Unit X

Personality

Overview

Unit X explores the various approaches to identifying, quantifying, and explaining personality. The history of personality research is covered from Sigmund Freud's turn-of-the-century psychoanalytic theories of the unconscious, psychosexual stages, and defense mechanisms to the modern social-cognitive understanding of personality as being trait-based and environmentally influenced. The contributions of the humanists, neo-Freudians, and trait theorists to the discussion of personality are examined. The unit closes with an explanation of the self as an emerging focus of study.

Modules

55	Psychoanalytic and Psychodynamic Theories
56	Humanistic Theories
57	Trait Theories
58	Social-Cognitive Theories
59	Exploring the Self

Tip #10 Make a Study Space

Find a space in your home that can be uniquely dedicated to studying and claim it as your own. Make certain it is free of distractions, is quiet, and has good lighting. Make sure to put away any distractions such as your phone or computer in order to preserve your space just for studying. You will come to associate this space with the behavior you perform there and this will help make it easier to study each time you return.

Module 55

Psychoanalytic and Psychodynamic Theories

Before You Read

Module Summary

Module 55 introduces Sigmund Freud's view of personality with a description of the unconscious factors that he believed drive and underlie individual traits. Freud's proposed psychosexual stages and defense mechanisms are presented. The module closes with a discussion on contemporary psychology's view of Freud's psychoanalytic perspective and how the more modern Psychodynamic approach has challenged, critiqued, and ultimately updated Freud's original theory.

Before beginning the module, take a moment to read each of the following terms and names you will encounter in this module. You may wish to make vocabulary cards for each

Key Terms

personality

psychodynamic theory

psychoanalysis

unconscious

free association

id

ego

superego

psychosexual stages

Oedipus complex

identification

fixation

defense mechanisms

repression

regression

collective unconscious

projective test

Thematic Apperception Test (TAT)

Rorschach inkblot test

terror-management theory

Key Names

Sigmund Freud

Alfred Adler

Karen Horney

Carl Jung

While You Read

Answer the following questions/prompts.

55-1

1. How is personality defined?

2. Briefly address the differences between Psychodynamic theories and psychoanalysis.

55-2

1. Describe how free association as used by Freud was a tool in psychoanalysis.

 Explain how the image of an iceberg illustrates the three components of Sigmund Freud's view of the different levels of consciousness.

 Briefly explain the three components Freud believed contributed to one's personality. Also, include an example of how these three components interact in a real-world situation.

55-3

 Give a brief summary of each of Freud's psychosexual stages, and explain the conflicts that Freud believed were present during each. How can one become fixated at a given stage?

2.	. How did Freud suggest defense mechanisms help peopl	le cope with threatening feelings?
4.	" Tiow did Fleud suggest deterise mechanisms herp peop.	8

3. Using Table 55.2, define each defense mechanism in your own words and come up with a new example to illustrate how each defense mechanism might manifest itself.

Defense Mechanism	Definition in Your Own Words	Example
Regression		
Reaction formation		
Projection		p.v.
Rationalization		
Displacement		
Sublimation		
Denial		

55-4	
1. How do neo-Freudians	oth agree with and challenge Freud's ideas?

2.	riefly explain at least one contribution to the field of psychology made by each of the following neo-Freue	dians.
Ca	ung:	

Karen Horney:

Alfred Adler:

3. Discuss the general criticisms of Freud's theories.

4. List some of the aspects of Freud's theories that endure today.



1. What is the goal of projective tests?

2. Briefly describe the intent and usage of the Thematic Apperception Test (TAT).

3. Briefly describe the intent and usage of the Rorschach test. How do the responses that individuals provide differ on the TAT test from the Rorschach test?

4. Discuss the criticisms of projective tests such as the Rorschach and TAT.

55-6

1. Discuss the problems and criticisms of Freud's theories.

	List some of the aspec	cts of Freud's theories	s that	endure	today.
7.	L.				

3. In what ways has modern research challenged the idea of repression?

4. How may terror-management theory support some of the ideas that Freud proposed?

After You Read

Module 55 Review

Select the best answer to see if you have mastered the basics.

- This aspect of the mind, according to Freud, operates on the pleasure principle and is chiefly concerned with gratification of needs and wants.
 - a. ego
 - b. superego
 - c. the unconscious
 - d. id
 - e. free association
- 2. According to Freud, around the age of 4 or 5, the aspect of the mind that is the voice of our moral conscience develops. He called this the
 - a. ego.
 - b. superego.
 - c. the unconscious.
 - d. id.
 - e. Oedipus complex.

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- 3. Which of the following correctly lists, in order, the stages of psychosexual development according to Freud?
 - a. oral, anal, phallic, latency, genital
 - b. anal, oral, phallic, latency, genital
 - phallic, latency, oral, anal, genital
 - d. anal, latency, genital, oral, phallic
 - e. latency, oral, phallic, anal, genital
- 4. Robert is 5 years of age. According to Freud, Robert is likely
 - in the oral stage and focused on biting and sucking.
 - in the phallic stage and attempting to identify with his father.
 - c. in the anal stage and focusing on bladder control.
 - d. in the latency stage and not interested in sexual feelings.
 - e. in the genital stage and developing sexual interest.
- 5. According to Freud, which of the following defense mechanisms underlies all the others?
 - a. repression
 - b. projection
 - c. sublimation
 - d. reaction formation
 - e. denial
- 6. Luis was a violent child who frequently got into fights at school. This caused him a great deal of anxiety as he was always in the principal's office and frequently shunned by classmates and labeled a trouble maker. As an adult, he became a prize-winning boxer. Freud would explain this career choice in terms of which defense mechanism?
 - a. projection
 - b. denial
 - c. rationalization
 - d. reaction formation
 - e. sublimation
- 7. Freud's use of free association was intended to
 - a. bring out the thoughts of the superego.
 - b. develop a relationship between the therapist and the patient.
 - c. allow an exploration of the unconscious.
 - d. release the patient's inhibitions.
 - e. tap into the conscious control of the unconscious.
- 8. Anh recently immigrated to America and is generally scared and distrustful of her new environment. Among her friends she is known to criticize her American classmates for their standoffishness and rudeness toward her. Freud might explain that Anh is utilizing the defense mechanism of _______ to protect her mind from her anxiety about not being liked or accepted.
 - a. reaction formation
 - **b.** denial
 - c. sublimation
 - d. projection
 - e. displacement

- Nichole was raised in a physically and emotionally abusive home for over a decade before being removed to foster care. When speaking with her social worker, she professes great love for her birth parents and praises them for their care of her. Her social worker, being a great fan of Sigmund Freud, recognizes that this may be covering up hostility toward his birth parents. Which of the following defense mechanisms at work?
 - a. reaction formation
 - b. sublimation
 - c. displacement
 - d. regression
 - e. rationalization
- 10. According to Freud, explain how the ego interacts with the id and superego.

11. What is considered a major challenge to Freud's theory, and why?

12. What is the Thematic Apperception Test (TAT)?

13. What is the Rorschach Test?

- 14. Jerry regularly drives above the speed limit to and from work and claims that most other drivers speed. Freud might call this _______.
 - a. sublimation
 - b. regression
 - c. projection
 - d. reaction formation
 - e. displacement
- 15. The terror-management theory is best defined as
 - a. the terror resulting from our awareness of vulnerability and death.
 - b. a method of combating the terror stemming from our childhood.
 - the belief that we are in control of our terror.
 - **d.** the terror that can be managed in the unconscious.
 - e. the terror we feel when defense mechanisms fail.
- 16. According to Carl Jung, humans have a collection of archetypes or images derived from our species' universal experiences. He called this
 - a. manifest content.
 - **b.** latent content.
 - c. basic anxiety.
 - d. the collective unconscious.
 - e. inferiority complex.
- 17. Compare and contrast the theories of Carl Jung, Karen Horney, and Alfred Adler to those of Sigmund Freud. Discuss the aspects of Freud's theories on which they agreed and those on which they disagreed.

Module 56

Humanistic Theories

Before You Read

Module Summary

Module 56 introduces the humanistic view of personality and explains how humanistic psychologists assess a person's sense of self. Humanist theories are described and a discussion on the criticisms of humanism concludes the module.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

Kov	Term	S
M IS N	10111	_

humanistic theories

hierarchy of needs

self-actualization

self-transcendence

unconditional positive regard

self-concept

Key Names

Abraham Maslow

Carl Rogers

While You Read

Answer the following questions/prompts.

56-1

 Explain the essential difference between the 1960s humanist view on personality and the earlier emphasis on psychoanalytic and behaviorist views.

2. What characteristics did Maslow find were common among those who had achieved self-actualization?

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3.	How does self-transcendence go beyond the ideas of self-actualization.
	Name and briefly discuss each of Carl Roger's three conditions for ideal growth (Hint: things get better with AGE):
	b.
٠.	
	c.
5.	Give an example of how a therapist might treat a client with unconditional positive regard.
6.	How do Maslow and Rogers define "self-concept"? What happens if our self-concept is positive? Negative?

medical and a second

- 56-2
- 1. Describe the process humanistic psychologists use to assess a person's sense of self and the critics responses to the approach...

Callette .

- 56-3
- 1. In what ways have the beliefs of humanistic psychologists influenced our modern perception of personality?

2. Explain the criticism of humanist views.

After You Read

Module 56 Review

Complete the questions below to see if you have mastered the basics.

1. Elias is a seventeen-year-old high school student in a middle-class neighborhood. The crime rate in his neighborhood is the lowest in the state and his neighbors throw block parties and gettogethers monthly. Elias is popular in school and gets good grades. He participates in the drama program and is on the debate team. Elias has been dating a girl steadily for 6 months and they enjoy many of the same activities. All-in-all, Elias is a well-adjusted teenager and feels good about his achievements. According to the hierarchy of needs proposed by Abraham Maslow, what is Elias's next "task"?

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2.	Suzanne is a high school student who is well-liked by her peers. She is an open and transparent friend and can be counted on to tell the truth and share her feelings. She is praised by others for her understanding of friends' problems. She is the first person people go to when they need a good listener. According to Carl Rogers' person-centered perspective, which additional condition should be present in Suzanne's ideal growth climate?
3.	Angelika is often unhappy with those around her and feels she misses out on much that life has to offer. She is dissatisfied with her job and her home life and is seeking help from a humanistic therapist. Most likely the therapist would begin by recognizing what about her self-concept? In what way might the therapist help Angelika?
4.	Joe is seeking therapy for severe depression, what three strategies might a humanistic psychologist recommend in order to promote Joe's personal growth and recovery?

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Module 57

Trait Theories

Before You Read

Module Summary

Module 58 explains how psychologists use traits to describe personality. Personality inventories and their strengths and weaknesses as trait-assessment tools are explained. The question of whether personality traits are consistent over time and across situations is presented, and traits that seem to provide the most information about personality variation are identified.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

Key Terms

trait

personality inventory

Minnesota Multiphasic Personality Inventory (MMPI)

empirically derived test

Key Names

Robert McCrae

Paul Costa

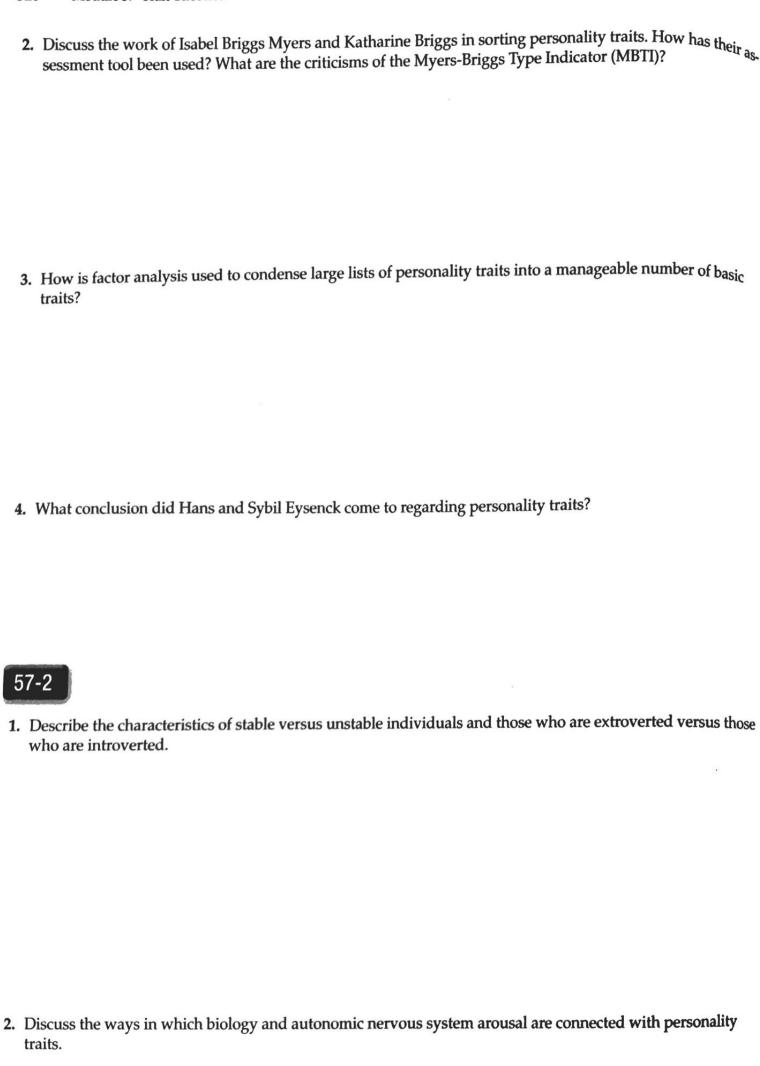
Martin Seligman

While You Read

Answer the following questions/prompts.

57-1

1. Explain how Gordon Allport differed from Sigmund Freud in his description of personality.





2. Define "empirically derived" and then apply the term to the items on the MMPI.

3. How do objectively measured personality assessments differ from those that are considered more subjective?

57-4

1. According to trait theorists Costa and McCrae, what are the five basic dimensions of personality?

2. Using Table 57.1 describe the personality characteristics of someone you know who demonstrates high levels of conscientiousness and openness and low levels of neuroticism, extraversion and agreeableness.

3. Referring to Table 57.1, place yourself on the left (low), middle or right (high) of the scale for each of the "Big Five" personality factors.
4. Discuss the heritability of the "Big Five" personality characteristics.
Briefly discuss the cross-cultural findings regarding the "Big Five" personality characteristics
5. Briefly discuss the cross-cultural intuitigs regulating the 2-3-2-4-1
 Summarize the person-situation controversy. What is your personal opinion on the consistency of traits over time and across situations? Provide evidence from the text to support your opinion.
2. What are some ways in which we can convey our personality traits to others without even realizing?

After You Read

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Mone			ina.

Answer the following questions to see if you have mastered the basics.

Which personality dimensions are most readily associated with the work and theories of Hans and Sybil Eysenck?

10	w may seem similar—think carefully.) (a) for conscientiousness, (A) for agreeableness, (N) for neuroticism, (O) for openness, and (o) for extraversion.
_	Katie is very down-to-earth and practical. She uses recycled grocery bags, shops every cient way possible. She eats pasta on Mondays and fish every Friday. She never misses any of her 8 P.M. TV shows.
_	Doug is a gullible, trusting man who will do almost anything for his friends as well as strangers. He is very helpful around the house and is readily counted on to be there when you need him. His teen daughters have him wrapped around their fingers and even though he tries to be firm with them, he usually gives them whatever they ask for.
_	Trevor is a fidgety, nervous bank teller. He frequently worries about a robbery and takes medication to control his anxiety. He sees himself as less capable than his fellow tellers and typically counts money multiple times before giving it to customers. Trevor often wonders if the bank cameras are watching him and if his manager thinks he is taking bank funds from his teller drawer even though he has never engaged in this behavior.
_	Meghan is a high school student who participates on three athletic teams. She has many friends and has parties at her house at least once a month so she can see them all. Her parents are drawn to her vibrant spirit, great big bear hugs and infectious smile. Meghan is well-adjusted and really enjoys her life.
	Cecilia is having a hard time in school. The work she produces for her courses is often riddled with errors and eraser marks but she rarely takes the time to rewrite

3. A personality inventory that has hundreds of T/F questions grouped into 10 clinical scales is the

work home.

her papers. Cecilia loses many important assignments because her backpack is filled to overflowing with individual papers crammed in sideways and backwards. Cecilia wants to do well in class but often forgets assignments are due or forgets to bring her

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4.	A characteristic pattern of behavior and conscious motive, such as stubbornness, is referred to as a
	·
5.	The two researchers recognized for their work on the five dimensions of personality are
	and

6. How might the "Big Five" personality characteristics influence one's preferences for a given career?

Module 58

Social-Cognitive Theories

Before You Read

Module Summary

Module 58 presents the social-cognitive theories of personality and describes how social-cognitive researchers explore behavior. This is followed by a summary of major personality theories discussed in this module and the tools each uses to explore personality by the different approaches.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

Key Terms

social-cognitive perspective behavioral approach reciprocal determinism

positive psychology

Key Names

Albert Bandura

While You Read

Answer the following questions/prompts.



1. Explain the role of environment on personality development according to both a social-cognitivist and a behaviorist. In what ways are their explanations similar or different?



4. Explain how assessment centers look at past behavior to predict future behavior. Why is this currently a preferred strategy for assessing personality?

58-2

1. In what way have social-cognitive researchers been criticized? How have they responded to this criticism?

U:	e t	the information from Tables 58.1 and 58.2 to answer the following questions.
2	. a	Jason is a therapist who is helping his clients focus on healthy behaviors and developing a positive self-concept. Jason is likely a therapist.
	b	Suzanne is using the Rorschach and TAT to assess her patient's underlying unconscious conflicts. During therapy sessions, she asks her patients to reflect on their childhood experiences and dream content. Suzanne is likely a therapist.
	c.	Margarite is a therapist who believes the characteristics her patients show in therapy are probably similar to those they show at home or at work. Margarite is likely a therapist.
3.	a.	Juan is investigating the link between caffeine consumption and energy levels. He asks his coworker how many cups of coffee he drinks each day and then charts his coworkers energy highs and lulls. He also asks their family members to confirm the reports from his co-workers regarding their coffee intake. Juan is conducting a
	b.	Lakisha is curious to know how many of her classmates actually tune in to watch the Olympics. She develops a list of questions about the Olympics and circulates it in her classes throughout the day. Lakisha is conducting a
	c.	Lamont is showing his clients stimuli from both the Rorschach inkblot and Thematic Apperception tests, he is using to better understand his client's inner thoughts and feelings.

After You Read

Module 58 Review

Answer the following questions to see if you have mastered the basics.

1. What are the three components of reciprocal determinism as explained by Albert Bandura? Briefly describe each.

2. Briefly explain how the behavioral approach to psychology gradually morphed into the social-cognitive perspective.

3. Match the ideas below to the theory to which they belong

Person	Theory	
Carl Rogers	Psychodynamic	
Albert Bandura Gordon Allport Sigmund Freud	Trait	
	Humanistic	
	Psychodynamic	
Carl Jung	Social-Cognitive	

Notes

Module 59 Exploring the Self

Before You Read

Module Summary

Module 59 discussed the emphasis on the self in the field of psychology, and presents an explanation of the Module of the difference between individualistic and collectivist cultures closes out the module.

Before beginning the module, take a moment to read each of the following terms and names Berole Vou will encounter. You may wish to make vocabulary cards for each.

Key Terms

self

spotlight effect

self-esteem self-efficacy self-serving bias

narcissism

individualism

collectivism

While You Read

Answer the following questions/prompts.

Define self and make a list of all of your possible selves.

2. Explain research on the spotlight effect. Provide an example of when you felt like the spotlight effect was happening to you.

5. Define narcissism, and explain what Jean Twenge's studies have shown about the increase in narcissism across

the last several decades.

6. Explain the difference between defense and secure self-esteem.

1. Explain, using examples, how an individualist culture differs from a collectivist culture.

2. Discuss how the data collected on newborn baby names supports American's individualistic tendencies. How might these results simply be a reflection of a changing society?

3. Compare the costs and benefits of individualist and collectivist cultures in the chart below.

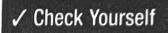
Type of Culture Individualist	Benefits	Costs
Individualist		
Collectivist		

4. Are there elements of collectivist cultures that you think should be more prevalent in America today? Explain.

After You Read

Module 59 Review

1.	Sandra thinks everyone will notice the large pimple on her cheek and is very anxious about going to school. At the end of the day she is certain all of her classmates have been talking about her pimple when in reality not a single person noticed. Having studied psychology, you know that Sandra is falling victim to the
	·
2.	Simon is asked to go skiing with friends and eagerly accepts. Although he has not skied before, he feels that he will do well because his skills as a skateboarder will transfer to skiing. Psychologists would say he has a high sense of
	Last week, Clint scored two goals against the rival soccer team in the regional competition. When asked after the game about his goals, Clint told the school reporter that he was ranked #3 in the state and was just very skilled at the game. Last night, in the state competition, Clint was unable to score any goals. When the school reporter asked him about the game, Clint said the rain made the field too slick and the referee missed several calls. As a student of psychology, you know that Clint is affected by a
	America is an example of a(n) culture, while South Korea is an example of culture.



Now that you have mastered the basics, work through the problems below to see if you can synthesize, evaluate, and analyze what you have learned.

Joshua is a junior vice president at MHH Enterprises, a high-paced advertising and marketing firm in New York. Josh is up for a promotion and is under a great deal of stress due to the timelines, heavy workload, and frantic pace of the firm. While taking one of his five-daily smoking breaks outside, he tells his assistants that he feels certain two other junior VPs are "plotting to keep him from being promoted" and Josh will resort to any means, even illegal means, to get the job. Josh thinks if he ran this company, it would be a better place. He is easily angered, quite sarcastic, and often moody. He is known in the office as being short-tempered. Recently, after losing a big account, Joshua lost control and yelled at his assistants for their incompetence. Today, in a hurry, he spilled his entire cup of coffee on his pants and is sure everyone at the office noticed. After leaving work at 7pm, he hits the gym for two hours to keep his body trim and buff. He arrives home at 9pm where he works to formulate more ideas and strategies for his new ad campaign.

Define each term below, identify the key researcher associated with the term, and describe with specific examples how each term is evident in Joshua's story above.

ancept	Definition	Researcher Associated With Term	Specific Evidence of Term in Scenario
Term/Concept Reciprocal determinism		,	
Oral stage of psychosexual development			
Displacement			
Agreeableness			
Narcissism			
Stable versus unstable			
	Before	e You Move On	
Jse the checklist below t	o verify your understar	nding of the unit's main points.	
Can I compare and contr	ast the following major	theories and approaches to exp	laining personality:
Psychoanalytic		a special series in the	
Humanistic		•	
Cognitive		1	
Trait		ci.	
Social cognition			
Behavioral			

Can I describe and compare research methods (e.g., case studies and surveys) that psychologists use to investigate personality?	
Can I identify frequently used assessment strategies (for example, the Minnesota Multiphasic Personality Inventory, the Thematic Apperception Test) and evaluate relative test quality based on reliability and validity of the instruments?	ty
Can I speculate how cultural context can facilitate or constrain the sense of self as it relates to the following?	
self-esteem	
self-concept	
self-efficacy	
self-serving bias	
Can I identify the following key contributors to personality theory?	
Alfred Adler	
Albert Bandura	
Paul Costa and Robert McCrae	
Sigmund Freud	
Carl Jung	
Abraham Maslow	
Carl Rogers	
Can I identify the differences between individualistic and collectivist cultures and the characteristics associated with each?	

Notes

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Unit X Personality