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**Explaining communication patterns through personality traits and individual value preferences: First insights from an experimental pilot study**

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*Abstract*

The paper has two major aims: First, we explore the relationship between individual characteristics, such as personality traits and individual value preferences, and patterns of communication in intercultural settings. Second, we present a research design that incorporates interdisciplinary elements and illustrates how mixed-methods can be effectively put into action, in order to yield more comprehensive and reliable results.

The data used for the pilot study, consists of video recordings of an oral exam at the University of Warwick, where students (groups of six) were asked to sort occupations according to their contribution to society. The analyzed data focuses on the interactive communicative patterns of participants when negotiating their individual preference lists of occupations. Besides data about respondents' individual values (PVQ) and personality traits (NEO-FFI) was collected which offered additional explanations for the observations made in the oral exam situation.

As participants came from different countries we were able to explore three important aspects of intercultural communication: (1) Is nationality a valid predictor of communication patterns, (2) to what extent can personality traits and/or individual value preferences explain specific

observations, and (3) what kind of communication patterns emerge throughout such a context? The presented findings provide valuable first insights into relationships that so far have solely been explored from a unidimensional perspective, e.g. measuring and exploring constructs by applying a single research method. In this study we will demonstrate how qualitative analysis of interactional data and classic quantitative procedures can be merged to explore socially complex relationships by applying mixed-methods in a truly interdisciplinary study.

The presented results are solely based on the data collected for the pilot study, which limits its applicability to this very sample. Nevertheless, the presented preliminary findings, provide promising paths for future research.