



What is Personality?

How would you describe your personality?

Make a list of your personality characteristics.
How would you describe yourself to a new friend?



"I am _____"

- Personality is an individual's unique collection of consistent behaviors

Psychologists all look at the same question from a different point of view

- Freud believed personality is based on unconscious conflicts that originated during childhood
- Skinner believed personality is learned from the environment
- Rogers and Maslow believed that personality involves a person's motivation _____
- Bandura believed that personality is influenced by _____

Trait Theories

- Traits: _____
- Personality researchers have proposed that there are several basic dimensions of personality.
 - Early Trait Theorists: Allport, Cattell, Eysenck
 - Modern Trait Theorists: McCrae and Costa
 - Five-Factor Model (FFM)

Trait Theorists: The Five-Factor Model

- **Openness**- _____
- _____
Responsible and organized vs. irresponsible and careless
- **Extroversion**- _____
vs. withdrawn and quiet
- **Agreeableness**-Trusting and good-natured vs. _____
- _____ -Emotionally unstable and moody vs. _____



Evaluating Trait Theories

- Pro:
 - Five-factor model (FFM) helps describe & organize

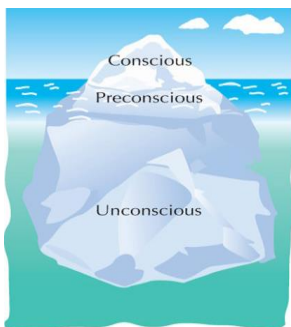
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Psychodynamic Theory

- This is the approach suggests that personality formation is the result of our unconscious processes.
- Three famous psychodynamic theorists:
 - Sigmund Freud
 - Emphasis on people's sexual motivation
 - Carl Jung
 - Emphasis on cultural unconscious influences
 - Alfred Adler
 - Emphasis on ambition and striving for success

The Three Levels of Consciousness



It's all about the conflict...

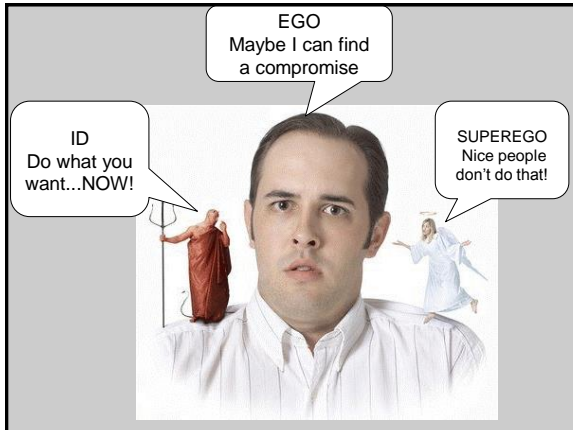
- According to Freud, human personality arises from a conflict between:
 - Our pleasure-seeking biological impulses
 - the internalized social restraints to control them.

Freud believed that personality was composed of three mental structures:

- Id
- Ego
- Superego

Structures of the Mind (The 3 Conflict Centers)

- _____
- The ID presses for immediate gratification to relieve tension and discomfort.
- _____
- The *Superego* represents all the moral and ideals taught by society
- _____
- The *Ego* works on the _____
- The rational decision-making aspect of the personality that keeps the Id in check by delaying gratification.




Freud's Stages of Psychosexual Development

- Freud asserted that the foundation of personality is shaped mostly by early childhood experiences
 - Typically formed by age 5
- How we deal with our psychosexual development influences nearly all aspects of our personality

Stage	Conflicts/Experiences	Adult Traits Associated with Problems (especially fixations)
Oral Stage (0-2yrs)	Pleasure derived from stimulation of the mouth-sucking, swallowing, chewing, and biting	Concerns with dependence and independence. Pleasure from eating, drinking, and other oral activities
Anal Stage (2-3 yrs)	Pleasure derived from anal stimulation. Critical event-toilet training-controlling bowel movements. Coping with demands for control	Orderliness, stinginess, and stubbornness OR messiness and rebelliousness
Phallic Stage (4-7 yrs)	Pleasure derived from touching penis or clitoris (Oedipus complex)	Flirtatiousness, vanity, promiscuity, chastity Males – fear of castration; Females – penis envy
Latent Period (7- puberty)	Sexual interests suppressed	-----
Genital Stage (puberty)	Sexual contact with other people	-----

Can I get stuck in a stage?!

According to
Freud, _____



To defend itself against anxiety the ego adopts one or more defense mechanisms to distort reality.

Defense Mechanisms:	
Unconscious reactions that protect a person from unpleasant emotions	
Defense Mechanism	Definition
Repression	Keeping distressing thoughts and feelings buried in the unconscious
Projection	Redirecting one's own thoughts, feelings, or motives to another
Displacement	Redirecting emotions to a substitute target.
Reaction Formation	Behaving in a way this is exactly the opposite of one's true feelings
Regression	A reversion to immature patterns of behavior
Rationalization	When something happens that we find difficult to accept, then we will make up a logical reason why it has happened.
Sublimation	Redirecting 'wrong' urges into socially acceptable actions

Name that Defense Mechanism!

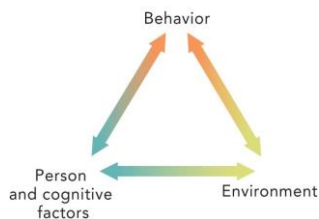
- Jennifer, who is very angry with her colleague Susan, ends up befriendng Susan.
- A student attributed his flunking out of college to the poor quality of teaching there.
- Despite overwhelming evidence and a murder conviction, Paul's mother refused to believe that her son could actually take the life of another human being.
- Linda, who has had many extramarital affairs, begins to accuse her husband David of being unfaithful.

Social cognitive theorists emphasize conscious awareness, beliefs, expectations, and goals while incorporating principles from behaviorism.

They explore the person's ability to reason; to think about the past, present, and future; and to reflect on the self.

Reciprocal Determinism (Albert Bandura)

The way behavior, environment, and person/cognitive factors interact to create personality.



Personal Control

- Social cognitive theorists emphasize that we can regulate and control our own behavior despite our changing environment.
- Locus of Control refers to an individual's perception about the underlying main causes of events in his/her life.

Do you believe that
your destiny is
controlled by yourself
or by external forces?

-such as fate, god, or powerful others



Where do you see the control
in your life?

- Internal locus of control:
 - People place their locus of control inside themselves
 - Behavior is guided by personal decisions and effort
- External locus of control:
 - People place their locus of control in their environments
 - Behavior is determined by luck, fate or external

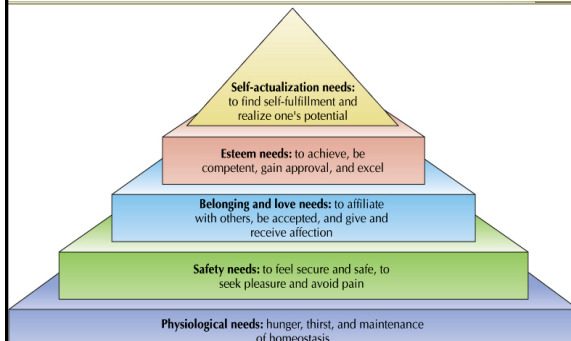
Humanistic Theories:

Maslow's Hierarchy of Needs

- Hierarchy of Needs: Maslow's proposal that basic physical necessities must be satisfied before higher-growth needs
- Self-Actualization: Maslow's term for the inborn drive to develop all one's talents & capabilities

Humanistic Theories:

Maslow's Hierarchy of Needs



A Summary of Personality Theories

Perspective	Assumptions About the Causes of Behavior	Assessment Techniques	Evaluation
Psychoanalytic	Basic human nature is an unconscious struggle between good and evil	- Projective tests - Dream analysis - Free association	- Huge cultural impact - Hard to test
Trait-	Biological dispositions influence behavior.	- Personality inventories - Observations & ratings of behavior	- Good descriptions - Underestimates the power of situations
Humanistic-	Conscious processing of one's feeling.- Basic human nature is good.-	- Questionnaires about feelings, self-concept - Interviews-	- Very humane or compassionate view - Perhaps too optimistic & self-centered
Social-Cognitive-	Basic human nature is slightly influenced by genetic pre-dispositions, but mostly a blank slate.	- Questionnaires - Observations & ratings - Interviews	- Attempts to integrate research on learning, cognition and social behavior
