

15 : Personality

CHAPTER OVERVIEW

Personality refers to each individual's characteristic pattern of thinking, feeling, and acting. Chapter 15 examines four perspectives on personality. Psychoanalytic theory emphasizes the unconscious and irrational aspects of personality. Trait theory led to advances in techniques for evaluating and describing personality. Humanistic theory draws attention to the concept of self and to the human potential for healthy growth. The social-cognitive perspective emphasizes the effects of our interactions with the environment. The text first describes and then evaluates the contributions, shortcomings, and historical significance of the psychoanalytic and humanistic perspectives. Next, the text turns to contemporary research on personality, focusing on how the trait and social-cognitive perspectives explore and assess traits, and the focus of many of today's researchers on the concept of self.

NOTE: Answer guidelines for all Chapter 15 questions begin on page 399.

CHAPTER REVIEW

First, skim each section, noting headings and boldface items. After you have read the section, review each objective by answering the fill-in and essay-type questions that follow it. As you proceed, evaluate your performance by consulting the answers beginning on page 399. Do not continue with the next section until you understand each answer. If you need to, review or reread the section in the textbook before continuing.

Introducing Personality (pp. 595–596)

Objective 1: Define *personality*.

1. Personality is defined as an individual's characteristic pattern of _____, _____, and _____.
2. The psychoanalytic perspective on personality was proposed by _____. A second, historically significant perspective was the _____ approach, which focused on people's capacities for _____ and _____.
3. Today's theories are more _____ and down-to-earth than these grand theories.

The Psychoanalytic Perspective (pp. 596–609)

David Myers at times uses idioms that are unfamiliar to some readers. If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 407–408 for an explanation: *ran up a bookstore debt*; *mind running*; *glimpse*; *virtuous . . . wantonly*; *utter biting sarcasm*; *twig of personality is bent*; *icebreaker*; *linguistic flip-flops*; *seared*; *scientific shortcomings*; *bumbling*.

Objective 2: Explain how Freud's experiences in private practice led to theory of psychoanalysis.

1. Sigmund Freud was a medical doctor who specialized in _____ disorders.

2. Freud developed his theory in response to his observation that many patients had disorders that did not make _____ sense.

Objective 3: Discuss Freud's view of the mind as an iceberg, and explain how he used this image to represent conscious and unconscious regions of the mind.

3. At first, Freud thought _____ would unlock the door to the unconscious.
4. The technique later used by Freud, in which the patient relaxes and says whatever comes to mind, is called _____.
5. Freud called his theory and associated techniques, whereby painful unconscious memories are exposed, _____.
6. According to this theory, the mind is like an iceberg in that many of a person's thoughts, wishes, and feelings are hidden in a large _____ region. Some of the thoughts in this region can be retrieved at will into consciousness; these thoughts are said to be _____. Many of the memories of this region, however, are blocked, or _____, from consciousness.
7. Freud believed that a person's _____ wishes are often reflected in his or her beliefs, habits, symptoms, and _____ of the tongue or pen. Freud called the remembered content of dreams the _____, which he believed to be a censored version of the dream's true _____.

Objective 4: Describe Freud's view of personality structure, and discuss the interactions of the id, ego, and superego.

8. Freud believed that all facets of personality arise from conflict between our _____ impulses and the _____ restraints against them.
9. According to Freud, personality consists of three interacting structures: the _____, the _____, and the _____.

10. The id is a reservoir of energy that is primarily _____ (conscious/unconscious) and operates according to the _____ principle.
11. The ego develops _____ (before/after) the id and consists of perceptions, thoughts, and memories that are mostly _____ (conscious/unconscious). The ego operates according to the _____ principle.

Explain why the ego is considered the "executive" of personality.

12. The personality structure that reflects moral values is the _____, which Freud believed began emerging at about age _____.
13. A person with a _____ (strong/weak) superego may be self-indulgent; one with an unusually _____ (strong/weak) superego may be continually guilt-ridden.

Objective 5: Identify Freud's psychosexual stages of development, and describe the effects of fixation on behavior.

14. According to Freud, personality is formed as the child passes through a series of _____ stages, each of which is focused on a distinct body area called an _____.
15. The first stage is the _____ stage, which takes place during the first 18 months of life. During this stage, the id's energies are focused on behaviors such as _____.
16. The second stage is the _____ stage, which lasts from about age _____ months to _____ months.

17. The third stage is the _____ stage, which lasts roughly from ages _____ to _____. During this stage the id's energies are focused on the _____. Freud also believed that during this stage children develop sexual desires for the _____ (same/opposite) sex parent. Freud referred to these feelings as the _____ in boys. Some psychoanalysts in Freud's era believed that girls experience a parallel _____.
18. Freud believed that _____ with the same-sex parent is the basis for _____.

Explain how this complex of feelings is resolved through the process of identification.

19. During the next stage, sexual feelings are repressed: this phase is called the _____ stage and lasts until adolescence.
20. The final stage of development is called the _____ stage.
21. According to Freud, it is possible for a person's development to become blocked in any of the

stages; in such an instance, the person is said to be _____. People who are messy and disorganized, or highly controlled and compulsively neat, were said to be anal _____ and anal _____, respectively.

Objective 6: Describe the function of defense mechanisms, and identify six of them.

22. The ego attempts to protect itself against anxiety through the use of _____. The process underlying each of these mechanisms is _____.
23. Dealing with anxiety by returning to an earlier stage of development is called _____.
24. When a person reacts in a manner opposite that of his or her true feelings, _____ is said to have occurred.
25. When a person attributes his or her own feelings to another person, _____ has occurred.
26. When a person offers a false, self-justifying explanation for his or her actions, _____ has occurred.
27. When impulses are directed toward an object other than the one that caused arousal, _____ has occurred.

Matching Items

Match each defense mechanism in the following list with the proper example of its manifestation.

Defense Mechanisms

- _____ 1. displacement
- _____ 2. projection
- _____ 3. reaction formation
- _____ 4. rationalization
- _____ 5. regression

Manifestations

- a. nail biting or thumb sucking in an anxiety-producing situation
- b. overzealous crusaders against "immoral behaviors," who don't want to acknowledge their own sexual desires
- c. saying you drink "just to be sociable" when in reality you have a drinking problem
- d. thinking someone hates you when in reality you hate that person
- e. a child who is angry at his parents and vents this anger on the family pet, a less threatening target

28. Defense mechanisms are _____ (conscious/unconscious) processes.

Objective 7: Contrast the views of the neo-Freudians and psychodynamic theorists with Freud's original theory.

29. The theorists who established their own, modified versions of psychoanalytic theory are called _____.

These theorists typically place _____ (more/less) emphasis on the conscious mind than Freud did and _____ (more/less) emphasis on sex and aggression.

Briefly summarize how each of the following theorists departed from Freud.

- a. Adler _____
- b. Horney _____
- c. Jung _____

30. Today's psychologists _____ (accept/reject) the idea that people inherit a common reservoir of experiences, which _____ (which theorist?) called a _____.

31. More recently, some of Freud's ideas have been incorporated into _____ theory. Unlike Freud, the theorists advocating this perspective do not believe that _____ is the basis of personality. They do agree, however, that much of mental life is _____, that _____ shapes personality, and that we often struggle with _____.

Objective 8: Describe two projective tests used to assess personality, and discuss some criticisms of them.

- 32. Tests that provide subjects with ambiguous stimuli for interpretation are called _____ tests.
- 33. Henry Murray introduced the personality assessment technique called the _____ Test.
- 34. The most widely used projective test is the _____, in which subjects are shown a series of _____. Generally, these tests appear to have _____ (little/significant) validity and reliability. This is because there

_____ (is/is not) a universal system for scoring these tests, and they _____ (are/are not) successful at predicting behaviors.

Objective 9: Summarize psychology's current assessment of Freud's theory of psychoanalysis.

35. Contrary to Freud's theory, research indicates that human development is _____ (fixed in childhood/life-long), children gain their gender identity at a(n) _____ (earlier/later) age, and the presence of a same-sex parent _____ (is/is not) necessary for the child to become strongly masculine or feminine.
36. Recent research also disputes Freud's belief that dreams disguise _____ and that defense mechanisms disguise _____ and _____ impulses. Another Freudian idea that is no longer widely accepted is that psychological disorders are caused by _____.
37. Psychoanalytic theory rests on the assumption that the human mind often _____ painful experiences. Many of today's researchers think that this process is much _____ (more common/rarer) than Freud believed. They also believe that when it does occur, it is a reaction to terrible _____.
38. Today's psychologists agree with Freud that much of the mind's information processing is _____. Research studies demonstrate that **our capacity** for _____ learning, sometimes called _____, is quite sophisticated.
39. Another Freudian idea that has received support is that people defend themselves against _____. According to _____.

theory, when people are faced with a threatening world, they act to enhance their _____, and may adhere more strongly to the _____ that create meaning in their lives.

40. An example of the defense mechanism that Freud called _____ is what researchers today call the _____ effect. This refers to our tendency to _____ the extent to which others share our beliefs and behaviors.
41. Criticism of psychoanalysis as a scientific theory centers on the fact that it provides _____ explanations and does not offer _____.

State several of Freud's ideas that have endured.

The Humanistic Perspective (pp. 609–612)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to page 408 for an explanation: *crippled spirits; thwarted . . . acorn, primed for growth; rugged individual; playing possum.*

Objective 10: Summarize Abraham Maslow's concept of self-actualization, and explain how his ideas illustrate the humanistic perspective.

1. Two influential theories of humanistic psychology were proposed by _____ and _____.
2. According to Maslow, humans are motivated by needs that are organized into a _____. Maslow refers to the process of fulfilling one's potential as _____.

_____. As a pioneer in the movement for a more humanistic psychology, Maslow emphasized the ways that healthy people strive for _____ and self-realization.

List some of the characteristics Maslow associated with those who fulfilled their potential.

Objective 11: Discuss Carl Rogers' person-centered perspective, and explain the importance of unconditional positive regard.

3. According to Rogers, a person nurtures growth in a relationship by being _____, _____, and _____.
4. People who are accepting of others offer them _____. By so doing, they enable others to be _____ without fearing the loss of their esteem.
5. For both Maslow and Rogers, an important feature of personality is how an individual perceives himself or herself; this is the person's _____.

Objective 12: Explain how humanistic psychologists assessed personality.

6. Humanistic psychologists sometimes use _____ to assess personality, that is, to evaluate the _____.
7. Carl Rogers developed a questionnaire that asked people to describe themselves both as they would _____ like to be and as they _____ are.
8. Some humanistic psychologists feel that questionnaires are _____ and prefer to use _____ to assess personality.

Objective 13: State the major criticisms of the humanistic perspective on personality.

9. Humanistic psychologists have influenced such diverse areas as _____, _____, and _____. They have also had a major impact on today's _____ psychology, perhaps because the emphasis on the individual self strongly reflects _____ cultural values.
10. Research has shown that most people tend to have _____ (low/high) self-esteem.

State three criticisms of humanistic psychology.

The Trait Perspective (pp. 613–623)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 408–409 for an explanation: *Flabbergasted; scoff; suckering methods; "stock spiel"; spoofing; dubbed the Big Five; labeling and pigeonholing.*

Objective 14: Cite the main difference between the trait and psychoanalytic perspectives on personality.

1. Gordon Allport developed trait theory, which defines personality in terms of people's characteristic _____ and conscious _____. Unlike Freud, he was generally less interested in _____ individual traits than in _____ them.
2. The ancient Greeks classified people according to four types: _____, or depressed; _____, or cheerful;

_____, or unemotional; and _____, or irritable.

3. The _____

 classifies people according to Carl Jung's personality types. Although recently criticized for its lack of predictive value, this test has been widely used in _____ and _____ counseling.

Objective 15: Describe some of the ways psychologists have attempted to compile a list of basic personality traits.

4. To reduce the number of traits to a few basic ones, psychologists use the statistical procedure of _____. The Eysencks think that two or three genetically influenced personality dimensions are sufficient; these include _____ and emotional _____.
5. Some researchers believe that extraverts seek stimulation because their level of _____ is relatively low. PET scans reveal an area of the brain's _____ lobe that is less active in _____ (extraverts/introverts) than in _____ (extraverts/introverts).
6. Research increasingly reveals that our _____ play an important role in defining our _____ and _____ style.
7. Jerome Kagan attributes differences in children's _____ and _____ to autonomic nervous system reactivity.
8. Personality differences among dogs, birds, and other animals _____ (are/are not) stable.

Objective 16: Explain how psychologists use personality inventories to assess traits, and discuss the most widely used inventory.

9. Questionnaires that categorize personality traits are called _____.

10. The most widely used of all such personality tests is the _____; its questions are grouped into _____ (how many?) clinical scales.
11. This test was developed by testing a large pool of items and selecting those that differentiated particular individuals; in other words, the test was _____ derived.

(Thinking Critically) Explain several techniques used by astrologers to persuade people to accept their advice.

Objective 17: Identify the Big Five personality factors, and discuss some of the strengths of this approach to studying personality.

12. Researchers have arrived at a cluster of five factors that seem to describe the major features of personality. List and briefly describe the Big Five.
 - a. _____
 - b. _____
 - c. _____
 - d. _____
 - e. _____
13. While some traits wane a bit after college, others increase. For example, as young adults mature and learn to manage their commitments, _____ increases. From the thirties through the sixties, _____ increases.
14. In adulthood, the Big Five are quite _____ (stable/variable), with heritability estimated at _____ percent or more for each dimension. Moreover, these traits _____ (describe/do not describe) personality in other cultures and _____ (predict/do not predict) other personal attributes.

Objective 18: Summarize the person-situation controversy, and explain its importance as a commentary on the trait perspective.

15. Human behavior is influenced both by our inner _____ and by the external _____. The issue of which of these is the more important influence on personality is called the _____ controversy.
16. To be considered a personality trait, a characteristic must persist over _____ and across _____. Research studies reveal that personality trait scores _____ (correlate/do not correlate) with scores obtained seven years later. The consistency of specific behaviors from one situation to the next is _____ (predictably consistent/not predictably consistent).
17. An individual's score on a personality test _____ (is/is not) very predictive of his or her behavior in any given situation.

Objective 19: Explain why psychologists are interested in the consistency of the trait of expressiveness.

18. People's expressive styles, which include their _____, manner of _____, and _____, are quite _____ (consistent/inconsistent), which _____ (does/does not) reveal distinct personality traits.

Defend trait theory against the criticism that people seem not to have clear, consistent personalities.

The Social-Cognitive Perspective (pp. 623–631)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to page 409 for an explanation: *cold shoulder*; *leaping a hurdle*; *put an optimistic spin on their setbacks*; *bombing the upcoming exam*; *dumbfounded*.

Objective 20: Describe the social-cognitive perspective, and explain how reciprocal determinism illustrates that perspective.

1. Social-cognitive theory, which focuses on how the individual and the _____ interact, was proposed by _____.
2. Social-cognitive theorists propose that personality is shaped by the mutual influence of our _____, _____ factors, and _____ factors. This is the principle of _____.

Describe three different ways in which the environment and personality interact.

Objective 21: Discuss the effects of a perception of internal or external control, and describe the concept of learned helplessness.

3. In studying how we interact with our environment, social-cognitive theorists point to the importance of our sense of _____. Individuals who believe that they control their own destinies are said to perceive an _____. _____ . Individuals who believe that their fate is determined by outside forces are said to perceive an _____. _____ . Self-control, which is the ability to control _____ and _____ gratification, predicts good _____, better _____, and _____ success.
4. Seligman found that exposure to inescapable punishment produced a passive resignation in behavior, which he called _____.

5. People become happier when they are given _____ (more/less) control over what happens to them.

Objective 22: Discuss the link between performance and optimistic or pessimistic attributional style, and contrast positive psychology with humanistic psychology.

6. One measure of a person's feelings of effectiveness is his or her degree of _____. Our characteristic manner of explaining negative and positive events is called our _____.
7. Our natural positive-thinking bias can sometimes promote an _____ about future life events that can be unhealthy.
8. (Close-Up) During its first century, psychology focused primarily on understanding and alleviating _____. Today, however, thriving Western cultures have an opportunity to create a more _____ psychology, focused on three pillars:
- _____
 - _____
 - _____
9. Our natural positive thinking tends to vanish when we are about to face _____. People tend to be most overconfident of their abilities in areas where they are, in fact, most _____ (competent/incompetent).

Objective 23: Explain why social-cognitive researchers assess behavior in realistic situations.

10. It follows from the social-cognitive perspective that the best means of predicting people's future behavior is their _____.

Objective 24: State the major criticism of the social-cognitive perspective.

11. The major criticism of the social-cognitive perspective is that it fails to appreciate a person's _____.

Exploring the Self (pp. 631–636)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 409–410 for an explanation: *even after a blunder*; *negative about themselves*; *prowess*; *Lake Wobegon*; *flies in the face of pop psychology*; *pride does often go before a fall*; *swelled head*; *from fantasy to hogwash*; *put-downs*.

Objective 25: Explain why psychology has generated so much research on the self, and give three examples of current research on the self.

- One of Western psychology's most vigorously researched topics today is the _____.
- Hazel Markus and colleagues introduced the concept of an individual's _____ to emphasize how our aspirations motivate us through specific goals.
- Our tendency to overestimate the extent to which others are noticing and evaluating us is called the _____.
- A third example of research on the self involves our ability to better recall information if we relate it to our own person or life, which is called the _____ effect.

Objective 26: Give two alternative explanations for the positive correlation between low self-esteem and personal problems.

- According to self theorists, personality development hinges on our feelings of self-worth, or _____. People who feel good about themselves are relatively _____ (dependent on/independent of) outside pressures, while people who fall short of their ideals are more prone to _____ and _____.
- People who are vulnerable to depression often feel they are falling short of their _____. Those vulnerable to anxiety often feel they are falling short of what they _____.

7. In a series of experiments, researchers found that people who were made to feel insecure were _____ (more/less) critical of other persons or tended to express heightened _____.

Objective 27: Discuss some ways that people maintain their self-esteem under conditions of discrimination or low status.

8. Research studies demonstrate that ethnic minorities, people with disabilities, and women generally _____ (have/do not have) lower self-esteem.
9. Members of stigmatized groups maintain self-esteem in three ways:
- a. _____
 - b. _____
 - c. _____

Objective 28: Discuss some evidence for self-serving bias, and contrast defensive and secure self-esteem.

10. Research has shown that most people tend to have _____ (low/high) self-esteem.
11. The tendency of people to judge themselves favorably is called the _____ bias.
12. Responsibility for success is generally accepted _____ (more/less) readily than responsibility for failure.
13. Most people perceive their own behavior and traits as being _____ (above/below) average.
14. Bushman and Baumeister found that students with unrealistically _____ (low/high) self-esteem were most likely to become exceptionally aggressive after criticism.
15. Some researchers distinguish _____ self-esteem, which is fragile and sensitive to _____, from _____ self-esteem, which is less focused on _____ evaluations.
16. A number of psychologists have suggested that humans function best with modest self-enhancing _____.