



The Psychology of Personality

What is Personality?

■ Gordon Allport: “The unique way in which an individual characteristically organizes experiences and reacts to their environment.”



“That which makes us who we are.”

What is Personality?



- “That which makes us who we are.”

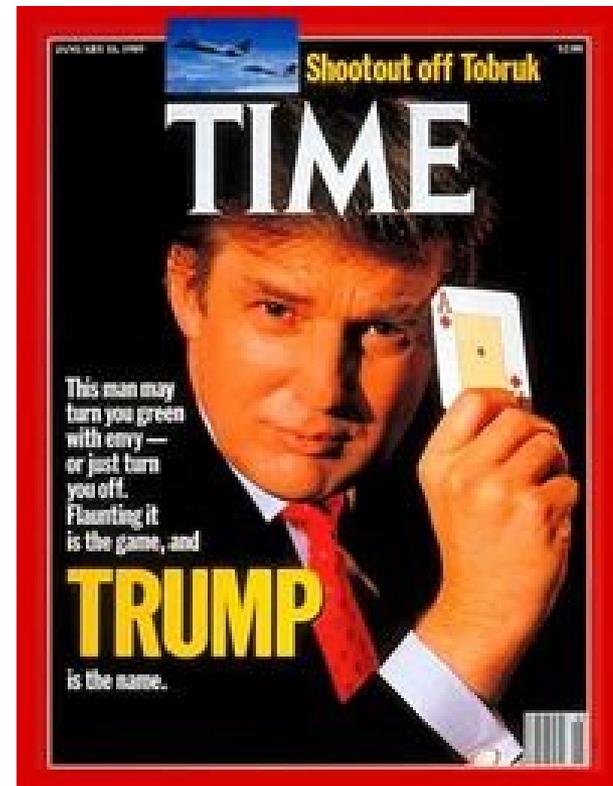
What is Personality?



- “an individual’s characteristic pattern of thinking, feeling, and acting”
- four basic perspectives
 - | psychoanalytic
 - trait
 - humanistic
 - social-cognitive

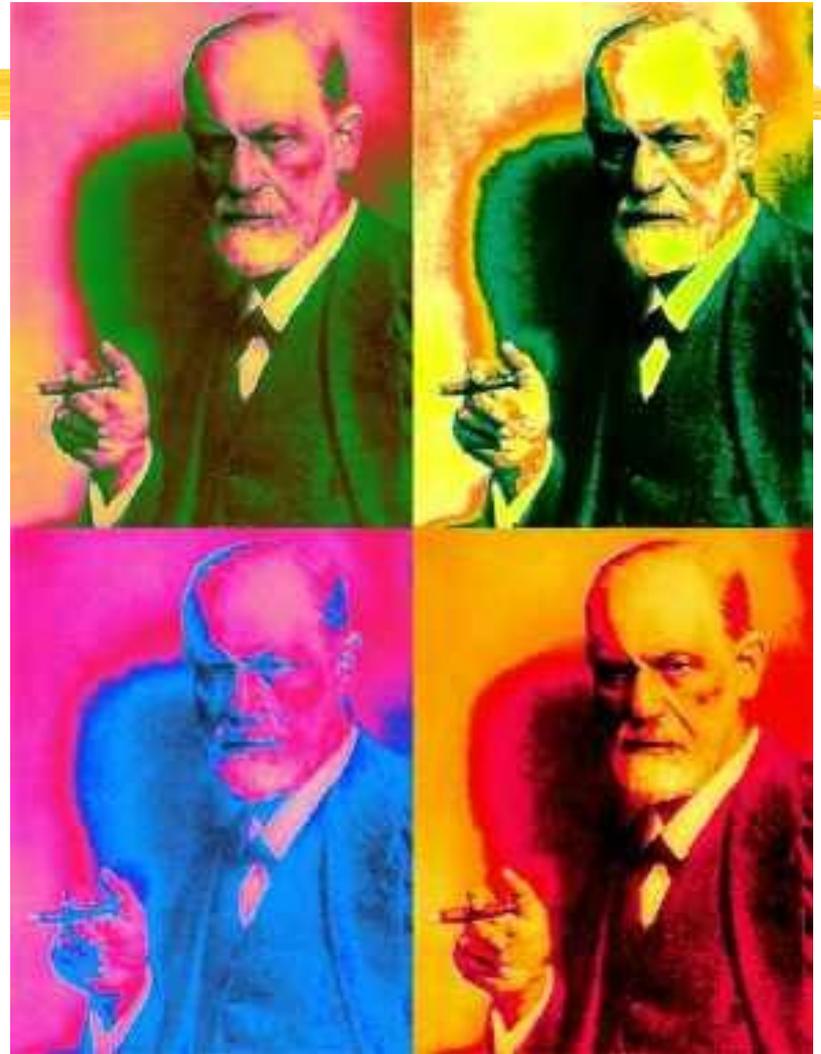
Measuring Personality

- Personality “Tests”
- Snack Test

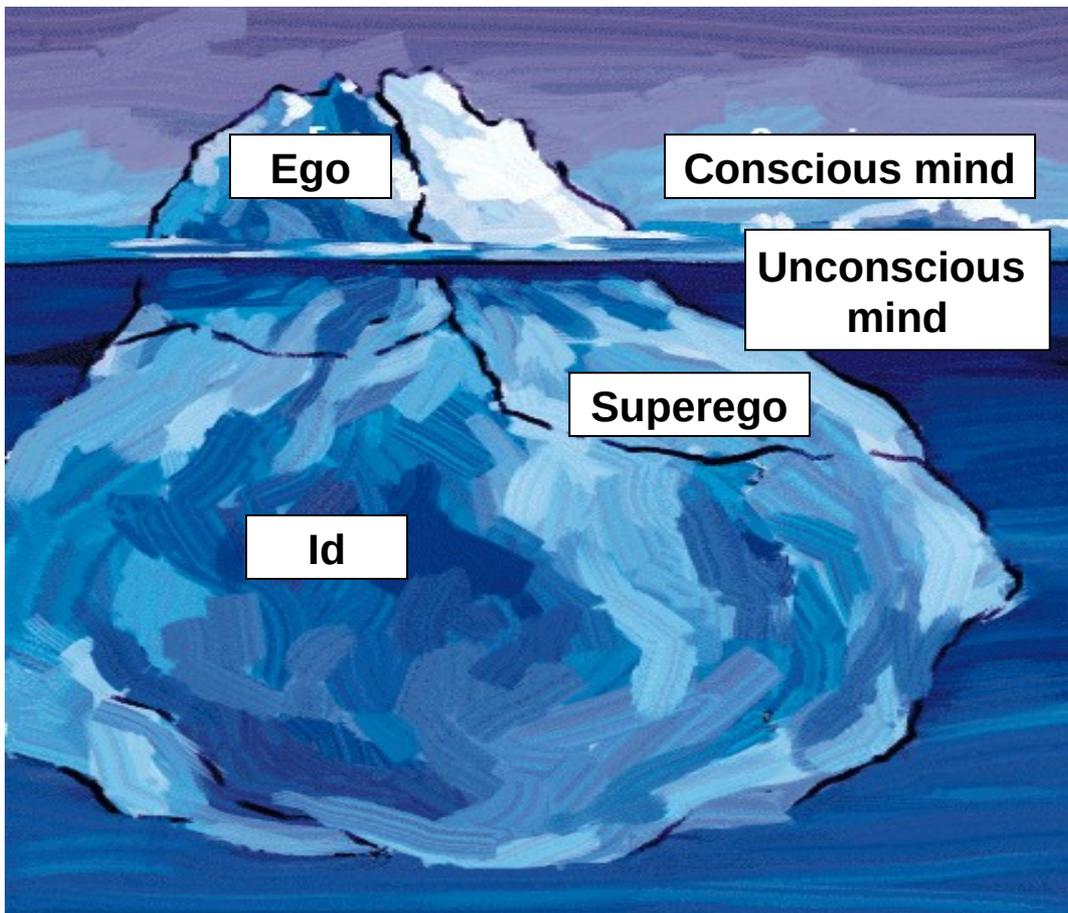


The Psychoanalytic Perspective

- Sigmund Freud is the main personality theorist
- Two emphases that influence personality:
 - childhood sexuality
 - unconscious motivations



Personality Structure



- Freud's idea of the mind's structure

Personality Structure: Id



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

Personality Structure: Ego

the largely conscious, “executive” part of personality

- mediates among the demands of the id, superego, and ego
- operates on the reality principle, satisfying the id’s desires in ways that will realistically bring pleasure rather than pain

Personality Structure: Superego



- the part of personality that presents internalized ideals
- provides standards for judgment and for future aspirations

Personality Development

□ Psychosexual Stages

- the childhood stages of development during which the pleasure-seeking energies focus on distinct erogenous zones

□ Oral (1st year)

- Focus of id impulses on mouth

Personality Development

- Anal (2nd-3rd years)
 - Focus of id impulses on anus
- Phallic (4th-5th years)
 - Focus of id impulses on genitals
- Latency (6th -12th years)
 - Id impulses latent
- Genital (13th + years)
 - Attainment of adult sexuality

Assessing the Unconscious



□ Free Association

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

TEST ON MONDAY 11/20



- **WILL ONLY COVER CHAPTER 15 (PERSONALITY)**

- **OPPORTUNITY: 1 CHAPTER TEST!**

WE WILL SKIP CHAPTER 17 (THERAPY)

- **TEST # 5 WILL BE ON CHAPTERS 16 (PSYCHOLOGICAL DISORDERS) AND 18 (SOCIAL PSYCHOLOGY)**

Assessing the Unconscious



□ Projective Test

- a personality test that provides ambiguous stimuli designed to trigger projection of one's inner dynamics

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



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



□ Drawing Tests

- Draw-a-house
- Draw-a-family
- Draw-a-person (I.e. Goodenough-Harris Drawing Test)
- seeks to identify people's inner state by analyzing their drawings/representations

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

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

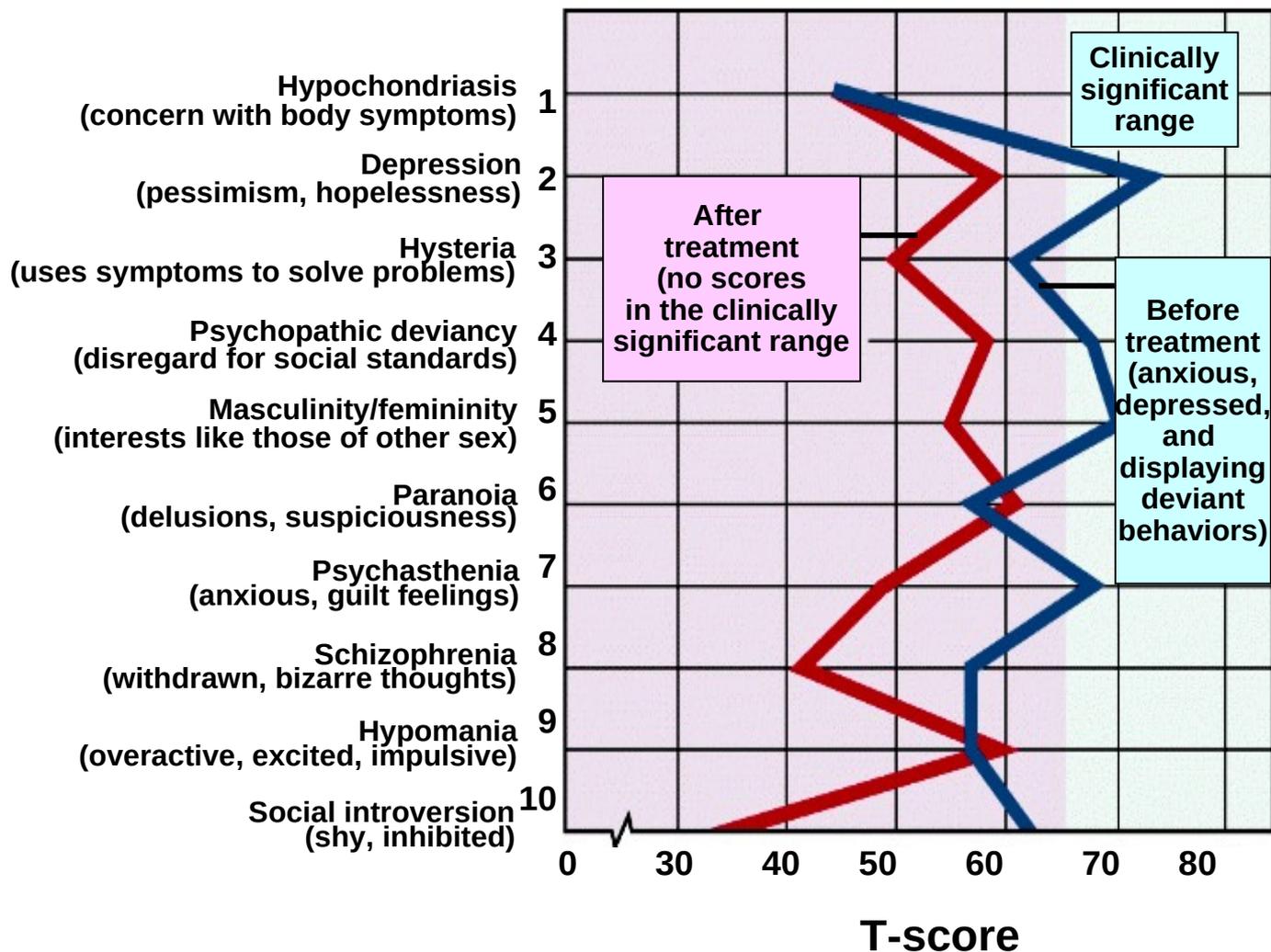
Source: Adapted from McCrae & Costa (1986, p. 1002).

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



Minnesota
Multiphasic
Personality
Inventory
(MMPI)
test profile

Humanistic Perspective



■ Abraham Maslow (1908-1970)

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

□ 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

| requires three conditions:

- genuineness
- acceptance - *unconditional positive regard*
- empathy

□ Unconditional Positive Regard

- an attitude of total acceptance toward another person

Humanistic Perspective



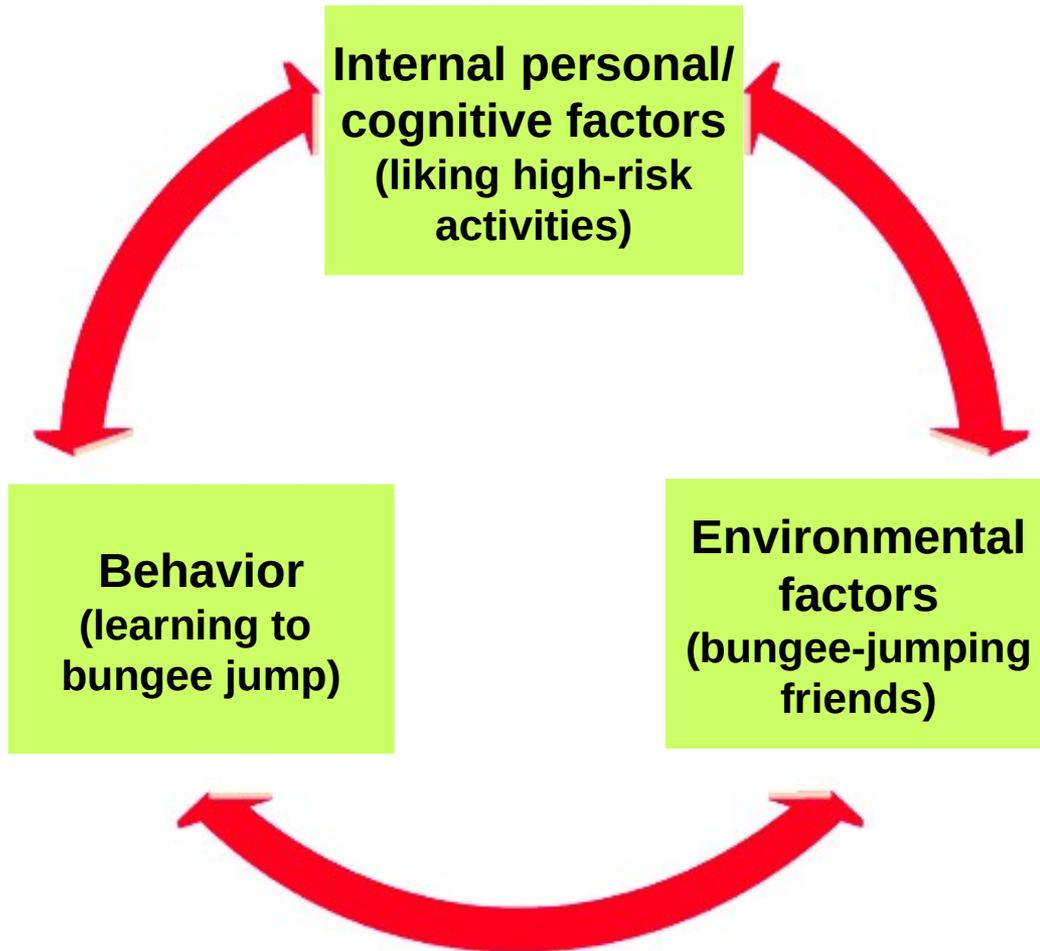
□ Self-Concept

- all our thoughts and feelings about ourselves, in an answer to the question “Who am I?”

□ Self-Esteem

- one’s feelings of high or low self-worth

Social-Cognitive Perspective



- **Reciprocal Determinism**
 - ▮ the interacting influences between personality and environmental factors