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This unique workbook was written for the undergraduate Personality course where professors are looking for activities to help students learn and apply personality theories to real-life examples. The workbook is geared toward personality courses that are theories-based, as opposed to research-based. Because the cases explored are those based on normal behavior (as opposed to abnormal behavior), this workbook is especially useful. While most personality texts present the major concepts of personality theories, they don't help students apply the theories they have learned or to use the theories to understand other examples on their own. This workbook will help students do just that and is the perfect complement to any Personality text.

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Despite widespread acknowledgment that both personal and situational factors influence behavior, researchers in the area of social influence have been slow to examine individual differences in their work. Indeed, social influence investigators often point to their findings to illustrate the power of situational variables relative to personal causes of behavior. However, as the articles in this volume demonstrate, social influence researchers can obtain a greater understanding of the phenomena they study by incorporating individual difference variables into their research.

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