

Unit X - Answer Key

Personality

Module 55 - Psychoanalytic and Psychodynamic Theories

While You Read

55-1

1. Personality is an individual's characteristic pattern of thinking, feeling, and acting.
2. Psychodynamic theories propose that human behavior is driven by the interaction between conscious and unconscious forces.

Psychoanalysis is the treatment method that Freud used to uncover what was occurring in the unconscious mind. This technique included the use of free association.

55-2

1. The analyst tells the patient to relax and say whatever comes to mind, no matter how trivial or embarrassing. It is assumed that a line of "mental dominoes" would fall from the patient's distant past to their troubled present, and free association would allow the therapist to retrace that line of thought leading into a patient's unconscious, where the painful memories from childhood would be revealed and released.
2. An iceberg shows only a small portion of its mass above water. As Freud viewed it, the mind showed only a portion of itself as consciousness. The bulk of the mind, the unconscious, was hidden, and according to Freud, held sexual and aggressive drives. The preconscious is just below the levels of consciousness and could be brought to an individual's awareness through the process of psychoanalysis. Finally, the conscious is the part of our mind of which we are fully

aware. Freud believed that it was important to study the unconscious as a major force in motivating human behavior,

3. Freud believed that the three components of personality were the id, ego and superego. The id holds a person's wants and desires (which according to Freud are motivated primarily by sex and aggression). The superego is one's conscience and will push a person to behave according to the guidelines set by society or cause them to be plagued with guilt for not behaving accordingly. The ego operates on the reality principle, allowing the individual to get what they want and desire, but within the confines set by society. The ego is the negotiator between the id and the superego.

Examples: If a person wants to exercise each day, they may experience an internal conflict. The superego might push them to go to the gym or make them feel guilty for not going, while the id might encourage the individual to sit on the couch and rest, while the ego tries to negotiate between the two and might compromise on doing a lighter workout at home.

55-3

1. Oral: Pleasure centers on the mouth.

Anal: Pleasure focuses on bowel and bladder elimination; coping with demands for control.

Phallic: Pleasure zone in the genitals; coping with incestuous sexual feelings.

Latency: A phase of dormant sexual feelings.

Genital: Maturation of sexual interests.

Freud suggested that someone can become fixated at a given stage if they have not resolved the conflicts of that given stage, these fixations could potentially occur in the oral, anal or phallic stage, but would influence behavior later in life.

2. Defense mechanisms are directed by the ego in order to protect the individual from threatening thoughts or urges arising from their unconscious for which they may find it difficult to cope.

3.

Defense Mechanism	Definition in Your Own Words	Example
Regression	Sample answer: Regression is acting like your younger self who is still hung up on some part of Freud's psychosexual stages.	Sample answer: When Janine and Justin fight, Janine reverts to calling names, hurting verbal insults and giving Justin the silent treatment. Freud would suggest she is reverting to childlike behavior because she is not getting her way.
Reaction formation Sample answer: Acting the opposite of how one really feels. Sample answer: Pretending that you really like one of your classmates when in		

<p>reality you find her annoying and too talkative.</p>		
<p>Projection</p> <p>Sample answer: Placing one`s own threatening thoughts of feelings onto someone else.</p> <p>Sample answer: When Sally was cut from the school play for acting aggressively and mocking others in the production, she accused her teacher of being a “bully”.</p>		
<p>Rationalization</p> <p>Sample answer: Offering justification for unwanted behaviors in which the individual engages.</p>		

<p>Sample answer: If Janie wants to work out and does not go to the gym, she will explain that she was too tired to go as a justification. for not behaving as she would like.</p>		
<p>Displacement</p> <p>Sample answer: Shifting negative or aggressive behaviors onto someone or something other than the source of frustration.</p> <p>Sample answer: If George is yelled at by his boss, he may come home and yell at his children even though he is not angry with them.</p> <p>Instead, he uses this as a way of eliminating the frustration.</p>		

<p>Sublimation</p> <p>Sample answer:</p> <p>Converting unacceptable thoughts or behaviors into more socially acceptable behaviors.</p> <p>Sample answer: A person who likes gossiping about others begins writing for a celebrity magazine in order to focus this potentially damaging action into something productive.</p>		
<p>Denial</p> <p>Sample answer: The refusal to accept painful or threatening</p>		

<p>information into the conscious mind.</p> <p>Sample answer: When Kathy gets a call from her son`s school that he was caught cheating on an exam, she refuses to believe the information.</p>		
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55-4

1. Neo-Freudians agreed with Freud`s three components of personality (id, ego and superego) and the emphasis on the unconscious. They also agree with the importance of childhood impacting events later in life.

The neo-Freudians challenged Freud`s ideas that all behavior was driven by sex and aggression and the concentrated on the importance of the conscious mind interacting with the unconscious as it related to human behavior.

2. Answers may vary: sample answers below

Carl Jung: Believed that a deeper level than Freud`s personal unconscious was the collective unconscious which was shared by all people and held archetypes (universal symbols) which are found in all cultures.

Karen Horney: Believed that childhood trauma created basic anxiety which drives our desire for love and security which we resolve by moving toward, away or against others.

Alfred Adler: Believed that people struggle to overcome their inferiority complex which stems from childhood insecurities by striving for superiority and power.

3. Recent research contradicts many of his specific ideas: Some think he overestimated parental influence and doubt that conscience and gender form as the child resolves the Oedipus complex at age 5. Freud is also criticized for his scientific shortcomings; there are not many testable hypotheses among his theories. Most also agree with neo-Freudian perspectives that Freud overemphasized the role of sex and aggression in motivating human behavior.
4. Freud brought up the unconscious and the irrational behaviors and defense mechanisms.

55-5

1. Projective tests are meant to trigger the projection of one's inner dynamics, giving insight into a person's "psychological X-ray."
2. The TAT is a test in which a person views an ambiguous picture and then makes up a story about it. The clinician may presume that the client's answer about the image's desires, hopes, and fears are true projections of their own feelings or conflicts.
3. The Rorschach asks people to describe what they see in a series of inkblots. The responses people provide may give an indication of personality traits or hopes/fears, very similar to the TAT. According to the quote in the margin, "We don't see things as they are, we see things as we are"; both tests tell us more about what the person cares about, thinks about, or how the person sees the world.
4. Detractors argue that the Rorschach scores do not demonstrate validity and do not yield consistent result—they are not reliable.

55-6

1. Recent research contradicts many of his specific ideas: Developmental psychologists see our development as unfolding over the lifespan, not fixed in childhood. Some think he overestimated parental influence and doubt that conscience and gender form as the child resolves the Oedipus complex at age 5. Freud is also criticized for his scientific shortcomings; there are not many testable hypotheses among his theories. Freud's theory does not predict behaviors, rather, he explains behaviors origins after an event takes place.
2. Freud brought up the unconscious and the irrational, self-protective defenses, importance of human sexuality, tension between our biological impulses and social well-being.
3. Dozens of formal studies have yielded not a single convincing case of repression. Many who have witnessed a murder or survived a Nazi death camp still retain unrepressed memories of the horror.
4. This theory addresses the idea that we as humans think about our own mortality which may causes increased aggression towards others. This may relate to Freud's belief that we attempt to protect ourselves and our self-esteem when faced with anxiety.

After You Read

Module 55 Review

1. **d.** id
2. **b.** superego.
3. **a.** oral, anal, phallic, latency, genital
4. **b.** in the phallic stage and attempting to identify with his father.
5. **a.** repression

6. e. sublimation
7. c. allow an exploration of the unconscious.
8. d. projection
9. a. reaction formation
10. The ego is considered the “executive” of personality because it manages the demands of the id and balances them with the rules of the superego.
11. Answers may vary: Freud’s theory offers after-the-fact explanations of any characteristic, yet fails to predict such behaviors and traits. Freud places too much emphasis in sex and aggression and childhood influences. Freud overemphasizes the role of the unconscious in motivating behavior.
12. The TAT is a projective test in which a person is asked to tell a story about an ambiguous figure or scene. The person’s inner feelings and interests are expressed in the story.
13. The Rorschach is a projective test in which a person is asked to describe what they see in a series of inkblots. The test seeks to identify people’s inner feelings through their interpretations of the inkblots.
14. c. projection
15. a. the terror resulting from our awareness of vulnerability and death.
16. d. the collective unconscious.
17. All agreed on the importance of childhood in personality formation. Jung, Horney, and Adler did not agree with Freud about the role sex played in personality formation. Horney did not agree with Freud’s concept of penis envy.

Module 56 - Humanistic Theories

While You Read

56-1

1. Humanistic theorists focused on the ways people strive for self-determination and self-realization. In contrast to behaviorism's scientific objectivity, they studied people through their own self-reported experiences and feelings. Unlike psychoanalysts, humanistic theorists did not focus on the unconscious drives and conflicts of the human mind.
2. He studied healthy, creative people rather than troubled clinical cases. He based his description of self-actualization on people who were notable for their rich and productive lives. They were self-aware, self-accepting, open and spontaneous, loving and caring, and not paralyzed by others' opinions. Their interests were problem-centered rather than self-centered, and they focused their energies on one particular task regarded as their mission in life. They enjoyed just a few deep relationships and had been moved by spiritual or personal peak experiences.
3. Those who have achieved self-transcendence strive for meaning, identity and purpose beyond themselves.
4.
 - a. Acceptance: offering unconditional positive regard
 - b. Genuineness: open with their own feelings, transparent, and self-disclosing
 - c. Empathy: sharing and mirroring others' feelings and meanings
5. Answers will vary but should indicate understanding of totally accepting the client without regard to their behavior.

6. Self-concept is all our thoughts and feelings about ourselves in answer to the question, “Who am I?” If we have a positive self-concept, we tend to act and perceive the world positively and potentially reach toward becoming our “ideal self”. If our self-concept is negative, if we fall far short of our ideal self, we feel dissatisfied and unhappy.

56-2

1. They ask people to fill out questionnaires that evaluate their self-concept. Other humanistic psychologists believe any standardized assessment of personality is depersonalizing and would utilize interviews and intimate conversation to get a better understanding of each person’s unique experiences.

56-3

1. Many now believe that a positive self-concept is the key to happiness and success, or that people are basically good and capable of self-improvement.
2. Critics think the concepts of humanism are vague and subjective. Using the example of Maslow’s self-actualized person, critics state that the definition is merely a reflection of Maslow’s own ideals and beliefs. If a different theorist created the definition of self-actualized, it may be completely different. Critics purport that the individualism encouraged by humanistic psychology can lead to selfishness. Critics also accuse humanistic psychology of being naive.

After You Read

Module 56 Review

1. Self-actualization
2. Unconditional positive regard
3. Angelika likely has a negative self-concept. The therapist would help her to know, accept, and be true to herself.
4. Acceptance: Joe can look for personal relationships in which he does not feel judged, but rather accepted for who he is, faults included.

Genuineness: Joe should be encouraged to act as he really feels, without any false fronts or pretenses.

Empathy: Joe can listen to others and his therapist can listen to Joe without simply waiting for their turn to speak. They must really try to understand another person's perspective.

Module 57 - Trait Theories

While You Read

57-1

1. Allport did not focus on finding hidden motives but instead described personality in terms of fundamental traits which were manifest in people's behaviors rather than held deep in the unconscious.
2. They attempted to sort people according to Carl Jung's personality types based on their responses to 126 questions. Their assessment tool has been used by more than 2 million people in over 21 languages mostly for counseling, leadership training, and work-team development. Critics of the MBTI say its value as a predictor of job performance and the popularity of this instrument in the absence of proven scientific worth is troublesome.
3. Factor analysis is a statistical procedure used to identify clusters of test items that tap basic components of intelligence.
4. They believed that we can reduce most of our normal individual variations to two or three dimensions, including extraversion–introversion and emotional stability–instability.

57-2

1. Answers may vary but may include, those who are stable are calm, reliable and even-tempered while those that are unstable are more likely to be moody, anxious and touchy. Those who are extroverted tend to be sociable, outgoing and talkative while those who are introverted are more likely to be quiet and reserved.

2. Brain scans of extraverts suggest their normal brain arousal is relatively low, which motivates them to seek stimulation. A PET scan of frontal lobes of an extravert shows less activity—frontal lobes are involved in behavior inhibition.

57-3

1. The MMPI was meant to assess “abnormal” personality tendencies but is often used today for employment purposes or just for personal interest.
2. Empirically derived means using scientific means to gather the data and identify differences between groups. The 10 clinical scales of the MMPI were established by choosing particular test items on which particular diagnostic groups differed.
3. Objective measured personality inventories claim to be more, free from bias. The MMPI for example, simply compares scores reported by the individual to the scores of others. Freud’s psychoanalysis was subjective in that Freud analyzed his clients based on what he believed had occurred in their lives. Freud’s approach is not scientifically based and cannot be proven or disproven. Objective tests however like the MMPI have still been questioned regarding their validity.

57-4

1. CANOE: Conscientiousness, Agreeableness, Neuroticism, Openness, Extraversion.
2. Answers will vary but should have indicators of high levels of conscientiousness (organized, careful, disciplined) and openness (imaginative, prefers variety and independent), as well as low levels of neuroticism (calm, secure, self-satisfied), extraversion (retiring, sober, reserved), and agreeableness (ruthless, suspicious, uncooperative),

3. Answers will vary.
4. Heritability varies with the diversity of people studied, but it generally runs roughly 40 percent for each dimension, and genetic influences are similar in different nations.
5. After studying individuals from 50 different countries, it appears that the “Big Five” personality characteristics hold up fairly well cross-culturally although the average level of each dimension can change based on each culture. The dimensions can also change slightly over the course of one’s life.

57-5

1. The person-situation controversy questions whether our personality is more stable or more subject to the demands of the situation.

Answers will vary but may include because data support the argument that personality characteristics are stable overtime, this supports the person component of the controversy, however, situations such as the death of a loved one or long-term unemployment may changes one’s natural behavioral tendencies.

2. Our Facebook posts, websites, written work and personal spaces all give clues to our personalities without direct interactions with others.

After You Read

Module 57 Review

1. Extraversion–introversion
Emotional stability–instability

2.

high C, Katie is very down-to-earth and practical. She uses recycled grocery bags, low O shops every Tuesday afternoon to get the best discounts, and lines up her errands in the most efficient way possible. She eats pasta on Mondays and fish every Friday. She never misses any of her 8 p.m. TV shows.

high A 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.

high N 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.

high E 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.

low C 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 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 work home.

3. A personality inventory that has hundreds of T/F questions grouped into 10 clinical scales is the MMPI.
4. A characteristic pattern of behavior and conscious motive, such as stubbornness, is referred to as a trait.
5. The two researchers recognized for their work on the five dimensions of personality are Costa and McCrae.
6. Answer will vary but may include, extroverts may be interested in sales jobs in which they interact with many people each day. While introverts might be drawn to jobs such as accounting or computer work in which they can work quietly and independently. Those low in agreeableness might be drawn to a career as a lawyer who may be faced with daily confrontations while those high in agreeableness may volunteer to help others.

Module 58 - Social-Cognitive Theories

While You Read

58-1

1. Social-cognitivists emphasize the interaction of our traits with our situations, while a behaviorist emphasizes the effects of learning through modeling and rewards and punishments. Social cognitivists do consider the behavioral perspective, including others' influences, but also emphasize the importance of mental processes—what we think about our situations. They think not only about how our environment controls us, as behaviorists do, but also how we and our environment interact and how we think about and respond to situations in our environment.
2. Answers will vary but should include components of inter personal factors, environmental factors and behavior
3. We are both a result of the environments into which we are placed (family and country, socioeconomic class we are born into) we are in and an architect of that environment in that we have made our own choices,(job selection, friends we choose to spend time with, area of study we select to pursue).
4. Student teaching, internships, military exercises, and so on all provide a way to evaluate behavior to assess success in future endeavors. This is currently preferred because past behavior seems to be the best indicator of future behavior.

58-2

1. Critics charge that the theories focus so much on the situation that they fail to appreciate the person's inner traits.

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 humanist 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 psychodynamic 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 trait therapist.

4.

- a. Juan is investigating the link between caffeine consumption and energy levels. He asks his co-worker how many cups of coffee he drinks each day and then charts his co-worker's 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 group case study.
- 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 survey.
- c. Lamont is showing his clients stimuli from both the Rorschach inkblot and Thematic Apperception tests, he is using projective tests to better understand his client's inner thoughts and feelings.

After You Read

Module 58 Review

1. The three components of reciprocal determinism as explained by Albert Bandura are behavior (how we act), internal personal factors (our thoughts and feelings), and environmental factors (our family, the media, friends, societal expectations, and so on).
2. Behaviorists believed that we learn through rewards and punishments and that we are each born a “blank slate” that experience will write upon. Social-cognitive psychologists believed that this was true for some behavior, but that we also thought about situations in which we chose to behave one way or another based on our perception and thinking about the situation.
- 3.

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

Module 59 - Exploring the Self

While You Read

59-1

1. One's self is assumed to be the center of personality and the organizer of thoughts, feelings and actions.

Answers will vary but may include: student, son/daughter, babysitter, worker, teammate

2. The spotlight effect is when we overestimate how much others notice and evaluate our appearance, performance, and blunders. Gilovich found that far fewer people notice than we presume.
3. Self-esteem is one's feelings of high or low self-worth, such as "I am fun to be with."
Self-efficacy is one's sense of competence and effectiveness or one's belief in one's abilities, such as "I know I can ride this horse."
4. Those with low self-esteem tend to be more oversensitive and judgmental. People made to feel insecure in experiments have acted more critical toward others.

59-2

1. Excessive optimism can lead to blindness of risk. This is often tempered in real-life situations when the outcome is not as the optimist predicted. Negative outcomes often squash optimism. We prepare ourselves to receive bad news by bracing for feedback and our natural positive-thinking bias seems to vanish. Believing that we might not do well on a test may prompt us to study more and actually perform better.

2. Blindness to one's own incompetence skews self-perception because it takes competence to recognize competence. If we do not recognize that we lack in certain areas, then we will not include that lack in our self-perception. If we come up with the 12th best idea to solve a problem, we credit ourselves with successfully navigating the situation but never think of the 11 better ways we could have approached the problem.
3. The self-serving bias is the readiness to perceive oneself favorably—most business executives say they are more ethical than their average counterpart. In a survey of families, 49 percent of men said they provided half or more of the child care, though only 31 percent of their wives saw it that way.

Personal answers will vary.
4. There are dangers of violence and aggression when people with high-self-esteem experience rejection.
5. Narcissism is an excessive self-love and self-absorption. Jean Twenge's studies have shown that narcissism is growing and the new generation, "Generation Me," is expressing more narcissism.
6. Defensive self-esteem makes failure and criticism seem threatening while in secure self-esteem, our sense of self is less concerned with evaluations by outside sources, and more concerned with building relationships and focusing on a purpose larger than ourselves.

59-3

1. Answers will vary but should include the concept that individualist cultures give priority to one's own goals over the group goal, whereas collectivist cultures give priority to the goals of one's group before self.

2. From 1880 to 2007, the percentage of boys and girls given one of the 10 most common names for their birth year has plunged, potentially in order to make everyone feel unique and special. It may just be that society’s ideas about naming babies have changed.

3.

Type of Culture	Benefits	Costs
Individualist	freedom of movement in and out of religious, social, or occupational groups or even family or marriage bonds	more loneliness, higher divorce rates, higher homicide rates, and more stress-related diseases
Collectivist	sense of belonging, set of values, a network of caring individuals, an assurance of security, and deeper, more stable attachments to family	greater loss of personal identity, more shy and easily embarrassed in new social groups, less confrontation and honest communication

4. Answers will vary. Answers will likely emphasize that everybody working together will provide a mutual benefit for the group.

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 spotlight effect.

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 self-efficacy.
3. 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 self-serving bias.
4. America is an example of a(n) individualist culture, while South Korea is an example of a(n) collectivist culture.

✓ **Check Yourself**

Term/Concept	Definition	Researcher Associated With Term	Specific Evidence of Term in Scenario
Reciprocal determinism	The interacting influences of behavior, internal cognition, and environment	Albert Bandura	Josh believes others are plotting to keep him from the promotion; he acts frantic and aggressive.
Oral stage of psychosexual development	Stage from 0–18 months of life. Pleasure centers on the mouth (sucking, chewing, etc.).	Sigmund Freud	Sarcasm and cigarette smoking are thought to be adult indicators of an oral fixation.

Displacement	Shifting sexual or aggressive impulses toward a less threatening object or person.	Sigmund Freud	Josh takes out his frustrations on the less threatening assistants in his office.
Agreeableness	One of the Big Five personality traits (ranging from ruthless and uncooperative to soft-hearted and helpful).	Costa & McCrae	Josh is low on agreeableness; he is ruthless, suspicious, and uncooperative.
Narcissism	Excessive self-love and self-absorption	Jean Twenge	Josh believes he is capable of running a better company; he is obsessed with his fitness and body.
Stable versus unstable	An emotionality factor	Hans and Sybil Eysenck	Josh is unstable; he is moody, anxious, touchy, and restless, as well as aggressive.