Assessing personality
Defining Personality

• The word comes from the Latin **persona**, meaning “__________”

• **Personality**: An individual’s distinct and relatively enduring pattern of __________, feelings, motives, and ____________.

• ____________: Stability in behavior over time and across situations

• ____________: Behavioral differences among people reacting to the same situation
Defining Personality: Personality Traits

- Personality Traits
  - ________________________ and dimensions

- The ___________________________ Model
  - Extraversion
  - _________________________.
  - Openness to experience
  - Agreeableness
  - _________________________.
Studying Personality

• The ____________ Approach
  – The five factor model
• ____________ Psychodynamic Perspective
• Behavioral Approaches
• ____________ Perspective
• Biological Perspective
Perspectives

- ____________psychoanalytic theory
  - Structure of personality
    - ______ - Pleasure principle
    - Ego - Reality principle
    - ______ - Morality
  - Levels of awareness
    - Conscious
    - Unconscious
    - ____________.
Psychodynamic Perspectives

• Freud’s psychoanalytic theory
  - ____________________________.
    • ___________ and Aggression
    • Anxiety
    • Defense ________________.
Figure 11.2  Freud's model of personality structure
Figure 11.3 Freud’s model of personality dynamics
Defense Mechanisms

- ____________
  - Keeping distressing thoughts and feelings buried in ____________
- Projection
  - Attributing your thoughts, feelings, or motives to someone else
- ____________
  - Divert emotional feelings (anger) from original source to substitute
- Reaction formation
  - Behaving exactly opposite of your true feelings
- ____________
  - Reverting to immature patterns of behavior
- Rationalization
  - Creating a false excuse to justify unacceptable behavior
- ____________
  - Increasing self image by forming ____________ with person / group
Freud on Development: ____________________ Stages

• ____________________ = physical pleasure

• Psychosexual stages
  – Oral, __________, Phallic, Latency, ______________.
    • __________ = Excessive gratification or frustration
    • Overemphasis on psychosexual __________ during fixated stage
_________ Stage

ORAL 0-2

Infant achieves gratification through oral activities such as feeding, thumb sucking and babbling.
Stage

- Early or delayed weaning leads to:
  talkativeness
  over eating
  a lot
  “biting” sarcasm
ANAL  2-3
The child learns to respond to some of the demands of society (such as bowel and bladder control).
Stage

- Adults who remain fixated at the anal stage tend to be:
  - ____________.
  - Stubborn
  - Obsessed with orderliness
  - Sloppy, _____________, disorganized
PHALLIC
3-7
The child learns to realize the differences between males and females and becomes aware of sexuality.
Stage

The ____________ Complex

- Boy’s id impulses involve sexual desire for ____________, and a desire to eliminate the ____________. Eventually, identifies with his ________.

The ____________ Complex

- Girl has strong attachment to mother, and develops _______envy, where she blames her mother for not having a penis. Eventually transfer love to father, identifies with _____________.

Er...Nice tattoo, Oedipus.
Stage

• If fixated at this stage, adults tend to have:
  – ____________________.
  – Problems with _____________.
  – ____________ sexual identity
  – Problems with stable love relationship
LATENCY
7-11
The child continues his or her development but sexual urges are relatively quiet.
Stage

GENITAL  11-Adult
The growing adolescent shakes off old dependencies and learns to deal maturely with the opposite sex.
Evaluating Psychodynamic Perspectives

• **Strengths**
  – The importance of early __________experiences
  – Spurred other research and theories
  – The _________________
  – The role of internal conflict
  – The use of ________________to respond to unpleasant experiences
Evaluating Psychodynamic Perspectives

• Weaknesses
  – Violates the scientific principle of falsifiability – poor ________________
  – Inadequate ___________ base
    • Based on experiences of a few atypical individuals
  – Theory is based on retrospective accounts and fallible memories
  – ________________ views
Perspectives

• __________views
  – Conditioning and response tendencies
• Bandura’s social __________theory
  – Observational learning
  – Behavior is shaped by models
  – Self-efficacy
• Mischel’s views
  – The __________________________controversy
    • Situational factors determine behavior, rather than traits
Figure 11.5 A behavioral view of personality
Figure 11.6  Personality development and operant conditioning
Evaluating Behavioral Perspectives

• Pros
  – Based on ____________, controlled research
  – Explains different behaviors in different situations
  – Major events in life can change “______________”

• Cons
  – Over-dependence on animal research
  – “Personality” not a valid ________________.
Perspectives

- Carl Rogers’s theory
  - Self-concept
    - Conditional/unconditional regard
    - and anxiety
- Abraham Maslow’s theory of needs
  - of needs
  - The healthy personality
Figure 11.7 Rogers’s view of personality structure

**Congruence**
Self-concept meshes well with actual experience
(some incongruence is probably unavoidable)

**Incongruence**
Self-concept does not mesh well with actual experience
Figure 11.8  Rogers’s view of personality development and dynamics
Figure 11.9 Maslow’s hierarchy of needs

- **Physiological needs:** Hunger, thirst, and so forth
- **Safety and security needs:** Long-term survival and stability
- **Belongingness and love needs:** Affiliation and acceptance
- **Esteem needs:** Achievement and gaining of recognition
- **Cognitive needs:** Knowledge and understanding
- **Aesthetic needs:** Order and beauty
- **Need for self-actualization:** Realization of potential

Progression if lower needs are satisfied
Regression if lower needs are not being satisfied
### Characteristics of self-actualizing people

- Clear, efficient perception of reality and comfortable relations with it
- Spontaneity, simplicity, and naturalness
- Problem centering (having something outside themselves they “must” do as a mission)
- Detachment and need for privacy
- Autonomy, independence of culture and environment
- Continued freshness of appreciation
- Mystical and peak experiences
- Feelings of kinship and identification with the human race
- Strong friendships, but limited in number
- Democratic character structure
- Ethical discrimination between good and evil
- Philosophical, unhostile sense of humor
- Balance between polarities in personality

**Figure 11.10 Maslow’s view of the healthy personality**
Evaluating Humanistic Perspectives

• Pros
  – Recognized importance of subjective views
  – Recognized importance of self-__________________.
  – Led to some effective ________________________.
  – Laid foundation for ________________________psychology

• Cons
  – Many aspects of theory are difficult to test
  – Unrealistic ________________________.
  – More empirical research needed
Biological Perspectives

• _____________ theory
  – Determined by genes
  – Extraversion-introversion

• Behavioral genetics
  – _____________ studies
  – Heritability estimates

• The evolutionary approach
  – Traits conducive to reproductive ____________.
Figure 11.11 Eysenck’s model of personality structure
Evaluating Biological Perspectives

• Pros
  – Convincing evidence for ____________ influence
  – Extensive, carefully controlled research
  – _________________ of neural/brain patterns and personality traits

• Cons
  – Too much reliance on _______________ estimates
  – Cannot explain all behavior (no comprehensive theory of ________________ )
Personality Tests

• _______________ projective tests
  – Thematic _______________ Test (TAT)
  – _______________.

• Self-report inventories
  – _______________ Factor Trait Inventory
“It's just a simple Rorschach ink-blot test, Mr. Bromwell, so just calm down and tell me what each one suggests to you.”
Psychoanalysis

_____________Personality Tests

• _____________ Tests
  – Allow people to “___________” unconscious needs, wishes, and conflicts onto ________________ stimuli
  – ________________.
  • A test in which people are asked to report what they see in a set of inkblots
Psychoanalysis

____________________Personality Tests

• ___________ Tests
  – Thematic ___________ Test (TAT)
    • A test in which people are asked to make up ______________ from a set of ambiguous pictures
    • Activity 11.3
Review of TAT

• We will go over each picture and discuss what you found

• There are no “right” answers
"Why did I marry him?" she said, dazed. "Why?"
Personality Scales

- Answer a series of questions about yourself
  - ‘I am easily _____________________’ T or F
  - ‘I like to go to ________________’ T or F
- Assumes that you can accurately report
- There are no right or wrong answers
- From responses, develop a picture of you called a ‘________________________profile’
The glass is half full!
The glass is half empty.

Half full... No! Wait! Half empty... No, half... what was the question?

Hey! I ordered a cheeseburger!

The four basic personality types
Minnesota _________Personality Inventory

• Most widely used personality instrument
  – Now the MMPI - 2
• Clinical & ________________settings
• Measures aspects of personality that, if extreme, suggest a problem
  – e.g., extreme _______________.
• Long test - _________questions
Characteristics of the MMPI-2

- Has several different _________ (multiphasic)
- Scales thought to measure different kinds of psychological ________________.
  - e.g., depression
- Scale scores indicate how you compare with others
- Overall assessment is ________________.
  - From inspecting profile of different scales
MMPI Score Profile

- Hypochondriasis (concern with body symptoms)
- Depression (pessimism, hopelessness)
- Hysteria (uses symptoms to solve problems)
- Psychopathic deviancy (disregard for social standards)
- Masculinity/femininity (interests like those of other sex)
- Paranoia (delusions, suspiciousness)
- Psychasthenia (worried, guilt feelings)
- Schizophrenia (withdrawn, bizarre thoughts)
- Hypomania (overactive, excited, impulsive)
- Social introversion (shy, lacks confidence)
The _____________ Model

• Some version of the _____________ factors reliably appear in many cultures/countries... may be basic component of human _____________.
• However, there are some drawbacks to adopting this view of personality
  – _____________ theories are better at describing people than _____________ them.
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Influences on Personality

- 123 pairs of identical twins and 127 pairs of fraternal twins
- Measured on “Big ______” personality dimensions
- Results suggest that personality differences in the population are 0 - 50% genetically determined.
Evaluating __________ Tests

• Strengths
  – Normed against a variety of __________ samples
    • Allows you to determine what is outside the bounds of “normal” in comparison to a ____________ group
  – ____________.
    • Relies on self-report
    • But with caveats to catch ____________.
  – Elevated scores on MMPI correlate to a variety of different _________________ disorders (suggests some kind of utility)
Evaluating Objective Tests

• Limitations
  – _______________ measures
    • Deception
    • Social _______________
    • Response sets (e.g., “nay _______________”)
  – _______________ utility
    • Particularly for tests other than ____________.
    • You’re outgoing: so ____________?
Bias

• Characteristic of almost all personality theories/tests
  – Know the ___________ pattern
  – Correlate it to other things to explain where it came from and how it will affect future behavior

• Easy to ___________ different ways that your personality could have been ___________.