themselves as changes in human performance and psychological well-being. [Emphasis added.]

Reporting on a study testing the hypothesis that extroverts smoke for nicotine and introverts smoke for the motor activity provided by smoking, another presentation concluded:

Extraverts [sic] relied principally on nicotine and did not pay attention to the motor aspects of smoking except to gain nicotine and so did not show well developed motor potentials preceding the motor act. However, the effect of nicotine is to enhance the extravert's motivation to act, and this increases motor activity rate after smoking (as was shown in the tapping rate recorded for extraverts after smoking) . . . . For preparatory smokers (extraverts): Smoking functions as a kind of portable, stationary generator inducing the effects of activity on the CNS [central nervous system] without the usual requirement of stressful activity to achieve those effects. 171

Finally, another BATCO conference focusing on nicotine was held in 1984. One of the presentations was characterized by a Brown and Williamson official:

The presentation was concerned with summarising and outlining the central role of nicotine in the smoking process and our business generally. There are two areas of nicotine action that are of primary importance: (i.) to identify to what extent the pharmacological properties or responses to nicotine are influenced by blood and tissue levels of nicotine. (ii) what is the significance and role of nicotine in eliciting the impact response and upper respiratory tract responses . . . [Emphasis added.]<sup>172</sup>

See also:

<sup>170</sup> Ferris RP. The role of smoking behavior in product development: some observations on the psychological aspects of smoking behaviour. In: Proceedings of the BATCO Smoking Behaviour-Marketing Conference, Session III. July 9-12, 1984. Page 79.

Proceedings of the BATCO Smoking Behaviour-Marketing Conference, Session III. July 9-12, 1984. Slides. Pages BW-W2-02772-02775.

Ayres CI. Notes from the GR&DC [Group Research and Development Centre] Nicotine Conference June, 1984. Page 62. The conference was devoted predominantly to nicotine's pharmacological effects. The conference's seven sessions are listed as follows:

Session I - Nicotine Dose Requirement - Background; Session II - Nicotine Dose Estimation; Session III - Sensory and Psychological Effects of Nicotine; Session IV - Effect of Nicotine - Interaction with the Brain (Pharmacology); Session V - Effects of Nicotine - Interaction with Peripheral Tissues (Physiology); Session VI - Product Modification for Maximal Nicotine Effects Session VII - General Session. Pages BW-W2-02639, 12641-46.