



- I. Behavioral Perspective A. Intentional and Behavioral Explanations
- Conceptualizing people as internally choosing their own destiny reflects an intentional explanation
 - Intentional explanations: Behavior is under internal (mental state) control
- Conceiving of people as controlled by external forces what are out of their control is a behavioral explanation
 - **Behavioral explanations**: Behavior is under external (environmental) control.

- I. Behavioral Perspective B. Behaviorism and Learning
- <u>Behaviorism</u>: The school of psychology that accounts for behavior in terms of observable acts or events, with out reference to mental entities, such as mind or will.
 - At its heart, behaviorism is the position that all behavior can be explained by processes of <u>learning</u>.
- Learning: The relatively permanent change in behavior (or behavioral potentiality) that results from experience (except for changes due to fatigue, injury, or disease).
 - Behavior is a function of its consequence: $B \rightarrow C$

I. Behavioral Perspective C. Behavior → Consequence

 Edward L. Thorndike (1911) formulated the Law of Effect

- Studied how cats escaped from of puzzle boxes.
 - If the consequence of a behavior is a *pleasant*, the prob. of the behavior occurring again is *increased*.
 - If the consequence of a behavior is *not pleasant or noxious*, the prob. of the behavior occurring again is *decreased*.
 - Law of Effect assumes that behavior can be altered by its consequence **without reference to mental states**.
- Law of Effect is an example of Associative Learning – certain events occur together

