

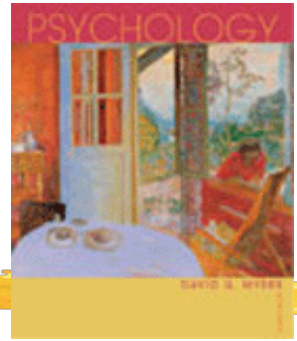
Chapter 13

Personality

Psychology

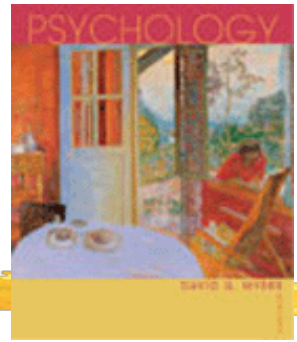
Psychology, Period 5

What is Personality?



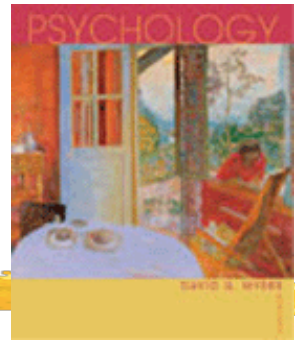
- Personality
 - an individual's characteristic pattern of thinking, feeling, and acting
 - basic perspectives
 - Psychoanalytic
 - Humanistic

The Psychoanalytic Perspective



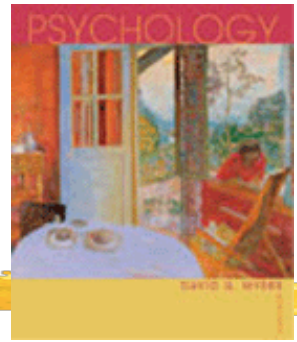
- From Freud's theory which proposes that childhood sexuality and unconscious motivations influence personality

The Psychoanalytic Perspective



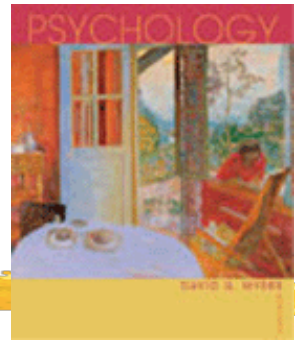
- **Psychoanalysis**
 - Freud's theory of personality that attributes our thoughts and actions to unconscious motives and conflicts
 - techniques used in treating psychological disorders by seeking to expose and interpret unconscious tensions

The Psychoanalytic Perspective



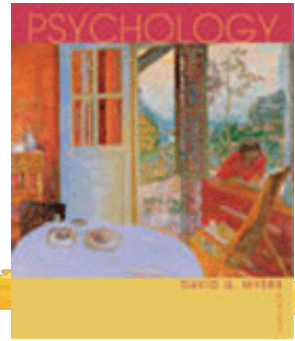
- Free Association
 - in psychoanalysis, a method of exploring the unconscious
 - person relaxes and says whatever comes to mind, no matter how trivial or embarrassing

The Psychoanalytic Perspective



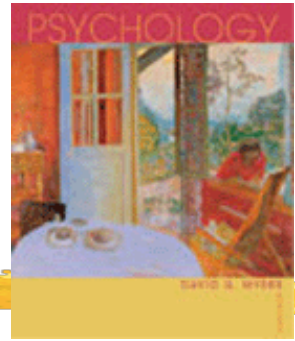
- Unconscious
 - according to Freud, a reservoir of mostly unacceptable thoughts, wishes, feelings and memories
 - contemporary viewpoint- information processing of which we are unaware

Personality Structure



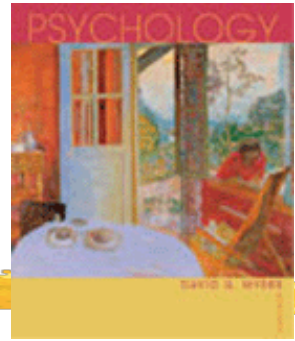
- **Id**
 - contains a reservoir of unconscious psychic energy
 - strives to satisfy basic sexual and aggressive drives
 - operates on the pleasure principle, demanding immediate gratification

Personality Structure



- **Superego**
 - the part of personality that presents internalized ideals
 - provides standards for judgement (the conscience) and for future aspirations

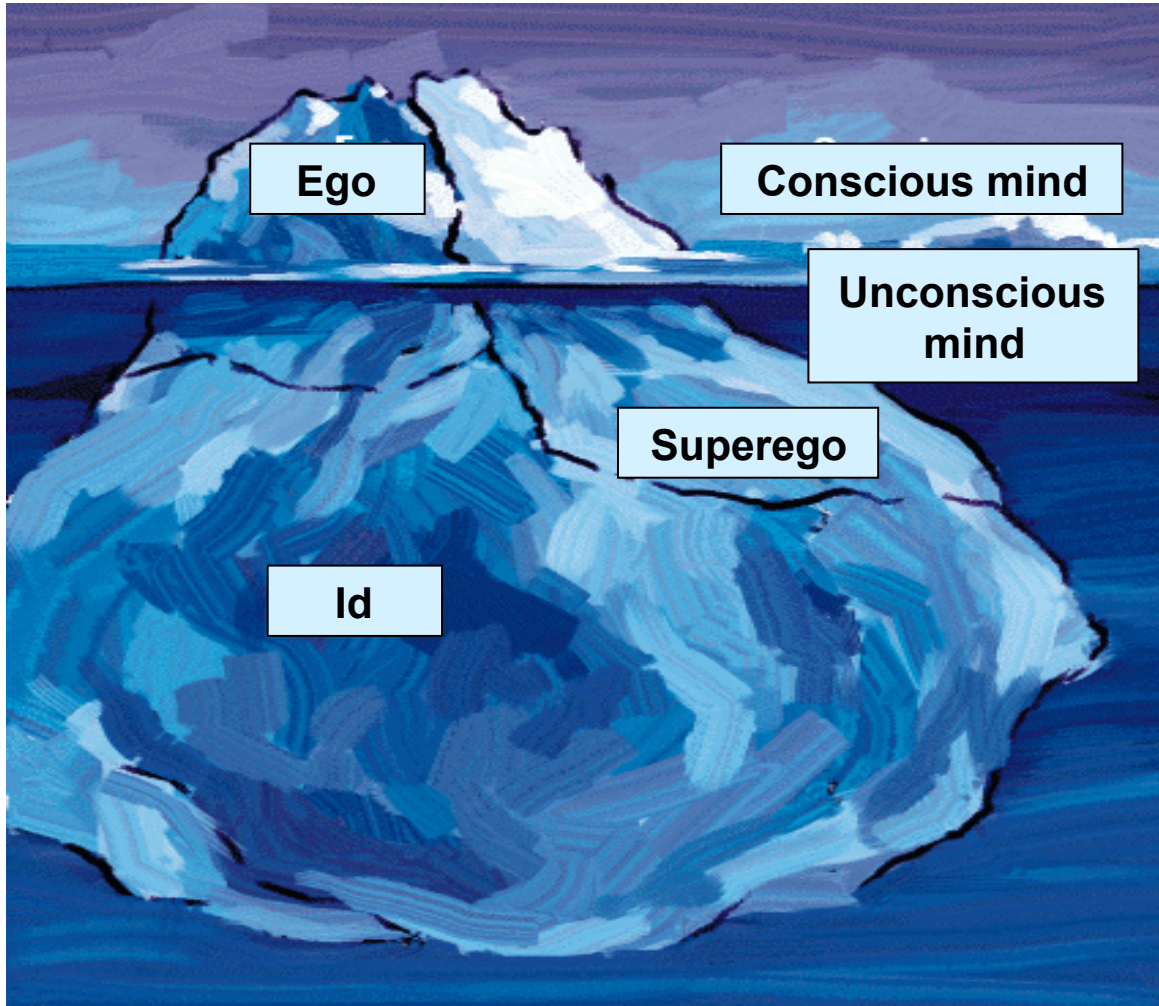
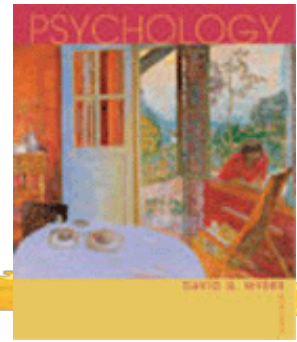
Personality Structure



■ Ego

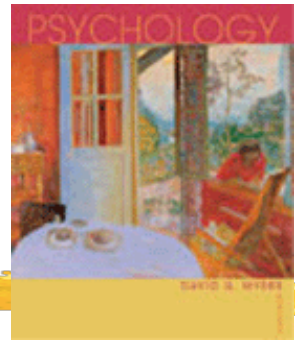
- the largely conscious, “executive” part of personality
- mediates among the demands of the id, superego, and reality
- operates on the reality principle, satisfying the id’s desires in ways that will realistically bring pleasure rather than pain

Personality Structure



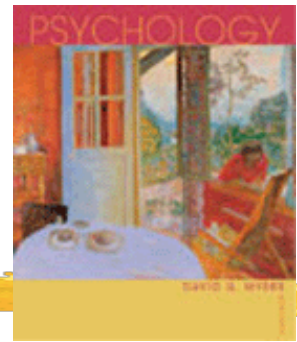
- Freud's idea of the mind's structure

Personality Development



- **Psychosexual Stages**
 - the childhood stages of development during which the id's pleasure-seeking energies focus on distinct erogenous zones
- **Oedipus Complex**
 - a boy's sexual desires toward his mother and feelings of jealousy and hatred for the rival father

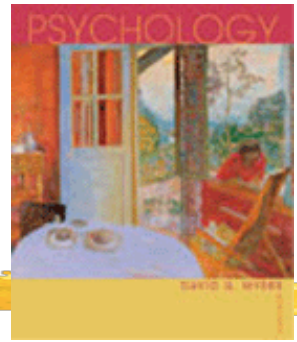
Personality Development



Freud's Psychosexual Stages

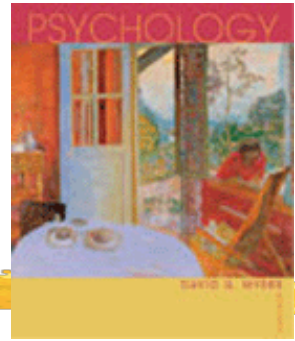
| Stage | Focus |
|---------------------------|--|
| Oral (0-18 months) | Pleasure centers on the mouth-- sucking, biting, chewing |
| Anal (18-36 months) | Pleasure focuses on bowel and bladder elimination; coping with demands for control |
| Phallic (3-6 years) | Pleasure zone is the genitals; coping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

Personality Development



- Identification
 - the process by which children incorporate their parents' values into their developing superegos
- Fixation
 - a lingering focus of pleasure-seeking energies at an earlier psychosexual stage, where conflicts were unresolved

Defense Mechanisms



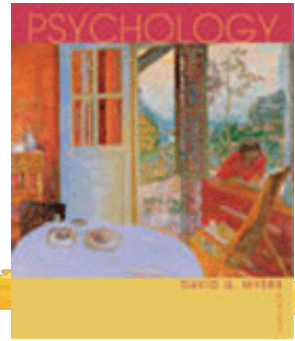
■ Defense Mechanisms

- the ego's protective methods of reducing anxiety by unconsciously distorting reality

■ Repression

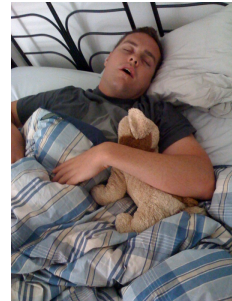
- the basic defense mechanism that banishes anxiety-arousing thoughts, feelings, and memories from consciousness
- Keep disturbing or threatening thoughts from becoming conscious.
- **Example:** Not remembering a traumatic incident in which you witnessed a crime or forgetting traumatic events.

Defense Mechanisms

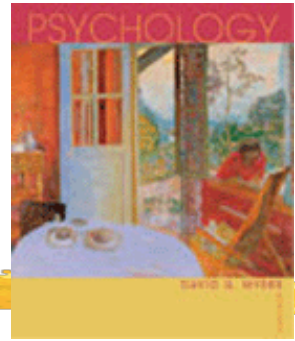


■ Regression

- defense mechanism in which an individual faced with anxiety
- retreats to a more infantile psychosexual stage, where some psychic energy remains fixated
- Returning to an earlier, comforting form of behavior; usually done in stressful times
- **Example:** Sucking your thumb, feigning sickness when you are stressed out, acting like a kid



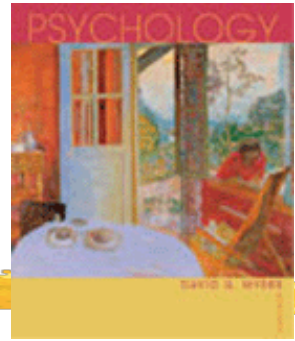
Defense Mechanisms



■ Reaction Formation

- defense mechanism by which the ego unconsciously switches unacceptable impulses into their opposites
- people may express feelings that are the opposite of their anxiety-arousing unconscious feelings
- Coming up with a beneficial result of an undesirable outcome.
- **Example:** Not getting making it into a team and saying, "Whatever I did not want to play in that team anyway."

Defense Mechanisms



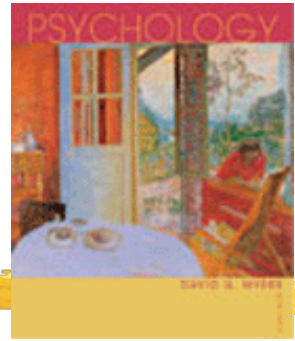
■ Projection

- defense mechanism by which people disguise their own threatening impulses by attributing them to others
- Example: A person hates _____ because he feels like he is _____.
- Involves attributing their own unacceptable thoughts, feelings, and motives to another person.
- **Example:** Accusing your boyfriend of cheating on you because you have felt like cheating on him.

■ Rationalization

- defense mechanism that offers self-justifying explanations in place of the real, more threatening, unconscious reasons for one's actions
- **Example:** Justifying cheating on exam by saying everyone else cheats

Defense Mechanisms

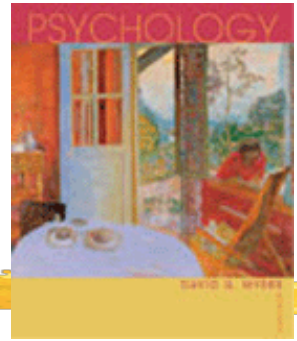


■ Displacement

- defense mechanism that shifts sexual or aggressive impulses toward a more acceptable or less threatening object or person
- as when redirecting anger toward a safer outlet
- Redirecting one's feelings toward another person or object.
- Often displaced on less threatening things.
- **Example:** Taking your anger toward your teacher or parents and directing it to your little brother.



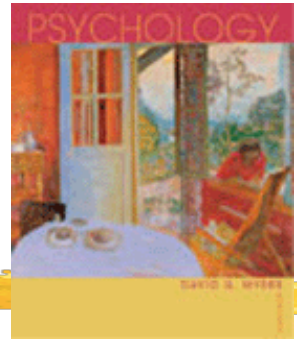
Defense Mechanisms



■ Denial

- Not accepting the ego-threatening truth.
- Used to avoid dealing with painful feelings or areas of their life they don't wish to admit.
- **Example:** People who deny they have a drinking problem or a gambling problem. Smokers also may refuse to admit to themselves that smoking is bad for their health.

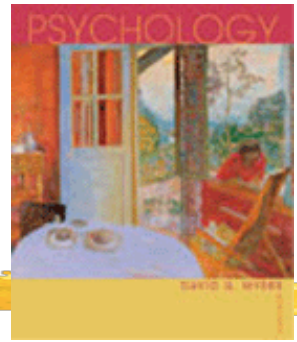
Defense Mechanisms



■ Sublimation

- defense mechanism that shifts sexual or aggressive impulses toward a more acceptable or less threatening object or person
- as when redirecting anger toward a safer outlet
- Redirecting one's feelings toward another person or object.
- Often displaced on less threatening things.
- **Example:** Playing a sport is an example of putting your emotions (e.g. aggression) into something constructive.

Assessing the Unconscious



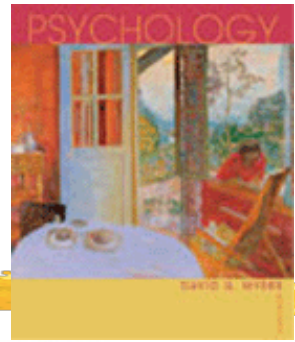
- **Projective Test**

- a personality test, such as the Rorschach or TAT, that provides ambiguous stimuli designed to trigger projection of one's inner dynamics

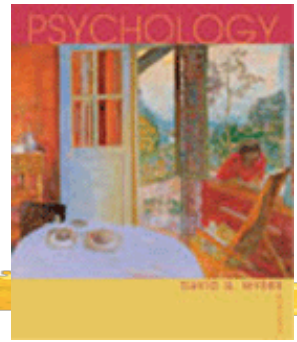
- **Thematic Apperception Test (TAT)**

- a projective test in which people express their inner feelings and interests through the stories they make up about ambiguous scenes

Assessing the Unconscious--TAT

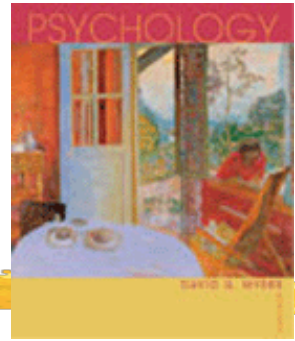


Assessing the Unconscious

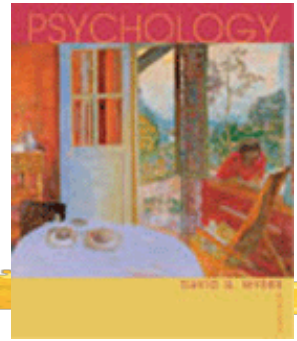


- Rorschach Inkblot Test
 - the most widely used projective test
 - a set of 10 inkblots designed by Hermann Rorschach
 - seeks to identify people's inner feelings by analyzing their interpretations of the blots

Assessing the Unconscious--Rorschach

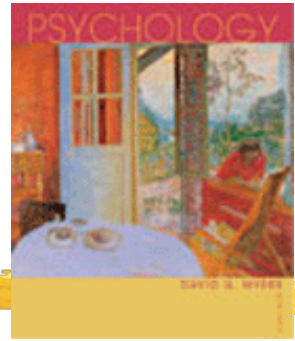


Neo-Freudians



- Alfred Adler
 - importance of childhood social tension
- Karen Horney
 - sought to balance Freud's masculine biases
- Carl Jung
 - emphasized the collective unconscious
 - concept of a shared, inherited reservoir of memory traces from our species' history

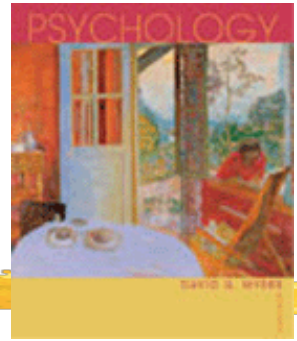
Humanistic Perspective



- Abraham Maslow (1908-1970)
 - studied self-actualization processes of productive and healthy people (e.g., Lincoln)

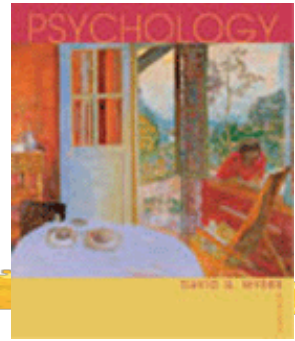


Humanistic Perspective



- **Self-Actualization**
 - the ultimate psychological need that arises after basic physical and psychological needs are met and self-esteem is achieved
 - the motivation to fulfill one's potential

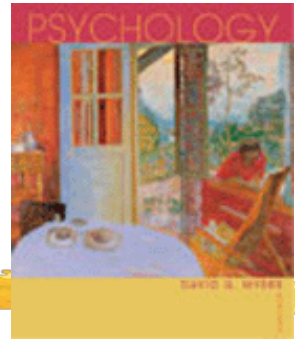
Humanistic Perspective



- Carl Rogers (1902-1987)
 - focused on growth and fulfillment of individuals
 - genuineness
 - acceptance
 - empathy

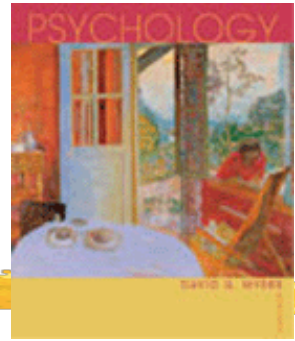


Humanistic Perspective

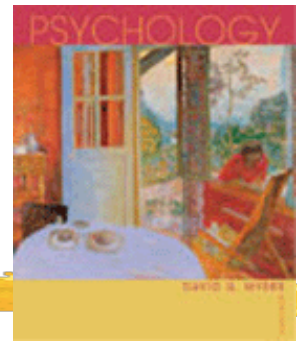


- **Unconditional Positive Regard**
 - an attitude of total acceptance toward another person
- **Self-Concept**
 - all our thoughts and feelings about ourselves, in an answer to the question, "Who am I?"

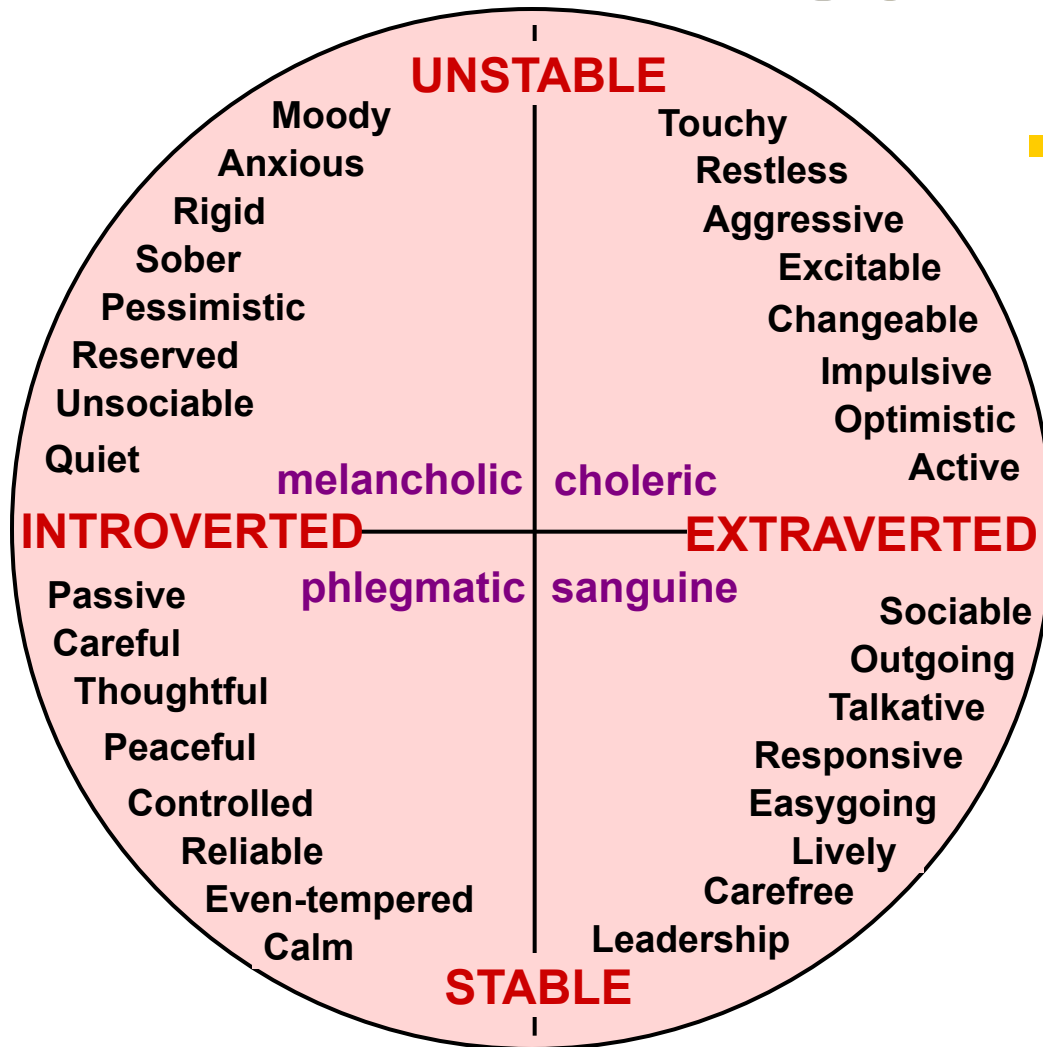
Contemporary Research-- The Trait Perspective



- Trait
 - a characteristic pattern of behavior
 - a disposition to feel and act, as assessed by self-report inventories and peer reports
- Personality Inventory
 - a questionnaire (often with true-false or agree-disagree items) on which people respond to items designed to gauge a wide range of feelings and behaviors
 - used to assess selected personality traits

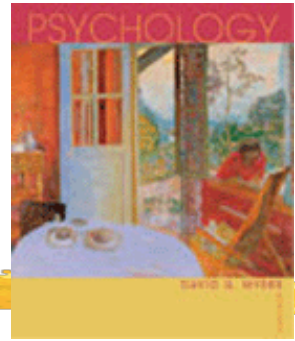


The Trait Perspective



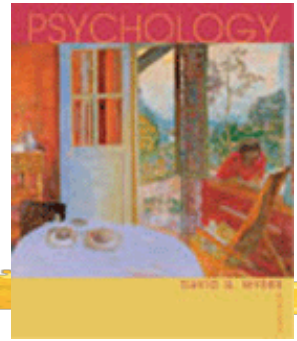
- Hans and Sybil Eysenck use two primary personality factors as axes for describing personality variation

The Trait Perspective



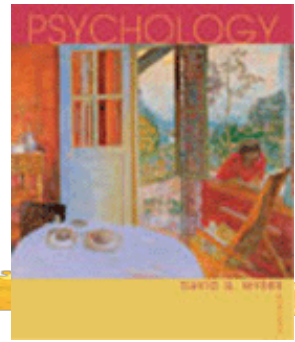
- Minnesota Multiphasic Personality Inventory (MMPI)
 - the most widely researched and clinically used of all personality tests
 - originally developed to identify emotional disorders (still considered its most appropriate use)
 - now used for many other screening purposes

The Trait Perspective

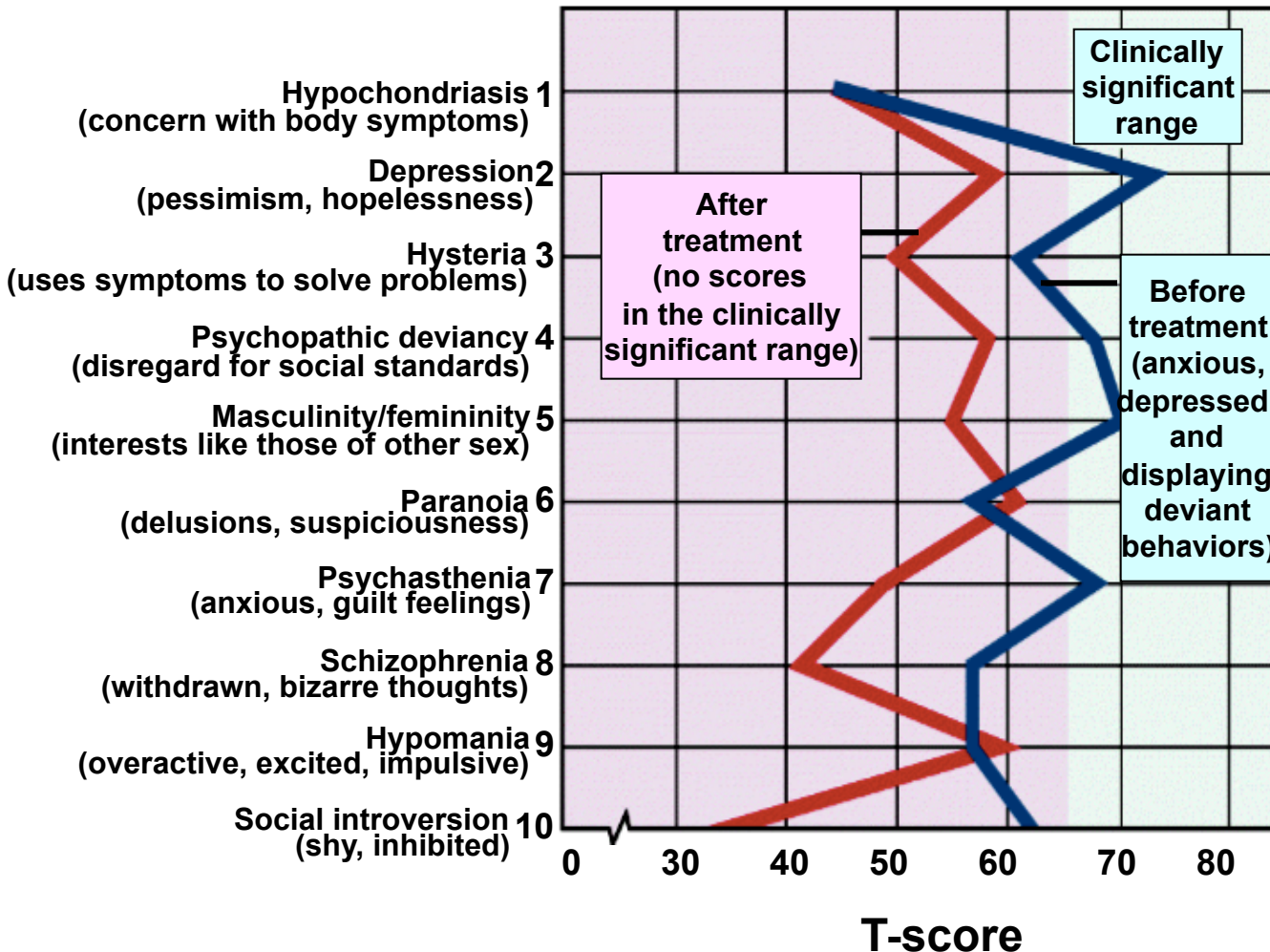


- Empirically Derived Test
 - a test developed by testing a pool of items and then selecting those that discriminate between groups
 - such as the MMPI

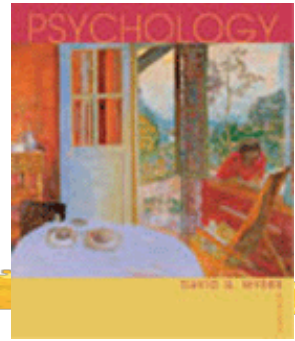
The Trait Perspective



- Minnesota Multiphasic Personality Inventory (MMPI) test profile



The Trait Perspective

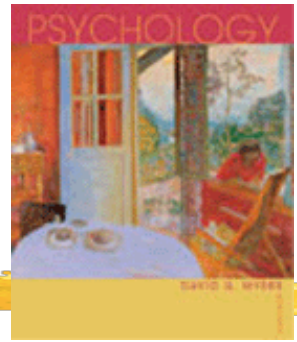


The “Big Five” Personality Factors

| Trait Dimension | Description |
|---------------------|---|
| Emotional Stability | Calm versus anxious Secure versus insecure Self-satisfied versus self-pitying |
| Extraversion | Sociable versus retiring Fun-loving versus sober Affectionate versus reserved |
| Openness | Imaginative versus practical Preference for variety versus preference for routine Independent versus conforming |
| Agreeableness | Soft-hearted versus ruthless Trusting versus suspicious Helpful versus uncooperative |
| Conscientiousness | Organized versus disorganized Careful versus careless Disciplined versus impulsive |

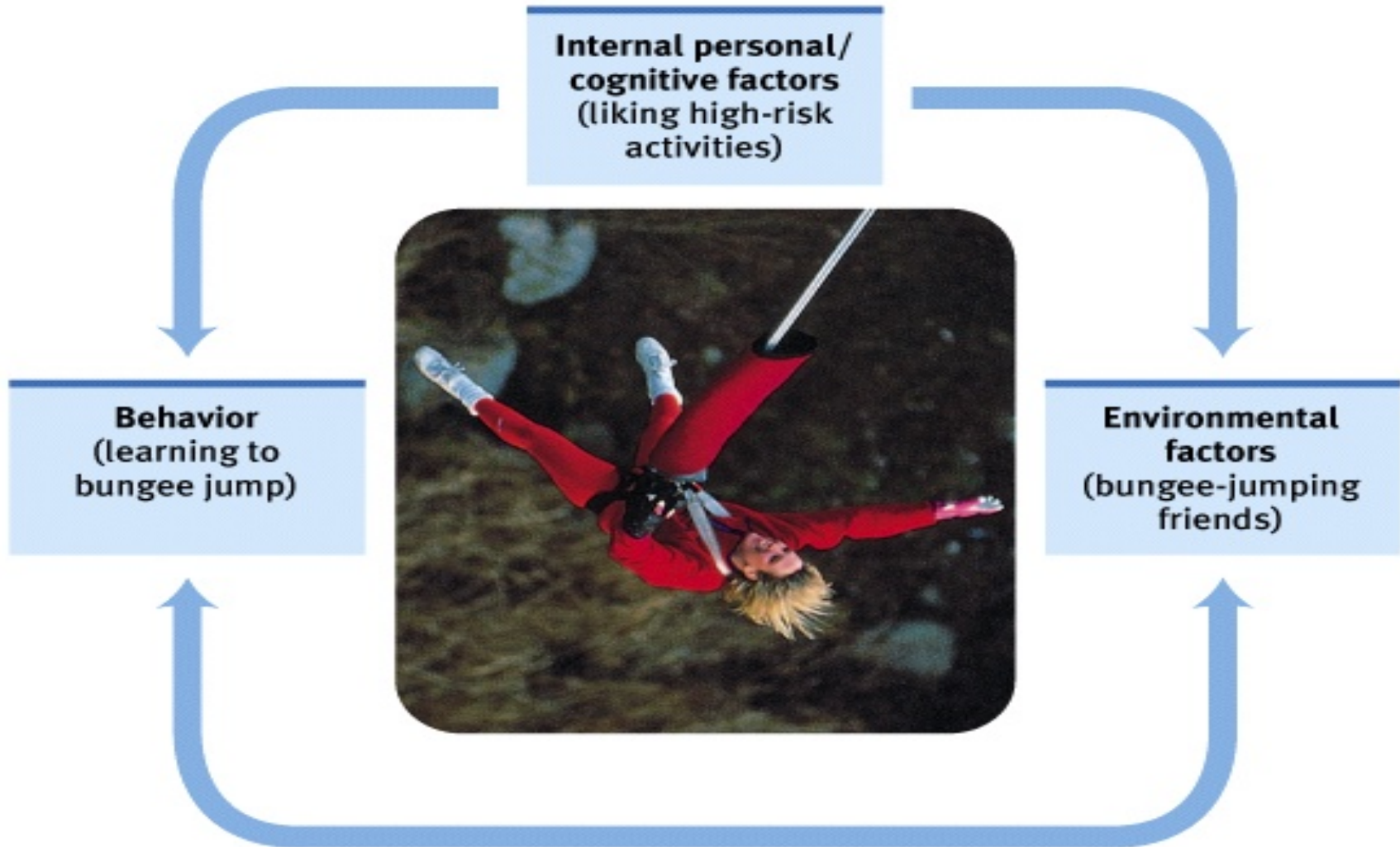
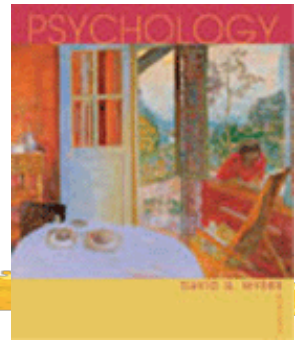
Source: Adapted from McCrae & Costa (1986, p. 1002).

Social-Cognitive Perspective

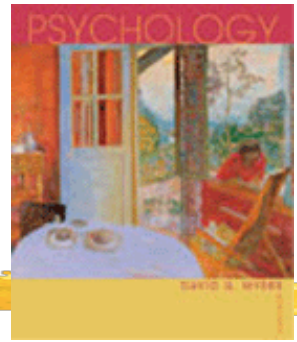


- **Social-Cognitive Perspective**
 - views behavior as influenced by the interaction between persons and their social context
- **Reciprocal Determinism**
 - the interacting influences between personality and environmental factors

Social-Cognitive Perspective

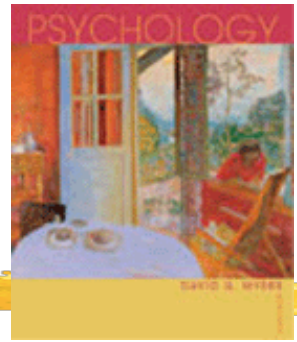


Social-Cognitive Perspective



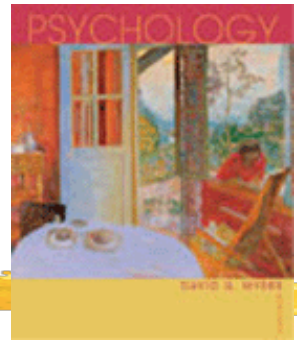
- Personal Control
 - our sense of controlling our environments rather than feeling helpless
- External Locus of Control
 - the perception that chance or outside forces beyond one's personal control determine one's fate

Social-Cognitive Perspective



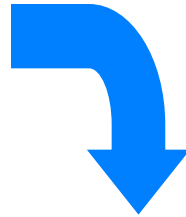
- **Internal Locus of Control**
 - the perception that one controls one's own fate
- **Learned Helplessness**
 - the hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events

Social-Cognitive Perspective

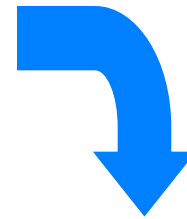


- Learned Helplessness

Uncontrollable
bad events

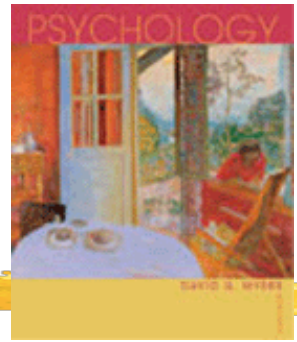


Perceived
lack of control



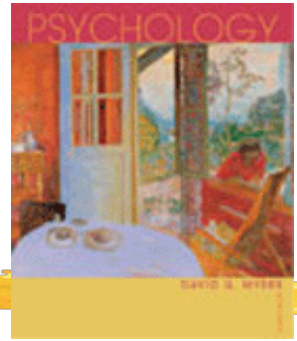
Generalized
helpless behavior

Social-Cognitive Perspective



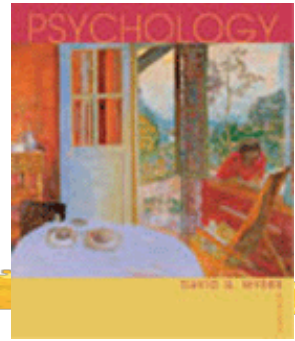
- Positive Psychology
 - the scientific study of optimal human functioning
 - aims to discover and promote conditions that enable individuals and communities to thrive

Exploring the Self



- **Spotlight Effect**
 - overestimating others noticing and evaluating our appearance, performance, and blunders
- **Self Esteem**
 - one's feelings of high or low self-worth
- **Self-Serving Bias**
 - readiness to perceive oneself favorably

Exploring the Self



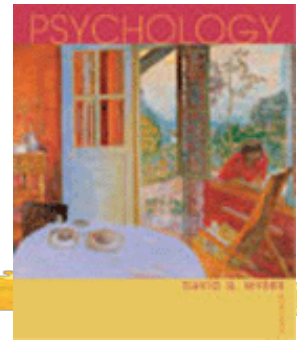
- Individualism

- giving priority to one's own goals over group goals and defining one's identity in terms of personal attributes rather than group identifications

- Collectivism

- giving priority to the goals of one's group (often one's extended family or work group) and defining one's identity accordingly

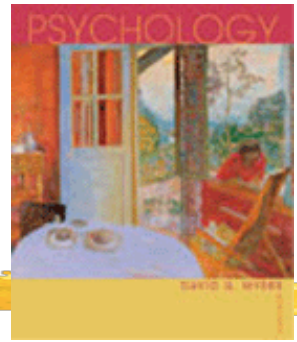
Exploring the Self



Value Contrasts Between Individualism and Collectivism

| Concept | Individualism | Collectivism |
|--------------------------|--|--|
| Self | Independent (identity from individual traits) | Interdependent identity from belonging) |
| Life task | Discover and express one's uniqueness | Maintain connections, fit in |
| What matters | Me--personal achievement and fullfillment; rights and liberties | We-group goals and solidarity; social responsibilities and relationships |
| Coping method | Change reality | Accommodate to reality |
| Morality | Defined by individuals (self-based) | Defined by social networks (duty-based) |
| Relationships | Many, often temporary or casual; confrontation acceptable | Few, close and enduring; harmony valued |
| Attributing behaviors | Behavior reflects one's personality and attitudes | Behavior reflects social and roles |

The Modern Unconscious Mind



- Terror-Management Theory
 - Faith in one's worldview and the pursuit of self-esteem provide protection against a deeply rooted fear of death

Credit

A thick, horizontal yellow brushstroke with a textured, painterly appearance, extending across the width of the slide below the 'Credit' header.

James A. McCubbin, PhD
Clemson University
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