

**Examination Programme for Doctoral Applicants
in Cultural and Differential Psychology**

1. Approaches to studying individual differences in intelligence. Critical analysis of intelligence studies. Application of IQ tests – requirements.
2. Individualization of the self. Dimensions of the self: self-concept, self-confidence, self-efficacy, self-actualization. Intentional building of self uniqueness.
3. Structure of behaviour. Planned and spontaneous behaviour. Structure of goal-directed behaviour. Self-regulation of behaviour.
4. Personal style. The concept of individual style. Building an individual style: basic needs, basic beliefs and general conceptual framework of life. Dispositional style. Pessimism and optimism as dispositional styles.
5. Nature - nurture controversy. Nature and nurture in intelligence. Nature and nurture in personality. Nature-nurture interactions.
6. Gender Differences. Attitudes towards gender specific roles. Gender differences in cognitive performance. Gender differences in aspirations and achievement. Gender and leadership style.
7. Social class differences. Social class structure of society. Social class specific values, parental styles, and aspirations. Culture and social class associated expectations.
8. Cultural differences. Individualistic and collectivistic cultures.
9. Culturally specific construction of the self. Independent and interdependent self-construal. Concepts of success and happiness in different cultures.

Basic Sources

- Ashton, M.C. (2013). *Individual differences and personality (3rd ed.)*. London: Academic Press.
- Cooper, C. (2015). *Individual differences and personality (3rd ed.)*. Abingdon, UK: Routledge.
- John, O.P., R.W. Robins, & L. A. Pervin (Eds.) (2008). *Personality: Theory and research (3rd ed.)*. New York: The Guilford Press.
- Zinovieva, I. (2011). *Personality and individuality*. Sofia: LM Productions (in Bulgarian).
- Zinovieva, I. (1997). *Differential Psychology: From psychology of individual differences to psychology of individuality*. Sofia: Albatross (in Bulgarian).

Further reading

- Zinovieva, I. (2010). *Meaning and Behaviour Regulation*. Sofia: LM Productions (in Bulgarian).
- Zinovieva, I., Paunova-Markova, E., Angelova, A. (2016). Concepts of success and happiness in different cultures // Yearbook of Sofia University "St.Kliment Ohridski", Faculty of Philosophy, book Psychology, volume: 106, Sofia, Sofia University "St.Kliment Ohridski" Press, crp.17-29. (in Bulgarian).
- Ackerman, P. L., & Lohman, D. F. (2006). Individual Differences in Cognitive Functions. In P. A. Alexander & P. H. Winne (Eds.), *Handbook of Educational Psychology* (pp. 139-161). Mahwah, NJ, US: Lawrence Erlbaum Associates Publishers.
- Chamorro-Premusic, T., von Stumm, S., & Furnham, A. (Eds.) (2011). *The Wiley-Blackwell Handbook of Individual Differences*. Malden, MA: Wiley-Blackwell.
- Revelle, W., Wilt, J., Condon, D.M. (2011). Individual differences and differential psychology: A brief history and prospect. In: Chamorro-Premusic, T., & Furnham, A. & von Stumm, S. (Eds.) (2011). *The Wiley-Blackwell Handbook of Individual Differences*. Malden, MA: Wiley-Blackwell.
- Davis, S. F. & W. Buskist (Eds.) (2008). *21st Century Psychology: A Reference Handbook*. Thousand Oaks, California: Sage.
- Emmons, R. A. (1986). Personal strivings: An approach to personality and subjective well being. *Journal of Personality and Social Psychology*, 51, 1058–1068.
- Frankl, V. E. (1962/1980). *Man's Search for Meaning: An Introduction to Logotherapy*. New York: Simon & Schuster.
- Funder, D. (2010). *The Personality Puzzle (5th ed.)*. New York: W.W. Norton
- Funder, D. C., & Ozer, D. J. (Eds.). (2010). *Pieces of the Personality Puzzle: Readings in Theory and Research (5th ed.)*. New York: W.W. Norton.
- Higgins, E. T. (1996). Ideals, oughts, and regulatory focus: Affect and motivation from distinct pains and pleasures. In P. M. Gollwitzer & J. A. Bargh (Eds.) *The Psychology*

of Action: Linking Cognition and Motivation to Behavior. New York: Guilford, 91–114.

Hoyle, Rick H. (Ed.) (2010). *Handbook of Personality and Self-Regulation*. Blackwell Publishing, 2010.

Larsen, R.J., & Buss, D. M. (2009). *Personality Psychology: Domains of Knowledge about Human Nature (4th ed.)*. New York: McGraw-Hill.

McCrae, R.R., & Costa, P.T. (1997) Personality trait structure as a human universal. *American Psychologist*, 52, 509-516.

McCrae, R. R., Terracciano, A., and Members of the Personality Profiles of Cultures Project. (2005). Universal features of personality traits from the observer's perspective: Data from 50 different cultures. *Journal of Personality and Social Psychology*, 88, 547-561.

Miserandino, M. (2011). *Personality psychology*. Boston: Pearson Academic. Unger, R. K. (2001). *Handbook of Psychology of the Women and Gender*. New York: John Wiley & Sons.

Sternberg, R. (1985). *Beyond IQ: A Triarchic Theory of Human Intelligence*. Cambridge University Press.