



What is Personality?

Chapter 12
Personality and its assessment

CLASS OBJECTIVES

- ❖ What is personality?
- ❖ How does our personality develop?
- ❖ Other theories of personality



How would you describe your personality?

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

❖ Fill in the blank... “I am _____”

❖ Personality is an individual’s unique collection of consistent behaviors

Do psychologist’s agree on one explanation for different personalities?

❖ *Freud* believed personality is based on unconscious conflicts that originated during childhood

❖ *Skinner* believed personality is learned from the _____

❖ *Rogers and Maslow* believed that personality involves a person’s motivation _____

❖ *Bandura* believed that personality is influenced by _____

Trait Theories

❖ Traits: relatively stable personal characteristics used to describe someone

❖ _____

- **Early Trait Theorists:** Allport, Cattell, Eysenck

- **Modern Trait Theorists:** McCrae and Costa

- Five-Factor Model (FFM)

Trait Theorists: The Five-Factor Model

- _____ - Original and open to new ideas vs. conventional and narrow in interests
- **Conscientiousness**-Responsible and organized vs. _____
- **Extroversion**-_____ vs. withdrawn and quiet
- _____ -Trusting and good-natured vs. suspicious and ruthless
- **Neuroticism** -Emotionally unstable and moody vs. emotionally stable and easygoing)

Applications to Personality Theory

Big Five Traits	Low Scorers	High Scorers
1 O penness	Down-to-earth Uncreative Conventional Uncurious	Imaginative Creative Original Curious
2 C onscientiousness	Negligent Lazy Disorganized Late	Conscientious Hard-working Well-organized Punctual
3 E xtroversion	Loner Quiet Passive Reserved	Joiner Talkative Active Affectionate
4 A greeableness	Suspicious Critical Ruthless Irritable	Trusting Lenient Soft-hearted Good-natured
5 N euroticism	Calm Even-tempered Comfortable Unemotional	Worried Temperamental Self-conscious Emotional

■ Place a dot on each line to indicate your traits of openness, extroversion, etc.

Then do the same for your ideal romantic partner.

Evaluating Trait Theories





■ **Pro:**

■ **Con:**

- Lacks causal explanation
- Ignores situational effects

Psychodynamic Theory

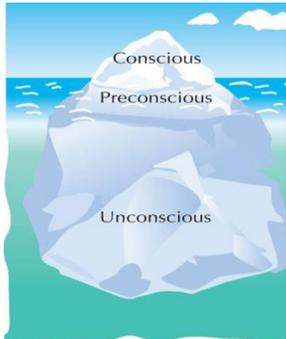
❖ This is the approach suggests that personality

- 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

What part of the iceberg takes up the most space?

Freud believed that part of the mind was the largest



It's all about the conflict...

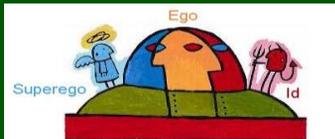
❖ According to Freud, human personality arises from a conflict between:

Freud believed that
personality was
composed of three
mental structures

- Id
- Ego
- Superego

Structures of the Mind
(The 3 Conflict Centers)

1. The ID works on the pleasure principle
 - The ID presses for immediate gratification to relieve tension and discomfort.
 - The ID is demanding, irrational and selfishly seeking pleasure (regardless of reality or morality)
2. The Superego represents all the moral and ideals taught by society
 - The superhero or angel on your shoulder
3. The Ego works on the reality principle
 - 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?!

- ❏ _____

- ❏ At any point, strong conflict can *fixate* the person's pleasure-seeking energies in that stage.
- ❏ Fixation can occur if:
 - If parents immediately and completely satisfy a child's needs because there is little motivation to move on to the next stage.
 - If parents fail to satisfy the child's needs or do so inconsistently. The child becomes frustrated expends energy trying to have his or her needs gratified

Self Protection

- ❖ A variety of circumstances can cause anxiety and distress at each stage of psychosexual development.
- ❖ To defend itself against the anxiety the ego adopts one or _____

Defense Mechanisms:

Unconscious reactions that protect a person from unpleasant emotions

Defense Mechanism	Definition
Repression	Keeping distressing thoughts and feelings buried in the unconscious
	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
	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.
	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.

Criticisms of Freud's theories

- ❖ Some objected to his emphasis on sexual urges toward parents and the emphasis that behavior is biologically determined
- ❖ Some stated that his theory does not account for differing cultures

Humanistic Theories: Maslow's Hierarchy of Needs

- ❖ **Hierarchy of Needs:** Maslow's proposal that basic physical necessities must be
- ❖ **Self-Actualization:** Maslow's term for the inborn drive to develop all one's

Humanistic Theories: Maslow's Hierarchy of Needs

