



Introduction to Psychology

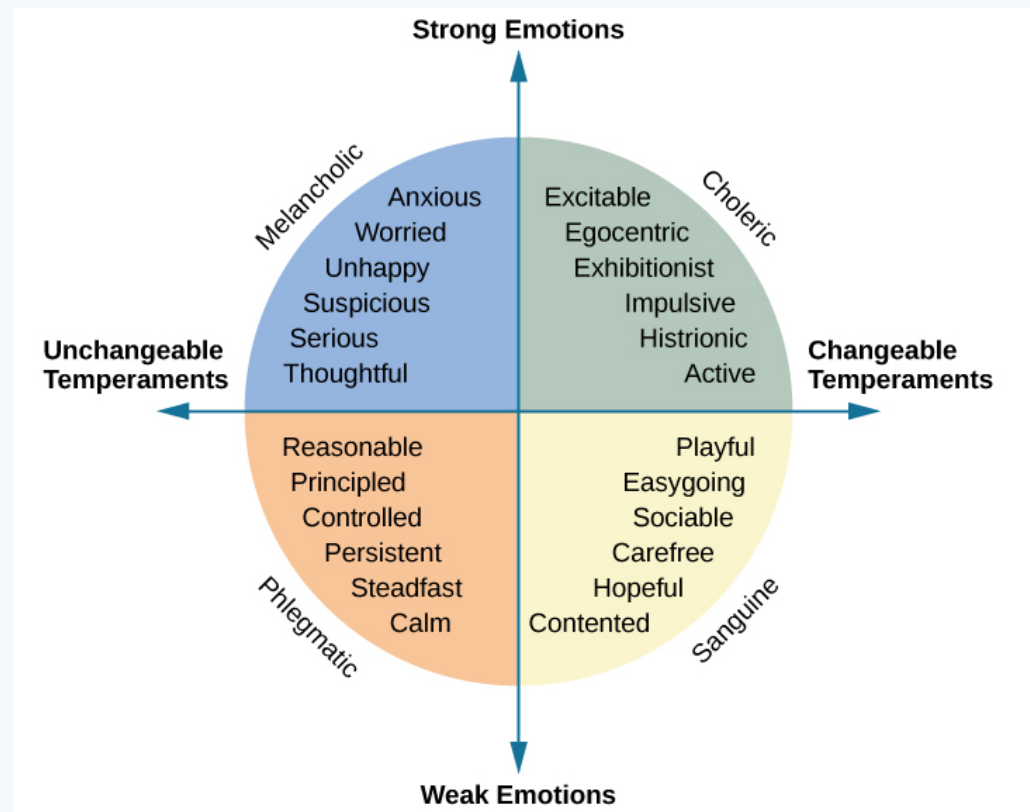
Personality



What is Personality?

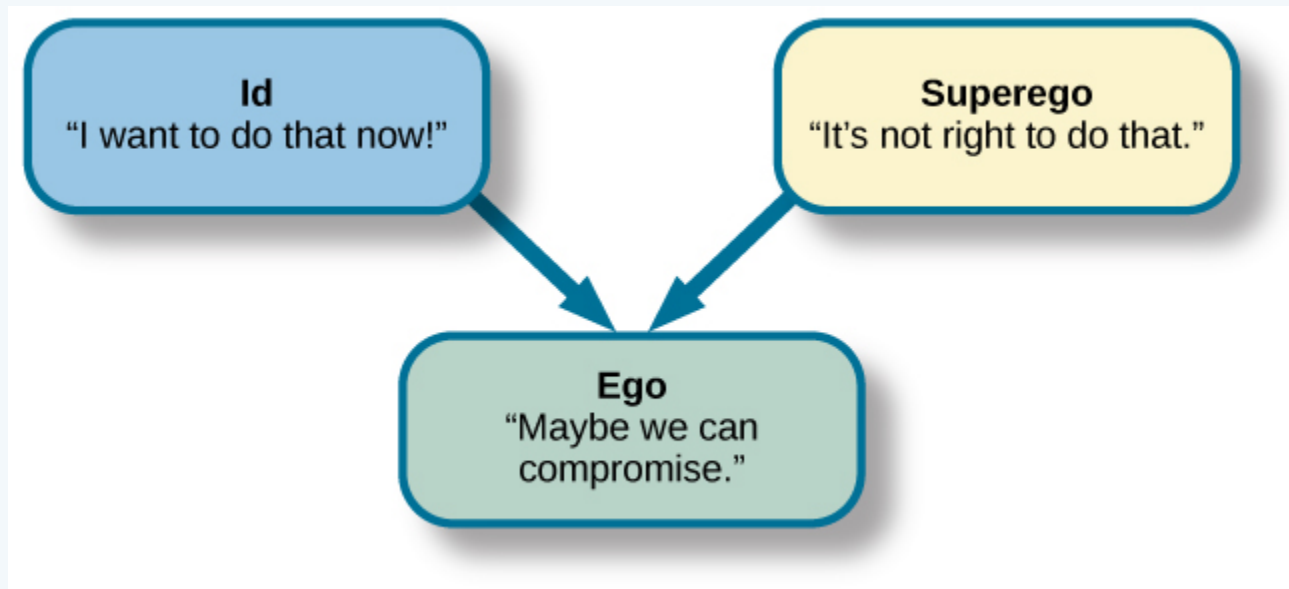
Long-standing traits and patterns that propel individuals to consistently think, feel, and behave in specific ways

Kant's adaptation of Galen's four temperaments, arranged on two axes as suggested by Wundt (left)

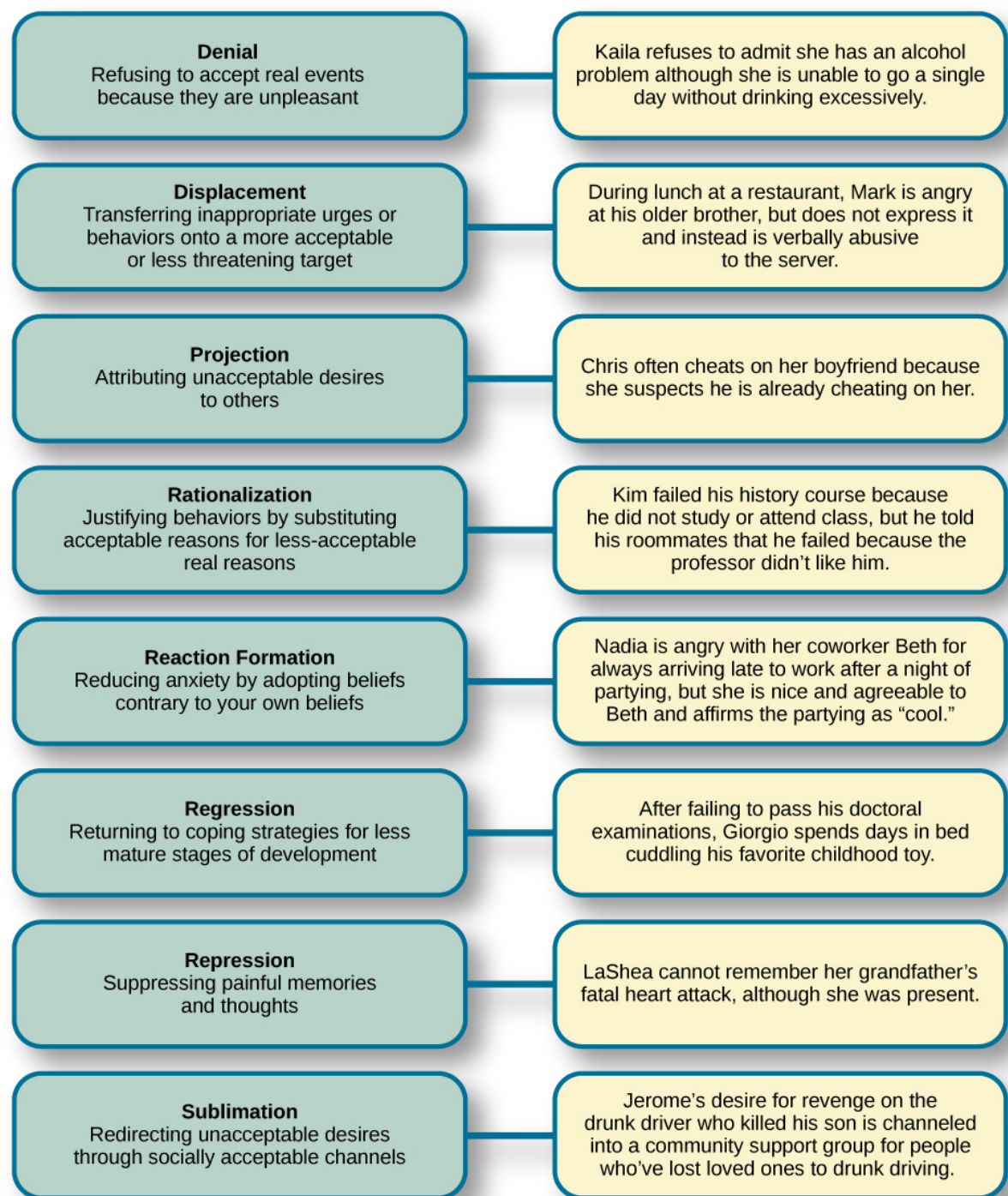


Freudian Explanation of Personality

Personality develops from a conflict between two forces: our biological aggressive and pleasure-seeking drives versus our internal socialized control over these drives



Defense mechanisms: unconscious protective behaviors that reduce anxiety.



Freud's Stages of Psychosexual Development

Stage	Age (years)	Erogenous Zone	Major Conflict	Adult Fixation Example
Oral	0–1	Mouth	Weaning off breast or bottle	Smoking, overeating
Anal	1–3	Anus	Toilet training	Neatness, messiness
Phallic	3–6	Genitals	Oedipus/Electra complex	Vanity, overambition
Latency	6–12	None	None	None
Genital	12+	Genitals	None	None



Inferiority Complex

Proposed by Adler, it refers to a person's feelings that they lack worth and don't measure up to others' or to society's standard

Erikson's Psychosocial Stages of Development

Stage	Age (years)	Developmental Task	Description
1	0–1	Trust vs. mistrust	Trust that basic needs, such as nourishment and affection, will be met
2	1–3	Autonomy vs. shame/doubt	Sense of independence develops
3	3–6	Initiative vs. guilt	Take initiative on some activities, may develop guilt if boundaries overstepped
4	7–11	Industry vs. inferiority	Develop self-confidence in abilities when competent or sense of inferiority
5	12–18	Identity vs. confusion	Develop identity and roles
6	19–29	Intimacy vs. isolation	Establish intimacy and relationships
7	30–64	Generativity vs. stagnation	Contribute to society and family
8	65–	Integrity vs. despair	Assess and make sense of life and meaning of contributions

Jung's Ideas about Personality

Collective unconscious: common psychological tendencies that have been passed down from one generation to the next

Archetype: pattern that exists in our collective unconscious across cultures and societies

Introverts and Extroverts

Introvert

Energized by being alone

Avoids attention

Speaks slowly and softly

Thinks before speaking

Stays on one topic

Prefers written communication

Pays attention easily

Cautious

Extrovert

Energized by being with others

Seeks attention

Speaks quickly and loudly

Thinks out loud

Jumps from topic to topic

Prefers verbal communication

Distractible

Acts first, thinks later

Horney's Coping Styles

Coping Style	Description	Example
Moving toward people	Affiliation and dependence	Child seeking positive attention and affection from parent; adult needing love
Moving against people	Aggression and manipulation	Child fighting or bullying other children; adult who is abrasive and verbally hurtful, or who exploits others
Moving away from people	Detachment and isolation	Child withdrawn from the world and isolated; adult loner

Learning Approaches to Personality

Behaviorist

Personality is shaped by reinforcements and consequences.

People behave in a consistent manner based on prior learning.

Social-Cognitive

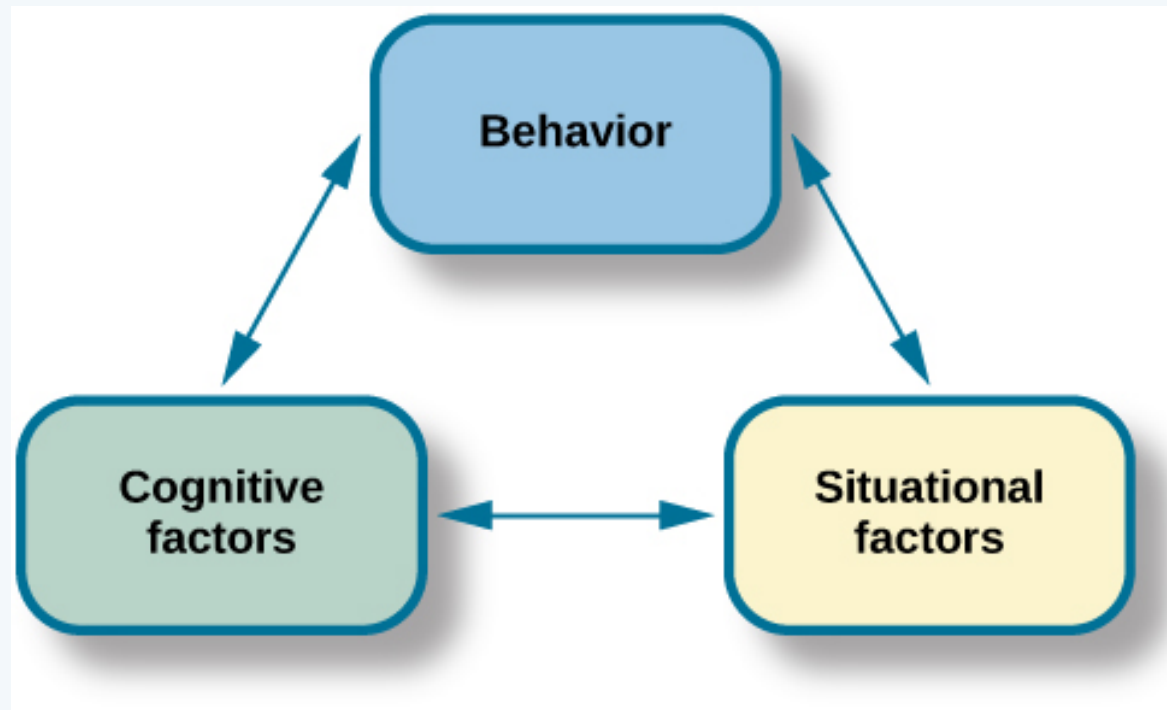
Personality is developed through learning, which may be observational.

Both learning and cognition are sources of individual differences in personality.

Reciprocal determinism

Self-efficacy

Social-Cognitive Theory: Reciprocal Determinism



Bandura proposed the idea of reciprocal determinism: Our behavior, cognitive processes, and situational context all influence each other.

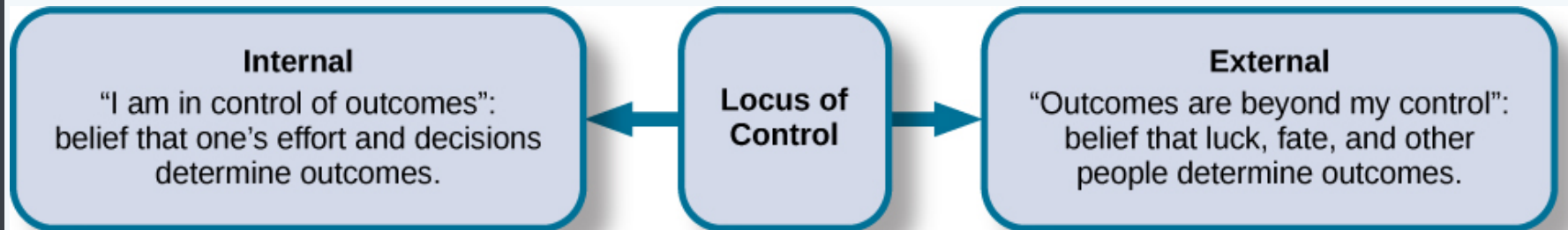
Social-Cognitive Theory: Self-Efficacy

Self-efficacy: someone's level of confidence in their own abilities

People with high self-efficacy believe that their goals are within reach, have a positive view of challenges, develop strong commitment to the activities in which they are involved, and quickly recover from setbacks

Social-Cognitive Theory: Locus of Control

Locus of control refers to our beliefs about the power we have over our lives. It occurs on a continuum (below) from internal to external.





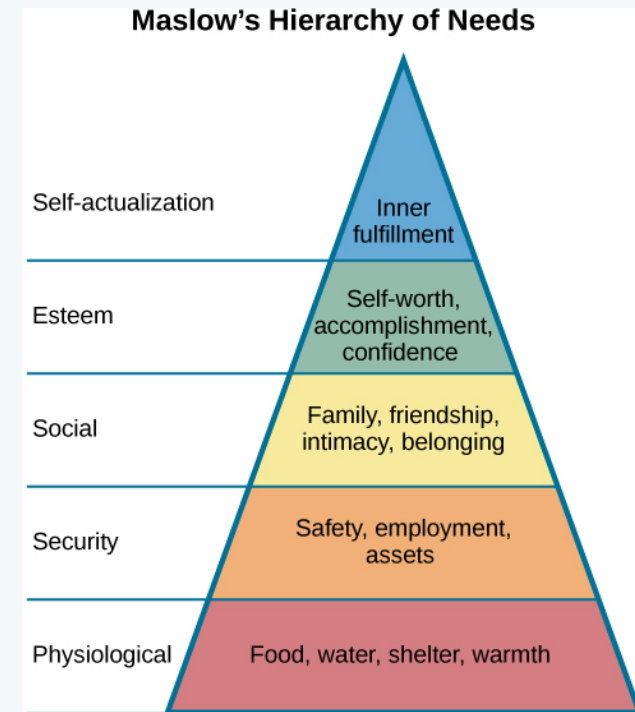
Mischel and the Person-Situation Debate

- People are situation processors
- They behave differently in different situations
- A person's behavior in one situation would likely be repeated in a similar one
- Mischel studied self-regulation or will power in the marshmallow test

Humanistic Approaches: Maslow's Hierarchy of Needs

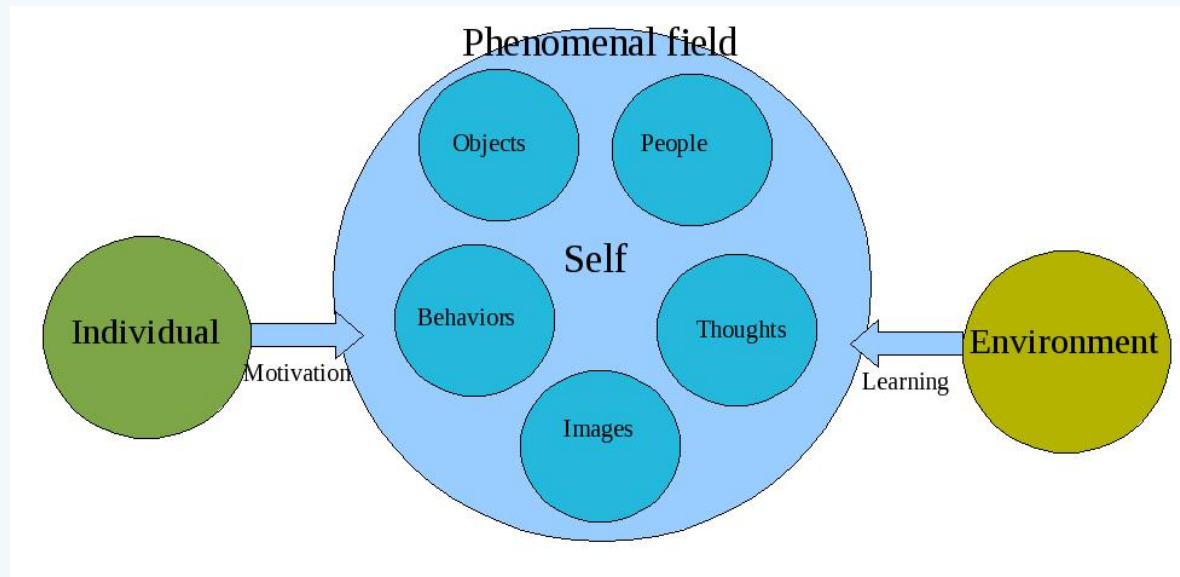
Maslow proposed that human beings have certain needs in common and that these needs must be met in a certain order

The highest need is the need for self-actualization, which is the achievement of our fullest potential



Humanistic Approaches: Self Concept

- Self-concept is illustrated below
- When our ideal self is similar to the person we are, our real self, we experience congruence
- Children raised with unconditional positive regard have the opportunity to self-actualize



Humanistic Approaches: The Good Life

1. A growing openness to experience
2. An increasingly existential lifestyle
3. Increasing organismic trust
4. Freedom of choice
5. Higher levels of creativity
6. Reliability and constructiveness
7. A rich full life

Biological Approaches: Heritability of Personality and Temperament

Heritability refers to the proportion of difference among people that is attributed to genetics

The Minnesota Twin Study found a 0.50 or greater heritability ratio for personality traits including: leadership, obedience to authority, a sense of well-being, alienation, resistance to stress, and fearfulness

Traits are determined by a combination of many genes, as well as by epigenetic factors that control whether the genes are expressed

Most contemporary psychologists believe temperament has a biological basis due to its appearance very early in our lives

- Reactivity refers to how we respond to new or challenging environmental stimuli
- Self-regulation refers to our ability to control that response

Early Trait Theorists: Cattell

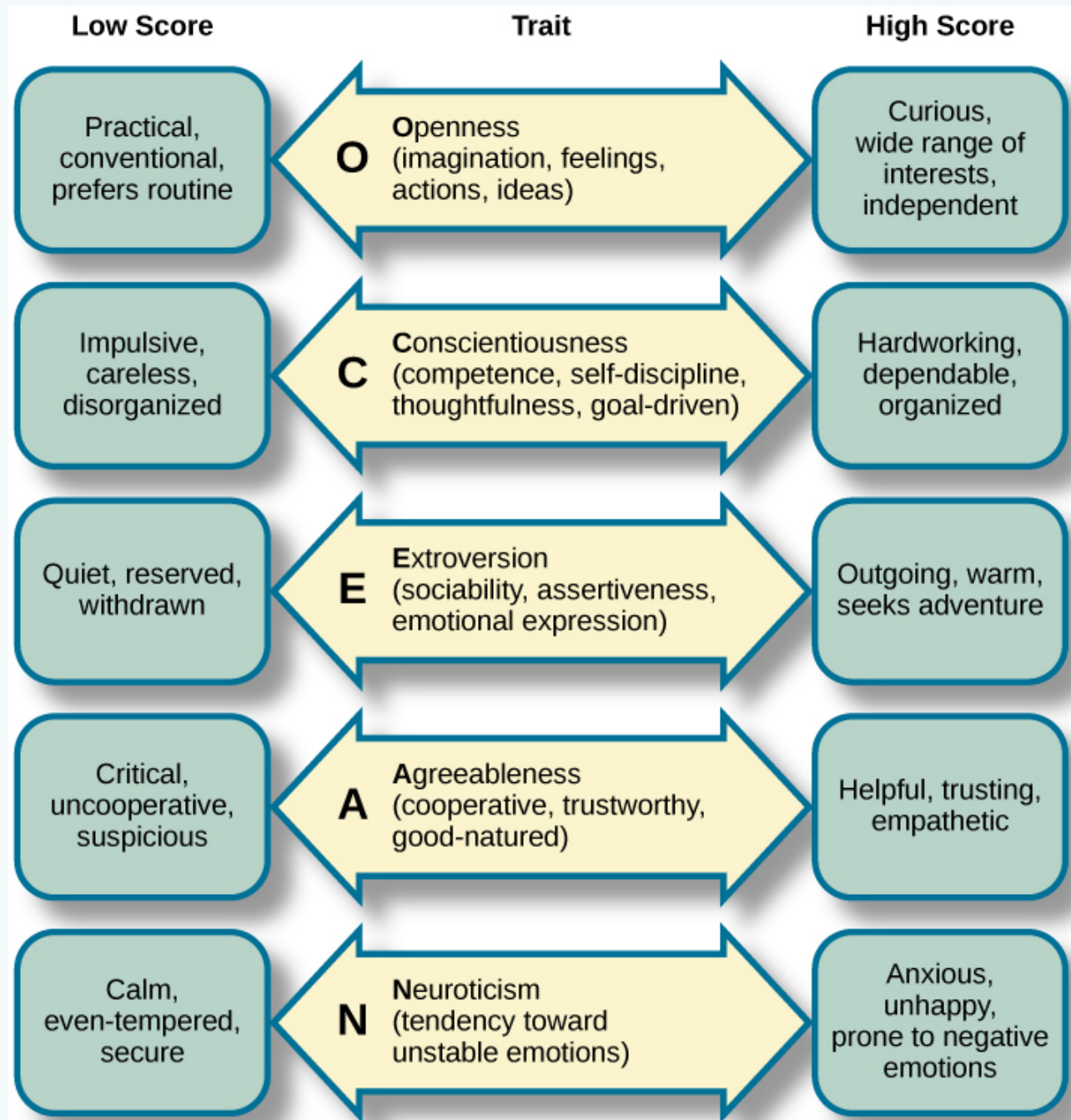
- Traits are characteristic ways of behaving
- 16 factors or dimensions of personality
 1. Warmth
 2. Reasoning
 3. Emotional Stability
 4. Dominance
 5. Liveliness
 6. Rule-consciousness
 7. Social boldness
 8. Sensitivity
 9. Vigilance
 10. Abstractedness
 11. Privateness
 12. Apprehension,
 13. Openness to change
 14. Self-reliance
 15. Perfectionism
 16. Tension

Early Trait Theorists: The Eysencks

The Eysencks viewed people as having three specific personality dimensions:

1. Extroversion/introversion
2. Neuroticism/stability
3. Psychoticism/superego control

Trait Theory Today: The Five Factor Model



Culture and Personality

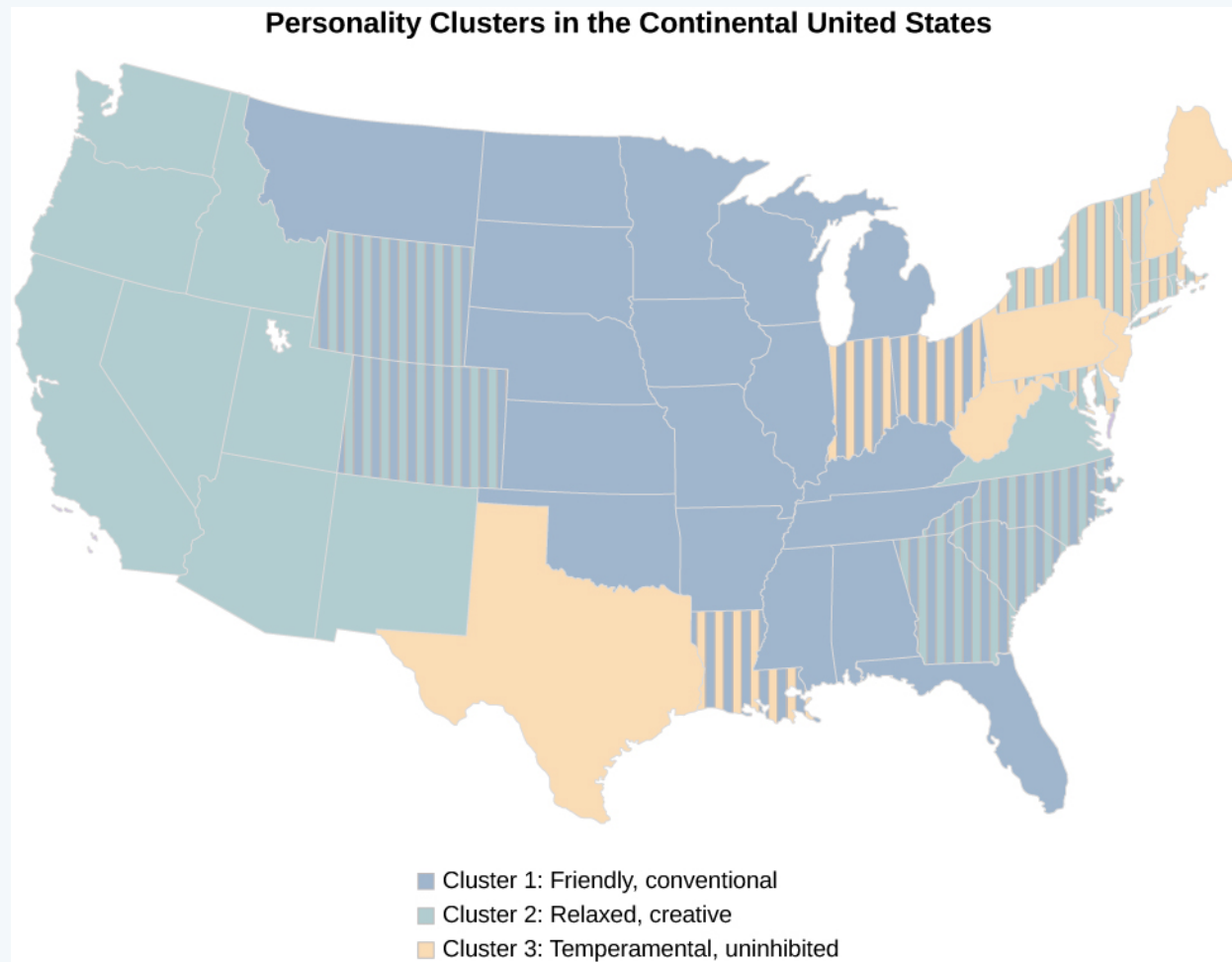
The culture in which you live is one of the most important environmental factors that shapes your personality

The term **culture** refers to all of the beliefs, customs, art, and traditions of a particular society.

Three approaches to study personality in a cultural context:

1. *Cultural-comparative approach*
2. *Indigenous approach*
3. *Combined approach*

Regional Personality Clusters Suggest Cultural Influence



Tests of Personality

Self-Report Inventories

Minnesota Multiphasic Personality Inventory

(MMPI): personality test composed of a series of true/false questions in order to establish a clinical profile of an individual

	True	False
1. I like gardening magazines.	<input type="radio"/>	<input type="radio"/>
2. I am unhappy with my sex life.	<input type="radio"/>	<input type="radio"/>
3. I feel like no one understands me.	<input type="radio"/>	<input type="radio"/>
4. I think I would enjoy the work of a teacher.	<input type="radio"/>	<input type="radio"/>
5. I am not easily awakened by noise.	<input type="radio"/>	<input type="radio"/>

Projective Tests

Personality assessment in which a person responds to ambiguous stimuli, revealing hidden feelings, impulses, and desires

- **Rorschach Inkblot Test**
- **Rotter Incomplete Sentence Blank (RISB)**
- **Thematic Apperception Test (TAT)**
- **TEMAS Multicultural Thematic Apperception Test** and the **Contemporized-Themes Concerning Blacks Test (C-TCB)**



Practice Question

What evidence suggests that culture plays a role in personality?

What evidence suggests that genes play a role?

Quick Review

- What are early theories about personality development?
- What is the psychodynamic perspective on personality development, including the id, ego, and superego, defense mechanisms, and the psychosexual stages of personality development?
- What are the contributions of Neo-Freudians to personality theory, including Adler's inferiority complex, Erikson's psychosocial stages, Jung's ideas of the collective unconscious and archetypes, and Horney's coping styles?

Quick Review Continued

- What is the learning perspective on personality, including the concepts of reciprocal determinism, self-efficacy, locus of control, and the person-situation debate?
- What are the contributions of humanists Abraham Maslow and Carl Rogers to personality development?
- What are biological approaches to understanding personality, including the findings of the Minnesota Study of Twins Reared Apart, heritability, and temperament?

More Quick Review

- What are the early trait theories of Cattell and Eysenck?
- What are the Big Five factors? How do you categorize someone who is high and low on each of the five traits?
- What are personality differences of people from collectivist and individualist cultures? What are the approaches to studying culture and personality?
- What are different types of personality tests, including the Minnesota Multiphasic Personality Inventory and common projective tests?