

Personality

Personality: an individual's characteristic pattern of thinking, feeling, and acting.

Conscious: thoughts or motives that a person is currently aware of or is remembering.

Preconscious: consists of thoughts, motives, and memories that can be voluntarily brought to mind.

Unconscious: thoughts, feelings, motives, and memories blocked from conscious awareness. Not directly accessible. Dreams give insight.

Id: the part of the mind that is the primal, self-centered, impulsive, irrational drives of the unconscious, it operates on a "pleasure principle" that seeks to achieve immediate gratification and to avoid discomfort. ***Think of the devil sitting on your shoulder.

Superego: the part of the mind that focuses on how we *ought* to behave, it provides standards for judgment (the conscience) and for future aspirations. If you do not listen to the superego, your conscience makes you feel guilt, if you do listen to it, you feel pride. ***Think angel sitting on your shoulder.

Ego: functions as the "executive" and mediates the demands of the id and superego, operates on the Reality Principle.

Psychosexual stages: the childhood stages of development during which the id's pleasure-seeking energies focus on distinct erogenous zones.

FREUD'S PSYCHOSEXUAL STAGES	
Stage	Focus
Oral (0–18 months)	Pleasure centres on the mouth—sucking, biting, chewing
Anal (18–36 months)	Pleasure focuses on bowel and bladder elimination; coping with demands for control
Phallic (3–6 years)	Pleasure zone is the genitals; coping with incestuous sexual feelings
Latency (6 to puberty)	Dormant sexual feelings
Genital (puberty on)	Maturation of sexual interests

Oedipus complex: during the phallic stage, boys are attracted to their mothers, but afraid of their fathers finding out and castrating them (castration anxiety), therefore, they instead identify with their fathers to keep them close and not discover their real feelings.

Electra complex: during the phallic stage, girls are attracted to their fathers, but afraid of their mothers finding out retaliating, therefore, they instead identify with their mothers to keep them close and not discover their real feelings.

Identification: children cope with threatening feelings by repressing them and by identifying with the rival parent. Through this process of identification, their superego gains strength that incorporates their parents' values.

Fixate: to be stuck on, focused on. Ex. if someone has an oral fixation, he always needs to have something in his mouth.

Defense mechanisms: the ego's way of distorting reality in order to reduce anxiety.

1. **Repression:** preventing anxiety-producing thoughts, memories, and painful feelings by pushing them into the unconscious. Ex. forgetting the details of what you said when you broke up with your significant other.
2. **Regression:** retreating from a threatening situation by reverting to a pattern of behavior characteristic of an earlier stage of development. Ex. throwing a temper tantrum when your parents refuse to let you use the car, or a 4-year-old wetting the bed when a new baby joins the family.
3. **Rationalization:** distorting reality in order to justify something that has happened. Ex. not getting into your 1st choice school and saying you didn't want to go there anyway.
4. **Projection:** transferring one's own unacceptable thoughts, motives, or personal qualities to others. Ex. you feel dislike for a teacher, and then insists that she dislikes you. Little kid saying their stuffed animal is hurt instead of him. They use this with abuse cases. It's a way of getting kids to talk.
5. **Denial:** refusing to accept or acknowledge an anxiety producing piece of information. Ex. refusing to admit you have a drinking problem although you can't make it through the day without a drink.
6. **Displacement:** redirecting anger and other unacceptable impulses toward a less-threatening person or object. Ex. your boss yells at you and you go home and yell at your younger brother.
7. **Reaction Formation:** thinking or behaving in a way that is the opposite of your own unacceptable thoughts and feelings. Ex. loss of a family member – saying he's in a better place now. He's been saved from a bad life on Earth.
8. **Sublimation:** Diverting unwanted impulses into socially approved thoughts, feelings, or behaviors. Ex. A person with strong feelings of aggression becomes a soldier.

Projective tests: a personality test designed to let a person respond to ambiguous stimuli, presumably revealing hidden emotions and internal conflicts.

Thematic Apperception Test (TAT): a projective test developed by Henry Murray in which people express their inner feelings and interests through the stories they make up about ambiguous scenes.

Rorschach Inkblot Test: the most widely used projective test designed by Hermann Rorschach that uses a set of 10 inkblots to identify people's inner feelings by analyzing their interpretations of the blots.

Collective unconscious: a common reservoir of images derived from our species' past, such as love of mother and belief in a supreme being.

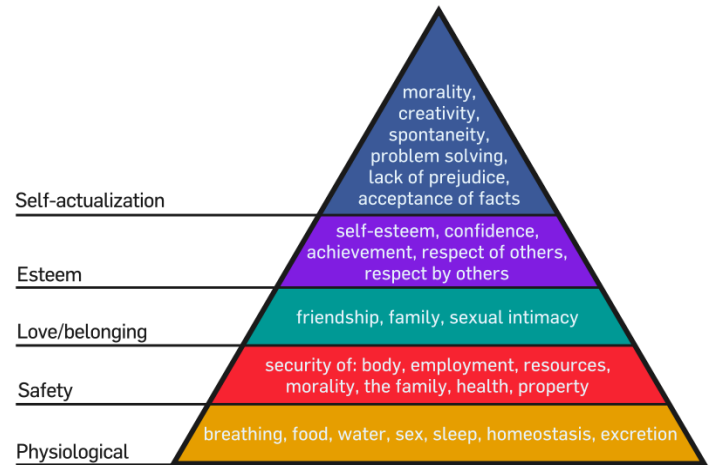
Archetype: a universally understood symbol. Ex. people picturing a wiseman/sage w/long gray hair and a beard.

Freudian slip: when you say one thing, but mean to say another.

Idiographic: a unique aspect of each individual's personality.

Nomothetic: focuses on variables at the group level.

Hierarchy of Needs: Maslow's idea that in order for a person to reach his full potential, he must pass through various stages of biological, psychological, and social needs.



Self-concept: a set of perceptions and beliefs that individuals have about their own nature and behavior.

Unconditional positive regard: showing complete support and acceptance of a person no matter what that person says or does.

Self-esteem: how a person views himself, feeling of self-worth.

Individualism: giving priority to one's own goals over group goals and defining one's identity in terms of personal attributes rather than a group's.

Collectivism: giving priority to the goals of one's group and defining one's identity accordingly.

Trait: characteristics that can be used to describe how an individual constantly behaves (disposition).

Phenotypic trait: an obvious and observable trait; the expression of genes in an observable way. Ex. hair color.

Cardinal trait: one over-arching trait that defines a person's personality and shapes a person's behavior. Ex. Mother Theresa's would be humanitarian or altruism (giving up your own needs and wants to help others).

Central traits: traits that are at the core of a person, usually 5 – 10. Ex. honesty, out-going, sociable, shy.

Secondary traits: traits that are displayed only during certain situations. Ex. laughing inappropriate times.

Source traits: the basic dimensions of a person's personality but you cannot see them. Cattell says there are 16.

Surface traits: personality traits you can see by observing a person. Ex. friendly, out-going, shy, etc.

Temperament (disposition): personality traits that are innate.

Extraversion: outgoing.

Neurotic: emotionally unstable.

Five Factor Model: the most influential trait approach today that states 5 broad factors lie at the core of personality.

Endomorph: plump and jolly.

Mesomorph: muscular, physically attractive, and confident.

Ectomorph: thin, frail, high-strung, uptight, and aloof.

Personality inventories: questionnaires to assess one's personality.

THE "BIG FIVE" PERSONALITY FACTORS			
<i>(Memory tip: Picturing a CANOE will help you recall these.)</i>			
Trait Dimension	Endpoints of the Dimension		
Conscientiousness	Organized	↔	Disorganized
	Careful	↔	Careless
	Disciplined	↔	Impulsive
Agreeableness	Soft-hearted	↔	Ruthless
	Trusting	↔	Suspicious
	Helpful	↔	Uncooperative
Neuroticism (emotional stability vs. instability)	Calm	↔	Anxious
	Secure	↔	Insecure
	Self-satisfied	↔	Self-pitying
Openness	Imaginative	↔	Practical
	Preference for variety	↔	Preference for routine
	Independent	↔	Conforming
Extraversion	Sociable	↔	Retiring
	Fun-loving	↔	Sober
	Affectionate	↔	Reserved

Source: Adapted from McCrae & Costa (1986, p. 1002).

Minnesota Multiphasic Personality Inventory, 2nd edition (MMPI-2): the most commonly used personality inventor used to detect psychological disorders, made up of 567 T/F questions.

Myers Briggs Type Indicator (MBTI): personality test used for counseling, leadership training, and team-building, labels people as "types" (feeling or thinking) and gives feedback in complimentary terms. Ex. feeling types are told that they are sensitive to values and sympathetic.

Self-efficacy: how a person views himself in certain situations, feelings of self-concept or self-doubt that people bring to a certain situation.

Model of Reciprocal Determinism: interacting influences of behavior, internal cognitive thoughts, and environmental factors.

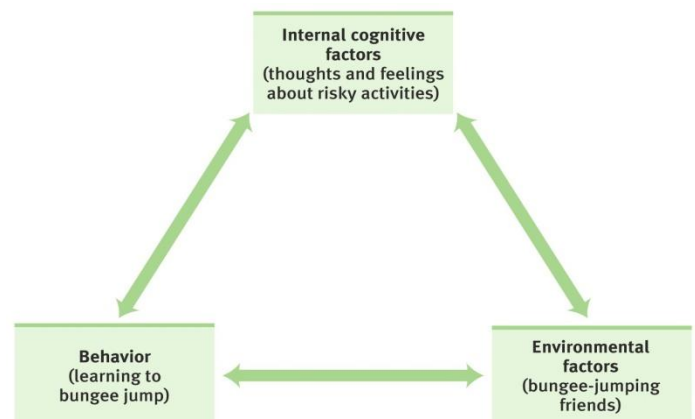
Locus: a person's sense of personal power

Internal locus of control: people accepting responsibility for their life experiences.

External locus of control: people who believe that most situations are governed by chance.

Defensive self-esteem: blockading yourself from negative influences for the sake of feeling good about yourself. Ex. you exercise to stay in shape because it makes you feel good.

Secure self-esteem: enables us to focus beyond ourselves and to deal with things confidently, you can take criticism.



Personality Key People:

Sigmund Freud: Austrian physician who looked at people with nervous disorders and surmised they stemmed from childhood unconscious conflicts, father of dream analysis.

Alfred Adler: Neo-Freudian who believed in childhood tensions, like Freud; however, he thought these tensions were social in nature and not sexual. Adler said a child struggles with an inferiority complex during growth and strives for superiority and power, looked at the birth order of children.

Karen Horney: Neo-Freudian who believed in the social aspects of childhood growth and development. She countered Freud's assumption that women have weak superegos and suffer from "penis envy" by saying that men suffer from "womb envy."

Carl Jung: Neo-Freudian who believed in the collective unconscious, why many cultures share certain myths and images such as the mother being a symbol of nurturance.

Abraham Maslow: Humanist who developed the Hierarchy of Needs.

Carl Rogers: Humanist who looked at personality and reaching one's potential by having a strong self-concept and by having an unconditional positive regard.

Gordon Allport: developed the trait hierarchy.

Raymond Cattell: using factor analysis discovered 16 pairs of source traits.

Hans & Sybil Eysenck: looked at personality traits as being genetic, looked at 2 axes: extroversion and neuroticism. (Diagram to the right)

Paul Costa & Robert McCrae: developed the Five Factor Model.

William Sheldon: looked at the relationship between body types and personality.

Albert Bandura: behaviorist who looked at personality and self-efficacy and reciprocal determinism.

Julian Rotter: argued that a person's sense of personal power (locus) is key in shaping both personality and dealing with a problem, looked at differing perceptions of control.

