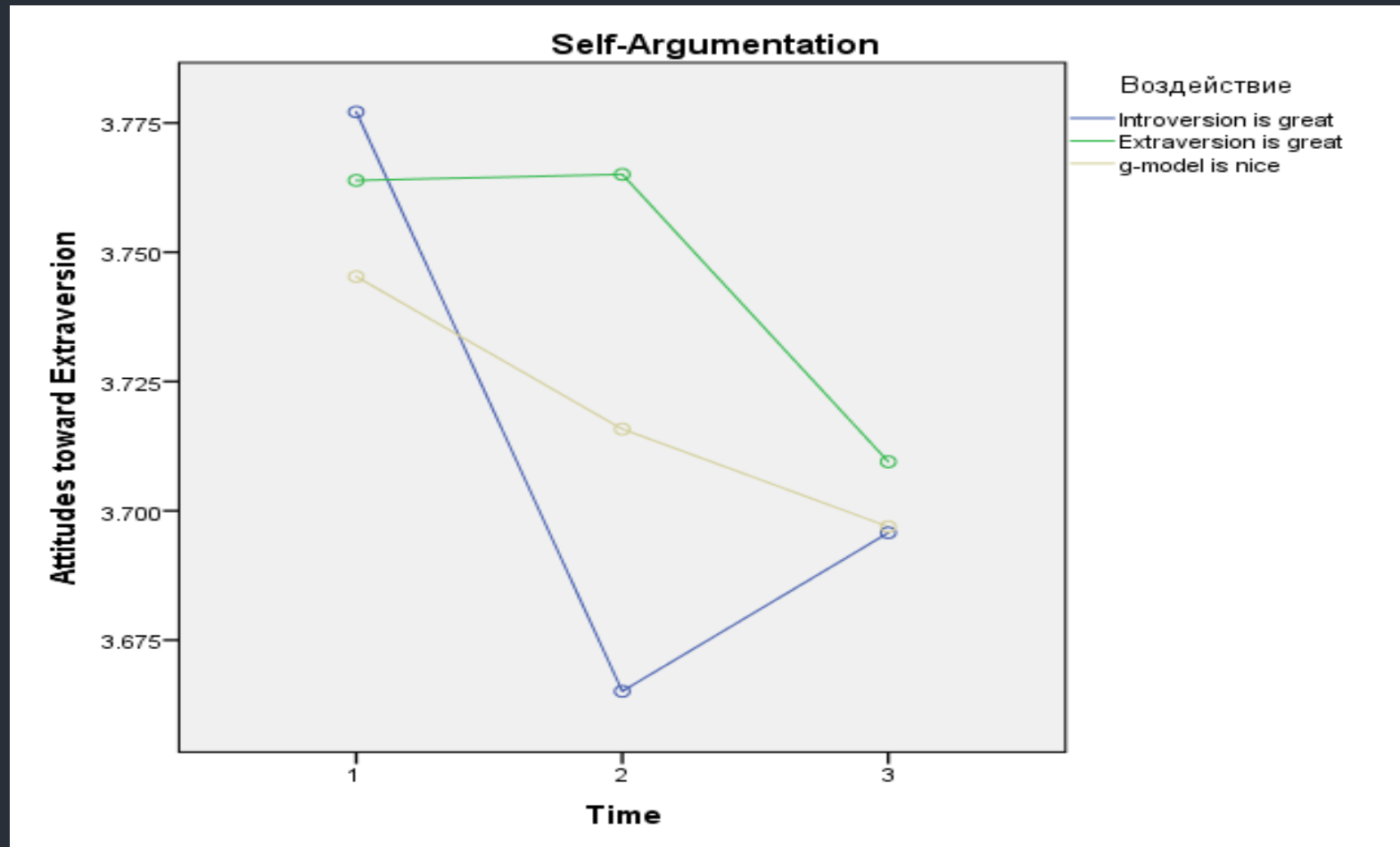
... though somewhat bounced back from T2 to T3,
 $t=1.23$, $d=0.12$.



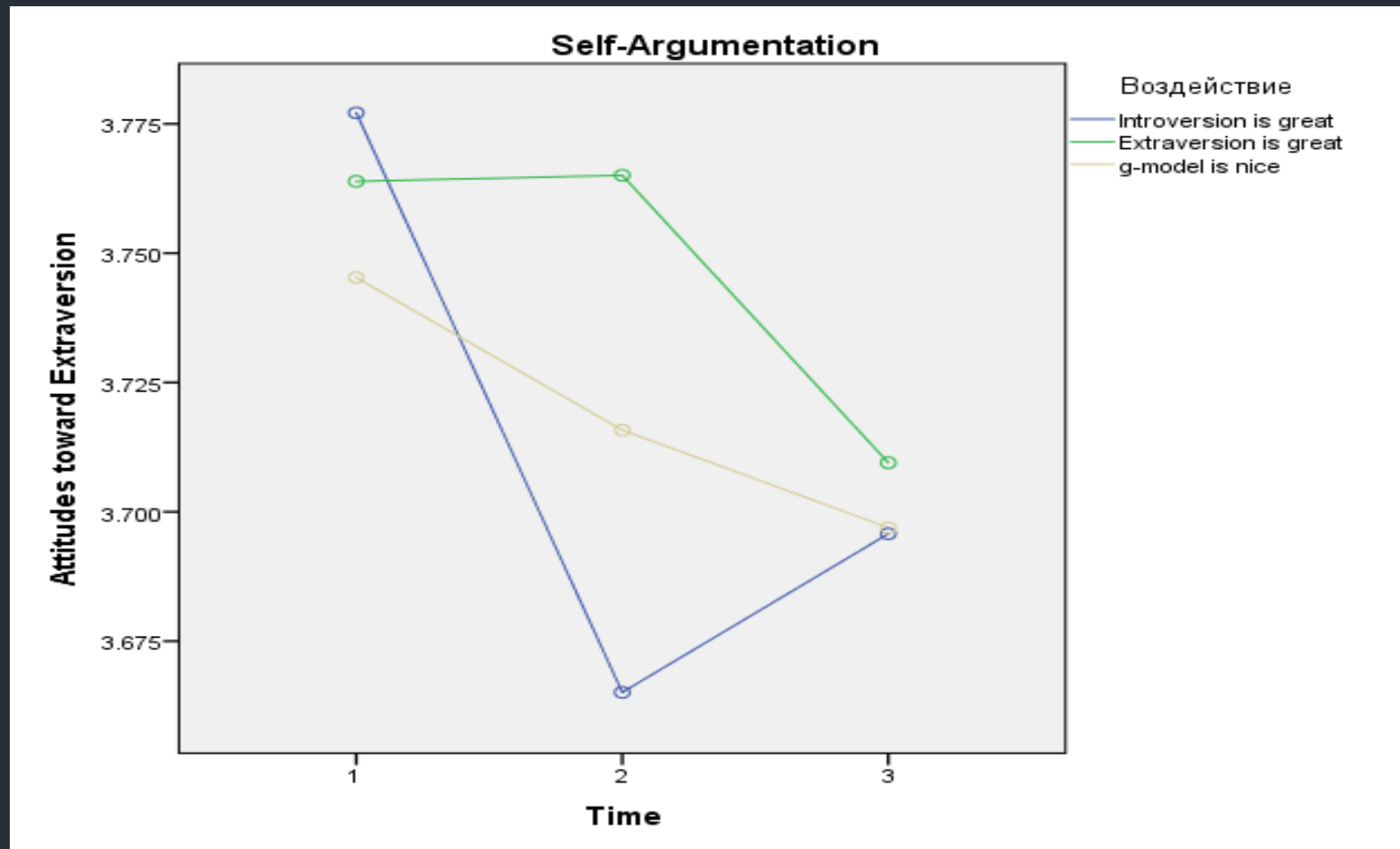
For “e-likers”, the attitude “got frozen”
from T1 to T2...



...and then “thawed” (turned negative)
from T2 to T3, $t=1.84$, $p=.069$, $d=0.19$



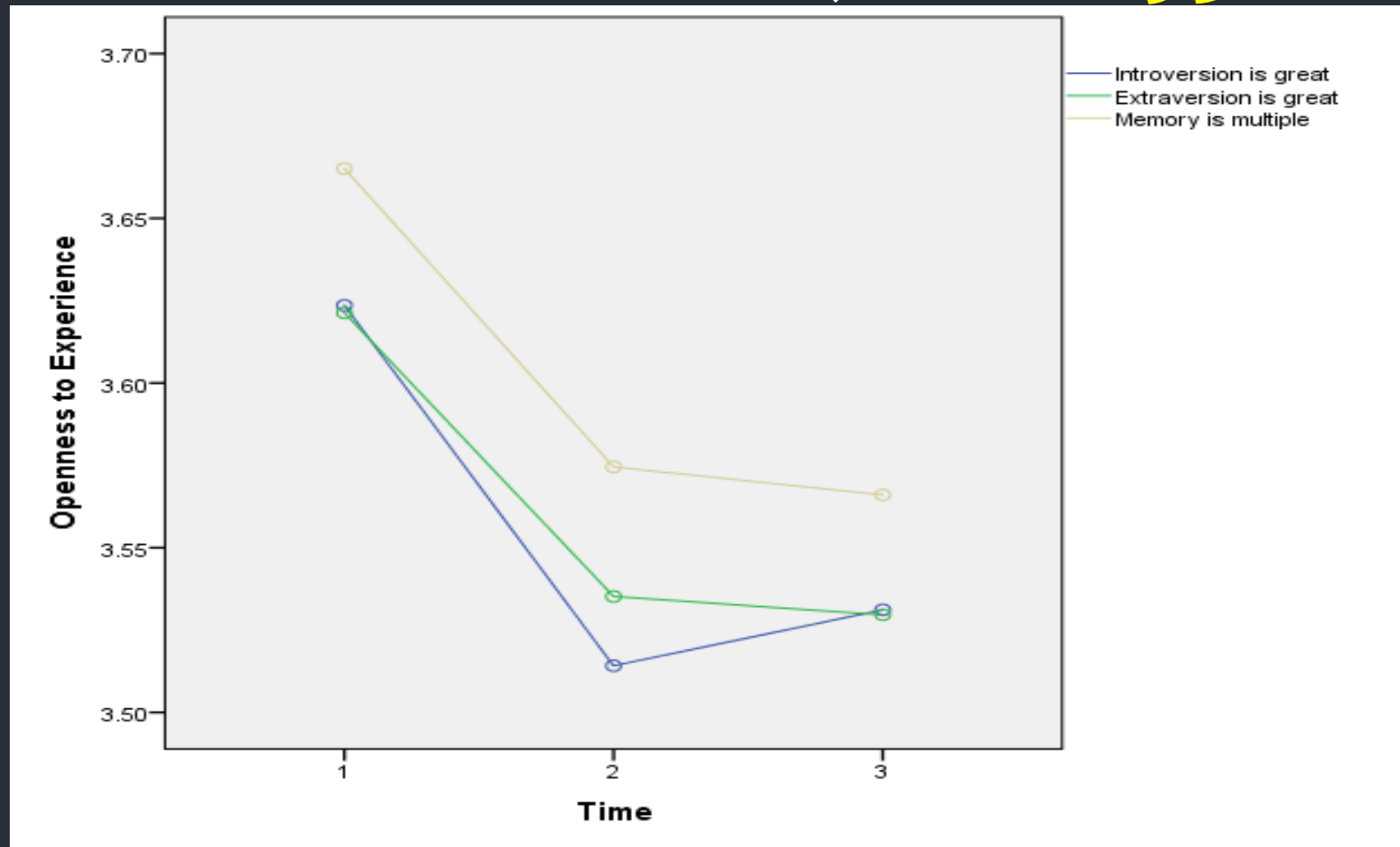
For “g-supporters”, the attitude constantly turned negative from T1 to T3, $t=1.57$, $p=.119$, $d=0.15$



Traits: An overview across both studies

Study 1 (N = 363)		
Trait	<i>F; p</i>	What happened (if any)
Extraversion	2.99; .056	Increased from T1 to T3
Agreeableness	1.76; .175	
Conscientiousness	0.27; .756	
Neuroticism	6.51; .002	Decreased from T1 to T3
Openness	0.16; .834	
Study 2 (N = 320)		
Extraversion	2.38; .098	Increased from T1 to T3 (except for "i-likers")
Agreeableness	1.83; .164	
Conscientiousness	0.52; .577	
Neuroticism	3.53; .032	Decreased from T to T3
Openness	12.93; .000	Decreased from T1 to T2

Openness decreased from T1 and T2 and then stabilized, $F = 12.93$



Attitudes: An overview across both studies

Study 1 (N = 363)		
Attitudes toward	<i>F; p</i>	What happened (if any)
Extraversion	2.22; .110	
Agreeableness	6.35; .002	Turned negative from T1 to T3
Conscientiousness	20.87; .000	Turned negative from T1 to T3
Neuroticism	4.73; .010	Turned positive from T1 to T3
Openness	5.56; .004	Turned negative from T1 to T3
Study 2 (N = 320)		
Extraversion	7.58; .001	Turned negative from T1 to T3 (except for "i-likers")
Agreeableness	8.89; .000	Turned negative from T1 to T3
Conscientiousness	24.55; .000	Turned negative from T1 to T3
Neuroticism	12.82; .000	Turned positive from T1 to T3
Openness	39.43; .000	Turned negative from T1 to T3

Summary

- 1. The Big Five **traits don't change** in a short run
 - **minus neuroticism** which may decrease as a self-report
 - **and a trait strongly affected by an accident**
 - like an intellectually challenging task for Openness
- 2. **Attitudes** toward traits may be a **less stable** mean-level construct
 - as compared to the traits

Summary

- 3. The attitudes turned more socially negative
 - Probably, individuals got more sincere
- 4. Argumentation pro and contra a extraversion had a limited impact on respective attitude and on the trait itself
 - Self-argumentation had a more profound effect than an external (more passive, lecture-like) argumentation