

Study Guide- Unit 7 Personality

Trait Theories

- Fill-in-the blank #1-10,
- Multiple Choice #11-19;
- Free Response #1-2
- Take the Big 5 Personality Test & record your results!

1. A relatively stable personal characteristic that can be used to describe how an individual consistently behaves is called a \_\_\_\_\_.
2. Who used a comprehensive dictionary to develop a list of 4,504 adjectives that could be used to describe specific personality traits?  
\_\_\_\_\_
3. What is the statistical technique used by Raymond Cattell to reduce Allport's list of 4,504 adjectives down to just 171 terms, and eventually down to just 16 key personality factors? \_\_\_\_\_
4. A statistical procedure that identifies clusters of related items (called *factors*) on a test; used to identify different dimensions of performance that underlie a person's total score: \_\_\_\_\_
5. Raymond Cattell's work led to the development of a personality measure known as the \_\_\_\_\_ (16PF).
6. The Big Five dimensions in Costa' & McCrae's "Big Five Model"/"Five-Factor Model" are:
  - 1) \_\_\_\_\_ to Narrowmindedness/Closedmindedness
  - 2) \_\_\_\_\_ to Carelessness/Disorganized
  - 3) \_\_\_\_\_ to Introverted
  - 4) \_\_\_\_\_ to Disagreeable/Argumentative
  - 5) \_\_\_\_\_ to Calm/Emotional Stability
7. A questionnaire (often with *true-false* or *agree-disagree* items) on which people respond to items designed to gauge a wide range of feelings and behaviors; used to assess selected personality traits is called a \_\_\_\_\_
8. Most tests of personality are in the form of tests that contain inventories of multiple-choice and true-false questions deigned to differentiate people on a particular personality characteristic, these are called: \_\_\_\_\_
9. The \_\_\_\_\_ (MMPI) is the most widely researched and clinically used of all personality tests. Originally developed to identify emotional disorders (still considered its most appropriate use), this test is now used for many other screening purposes. Although it assesses "abnormal" personality tendencies rather than normal personality traits, the MMPI illustrates a good way of developing a personality inventory. The MMPI was empirically derived.
10. A test (like the MMPI) that is developed by testing a pool of items and then selecting those that discriminate between groups:  
\_\_\_\_\_

Multiple Choice:

11. \_\_\_\_: What psychological perspective are the **Big Five personality factors** based in?
- (A) Behaviorism
  - (B) Cognitive psychology
  - (C) Neuropsychology
  - (D) Trait psychology
  - (E) Biopsychology
12. \_\_\_\_: According to the **five-factor model of personality**, which of the following is true?
- (A) the five psychosexual stages proposed by Sigmund Freud can explain most aspects of personality
  - (B) Carl Jung's personal and collective unconscious can explain the five dominant components of personality
  - (C) Most personality traits can be derived from the five major traits of the theory
  - (D) There are major differences between conscious and unconscious elements of personality
  - (E) Cognitive and behavioral factors affect the five major personality states.
13. \_\_\_\_: Research on the development of **personality traits** across the life span has revealed that
- (A) An individual's personality traits become more variable as the individual ages
  - (B) The greatest changes in personality traits occur between the ages of about thirty and fifty
  - (C) The oral, anal, and genital stages in Freudian personality theory seem to be valid, but the later stages are not
  - (D) An individual's personality traits tend to be relatively stable during middle adulthood
  - (E) One's personality traits change often because of environmental factors
14. \_\_\_\_: Which model of personality does a psychologist who classifies an individual's personality according to the person's **manifestations of traits** such as **neuroticism**, **openness**, and **extraversion** probably believe in?
- (A) Behavioral
  - (B) Psychosexual
  - (C) Psychosocial
  - (D) Five-factor
  - (E) Congruence
15. \_\_\_\_: Lil Hank is generally pleasant, but during final exams he experiences more intense stress than other students experience. He is irritable and easily frustrated. According to the **Big Five model of personality**, Lil Hank would be
- (A) High introversion
  - (B) High in neuroticism
  - (C) High in conscientiousness
  - (D) Low in agreeableness
  - (E) Low in openness to experience
16. \_\_\_\_: In general, **trait theories** emphasize which of the following?
- (A) The changing and temporary nature of human characteristics
  - (B) The role of current environmental conditions in controlling behavior
  - (C) The lasting nature of personal characteristics
  - (D) Identity confusion
  - (E) Early childhood experiences
17. \_\_\_\_: The **validity** of a personality test is best indicated by which of the following? (Hint: Validity = accuracy; Reliability = consistency)
- (A) The correlation between test scores and some other relevant measure
  - (B) The correlation between test scores and IQ
  - (C) The inverse correlation of the variables being tested
  - (D) The number of people in the test's norming population
  - (E) The number of questions in the test that can be objectively score
18. \_\_\_\_: A **statistical technique** that would allow a researcher to **cluster such traits** as being **talkative**, **social**, and **adventurous** with **extroversion** is called
- (A) A case study
  - (B) Meta-analysis
  - (C) Statistical significance
  - (D) Factor analysis
  - (E) Z score
19. \_\_\_\_: Kim K is completing a **lengthy test** in which she must indicate whether various written statements are **true or false about himself**. She is most likely taking which of the following?
- (A) A personality inventory
  - (B) A projective test
  - (C) An achievement test
  - (D) An intelligence test
  - (E) A neuropsychological test

Free Response:

1. Sachio traveled to a prestigious college to audition for a music scholarship. After he arrived, he learned that his audition had been rescheduled for late in the day. Sachio was required to play several difficult pieces on his saxophone and interview with the judges. Just before leaving campus, he was offered a full scholarship to the college.

Explain how each of the following might have contributed to the success of Sachio's visit.

- **Big Five personality trait of extraversion**

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2. In a geography course, Danny is required to learn the capital cities of every country of the world. At the end of the semester, the professor will randomly select twenty countries and give each student an oral quiz on the capital cities in front of the class.

Explain how each of the following might help Danny succeed with this task. Definitions alone will not score.

- **Big Five trait of conscientiousness**

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Take the **Big Five Personality Test** and handwrite your results below.



Copy and paste the link below into your browser: <http://www.outofservice.com/bigfive/>

\*NOTE: This activity is for educational and entertainment purposes only. Our goal is to actively include students in the educational experience as they learn about key concepts while preparing for the AP Psychology Exam.

### A. Your Results:

Record your results by indicating on the line where the marker was located for each of the 5 dimensions:

Closed-Minded	—————	Open to New Experiences
Disorganized	—————	Conscientious
Introverted	—————	Extraverted
Disagreeable	—————	Agreeable
Calm / Relaxed	—————	Nervous / High-Strung

### B. What aspects of personality does this tell me about?

There has been much research on how people describe others, and five major dimensions of human personality have been found. They are often referred to as the **OCEAN model of personality**, because of the acronym from the names of the five dimensions.

### C. What do the scores tell me?

In order to provide you with a meaningful comparison, the scores you received have been converted to "**percentile scores**." This means that your personality score can be directly compared to another group of people who have also taken this personality test.

The **percentile scores** show you where you score on the **five personality dimensions** relative to the comparison sample of other people who have taken this test on-line. In other words, your **percentile scores** indicate the percentage of people who score less than you on each dimension. For example, your Extraversion percentile score is 22, which means that about 22 percent of the people in our comparison sample are less extraverted than you -- in other words, you are rather introverted. Keep in mind that these percentile scores are relative to our particular sample of people. Thus, your percentile scores may differ if you were compared to another sample (e.g., elderly British people).

# RECORD YOUR RESULTS BELOW!

Fill in the following using your results:

## 1. Openness to Experience/Intellect:

(Your percentile: \_\_\_\_\_)

• High Scorers tend to be: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

• You \_\_\_\_\_

## 2. Conscientiousness:

(Your percentile: \_\_\_\_\_)

• High Scorers tend to be: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

• You \_\_\_\_\_

## 3. Extraversion:

(Your percentile: \_\_\_\_\_)

• High Scorers tend to be: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

• You \_\_\_\_\_

## 4. Agreeableness:

(Your percentile: \_\_\_\_\_)

• High Scorers tend to be: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

• You \_\_\_\_\_

## 5. Neuroticism:

(Your percentile: \_\_\_\_\_)

• High Scorers tend to be: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

• You \_\_\_\_\_