

What causes change in people?

Traditional—the environment

- A reward makes the person emit a response more; a punishment makes the person emit the response less. (Instrumental or Operant Conditioning)
- A neutral situation or person is associated with one which already produces (elicits) a response in a person. (Classical Conditioning); the neutral stimulus gains the ability to elicit the response.
- A person observes another person do something, which changes the person as a result (Observational Learning)
- A person listens to or reads something, which changes the person. (Verbal Learning)

PCT—the person

- A person controls by doing whatever is needed to obtain the reward or avoid the punishment. If a person is controlling a perception for a large reference level, the item perceived can be used as a reward. If a person is controlling a perception for a zero or small reference level, the item perceived can be used as a punishment.
- A person perceives a neutral situation or person in the same way as one that already is under control. The person controls the neutral stimulus in the same way as the one that is already under control.
- A person reorganizes perceptions that the person can already control by observing another person do something, if the person wants to imitate it.
- A person uses language to reorganize perceptions that they can already control, if the person wants to learn about what they are reading or hearing.

What is Reorganization

- When a person can't reduce error signals with what the person already knows and can do.
- Trial and error process in which the properties of control systems are changed—gains, delays
- In which new control systems are created.
- In which relationships of already acquired control systems change
- In which new levels of perception emerge—Wonder Weeks book.

How Does Reorganization Work

A person has tried everything he/she knows to reduce an error signal.

A person's awareness is drawn to the control systems which have these error signals. A person is aware of the perceptions involved.

Reorganization of the selected control systems happens in a trial and error way.

Building A New Control System

- Input function happens first; a new perceptual variable is discriminated.
 - Comparator function happens next; a particular value of the perceptual variable becomes the preferred one.
 - Output function happens next; a person learns how to control the perceptual variable.
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Learning To Clean One's Room

- What will the room look like, smell like when it is clean versus non-clean?
- What are the benefits of a clean room?
- How to change the room from the way it is to match the way a clean room is.