

Personality



A person's pattern of thinking,
feeling and acting.



Types of Personalities

Type A

- Feel time pressure.
- Easily angered.
- Competitive and ambitious.
- Work hard and play hard.
- More prone to heart disease than rest of population.



Type B

- Relaxed and easygoing.
- But some people fit in neither type.



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!

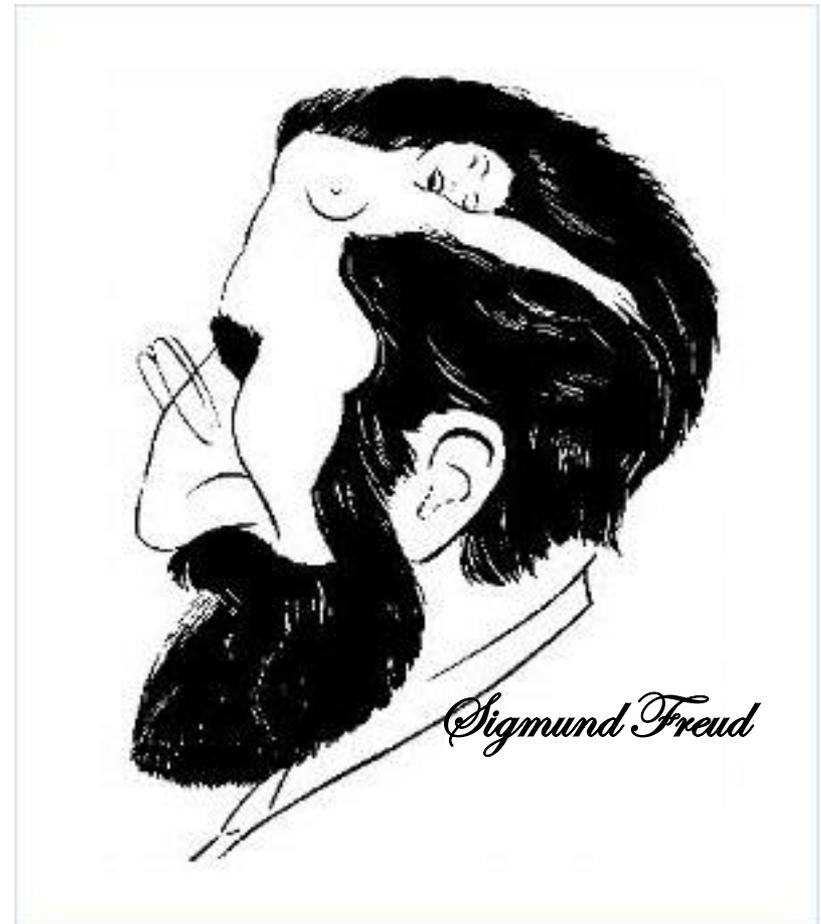


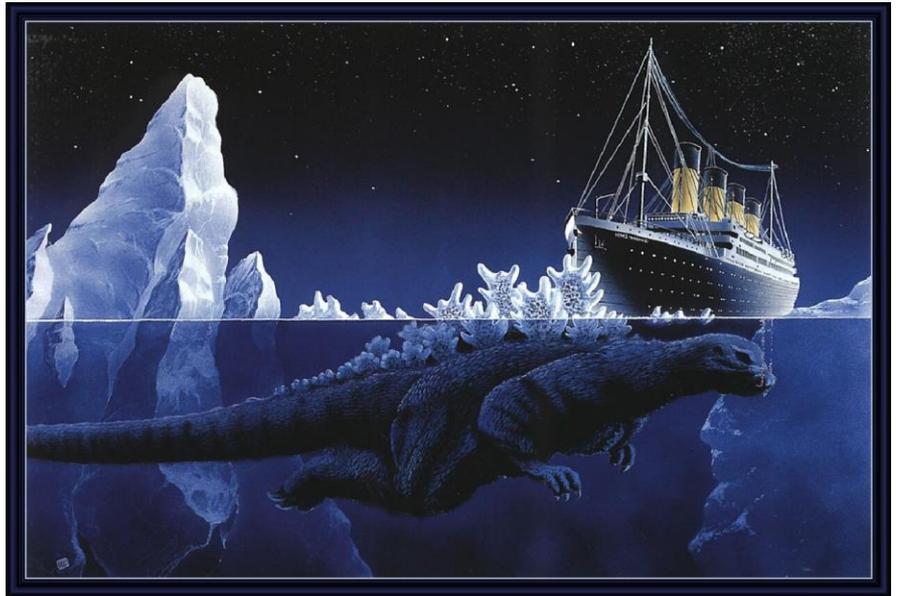
The four basic personality types

Psychoanalytic Theory of Personality

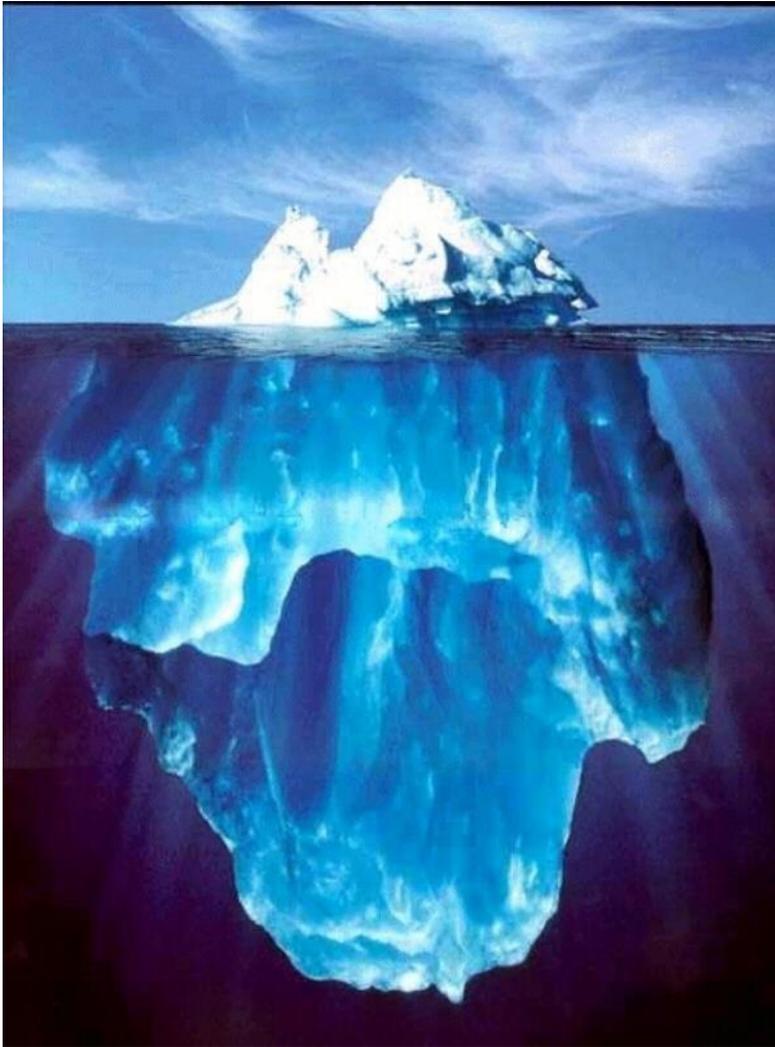
- Fathered by **Sigmund Freud**.
- Idea of the **Libido** moving to different parts of our body.
- Stages of Psycho-Sexual Development
 1. Oral
 2. Anal
 3. Phallic
 4. Latent
 5. Genital

Won our mind!!!!
What's on our minds!!!

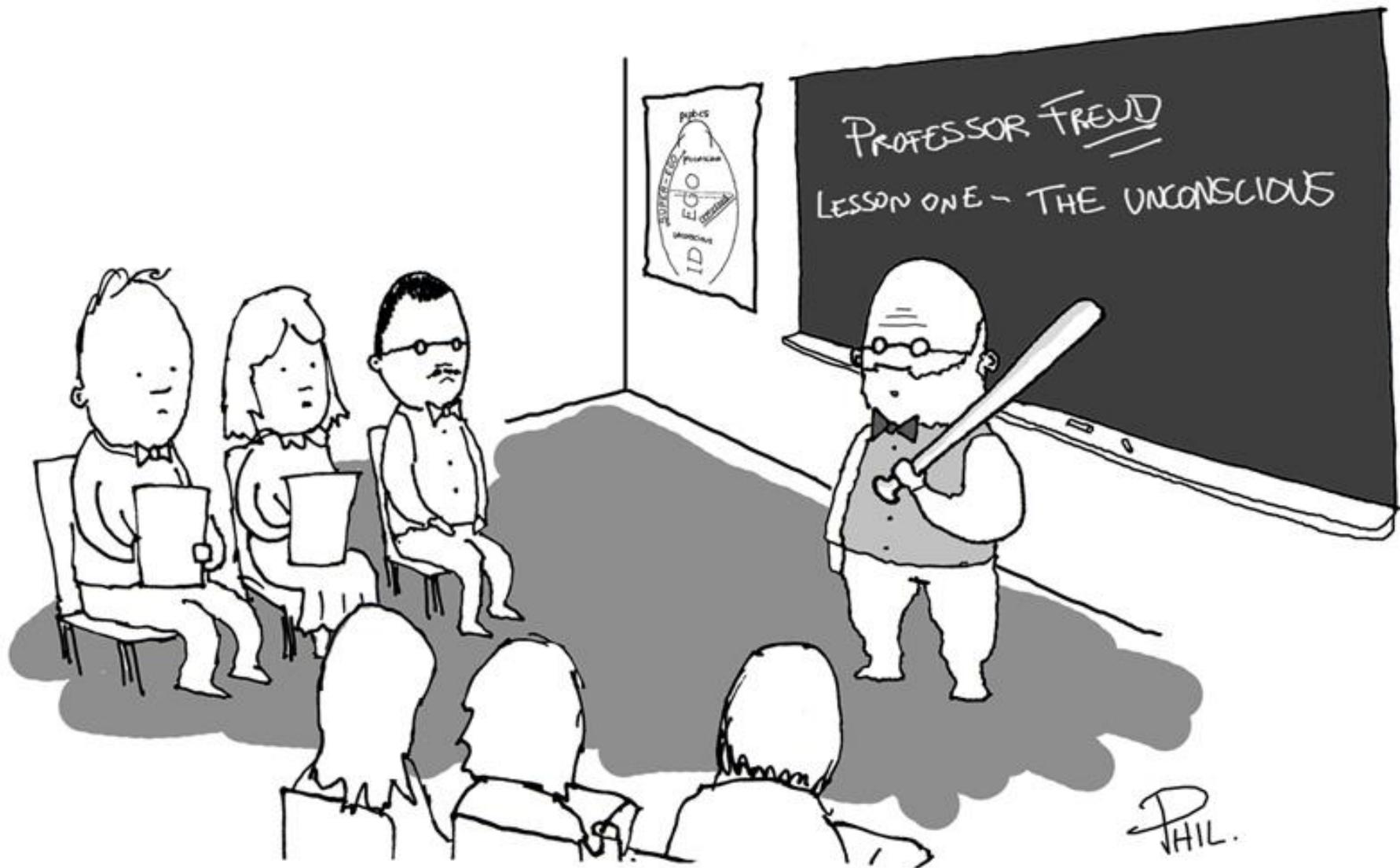




Our Personality

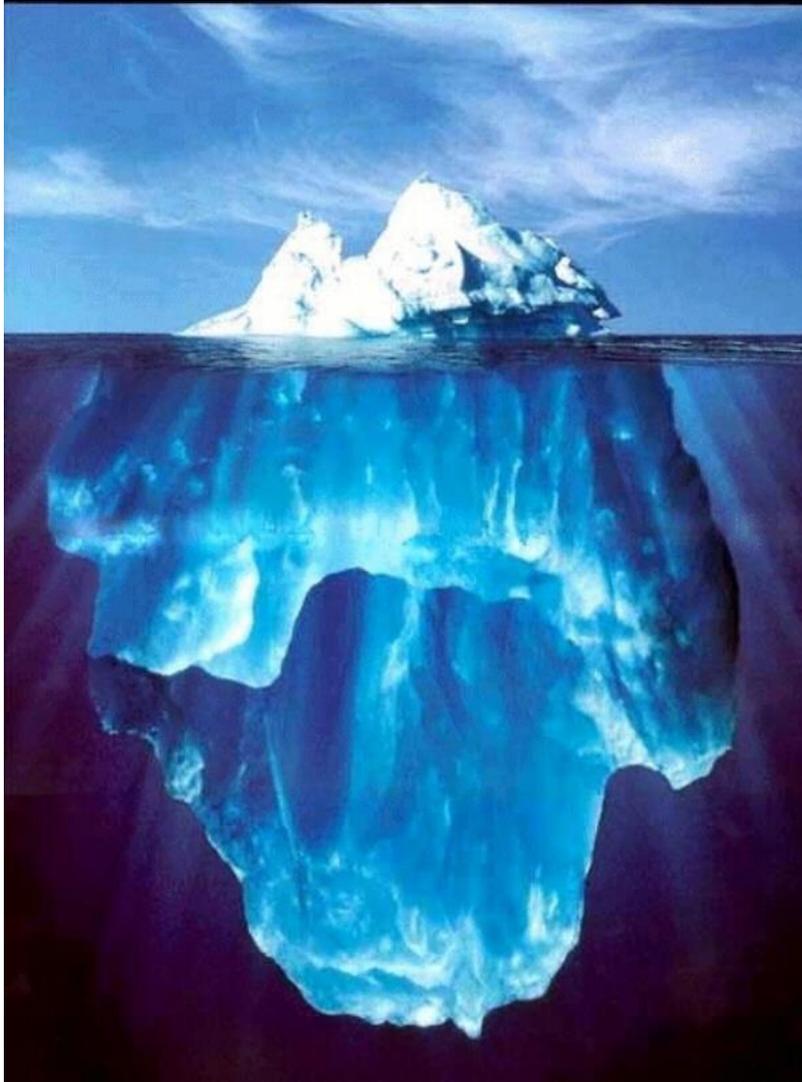


- **Conscious-** things we are aware of.
- **Preconscious-** things we can be aware of if we think of them.
- **Unconscious-** deep hidden reservoir that holds the true "us". All of our desires and fears.



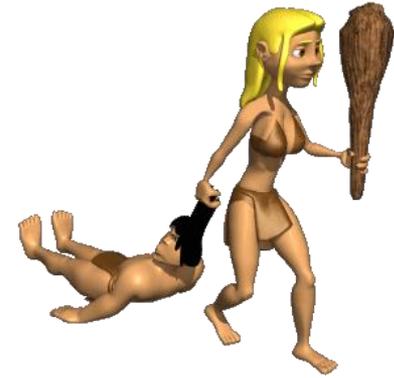
“Can I have a volunteer, please.”

Freud's Concept of Personality (Psyche)



- Ego
- Superego
- Id

Id



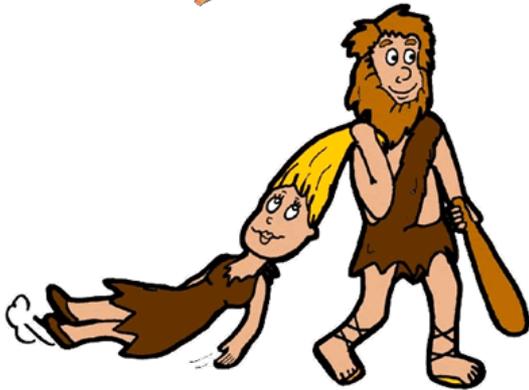
- Exists entirely in the unconscious (so we are never aware of it).
- Our hidden true animalistic wants and desires.
- Works on the ***Pleasure Principle***
- Avoid Pain and receive Instant Gratification.



Ego



If you want to be with someone. Your id says just take them, but your ego does not want to end up in jail. So you ask her out and just mac it hard.



- Develops after the Id
- Works on the *Reality Principle*
- Negotiates between the Id and the environment.
- In our conscious and unconscious minds.
- It is what everyone sees as our personality.



Superego

- Develops last at about the age of 5
- It is our conscience (what we think the difference is between right and wrong)
- The **Ego** often mediates between the **superego** and **id**.





Defense Mechanisms



- The ego has a pretty important job...and that is to protect you from threatening thoughts in our unconscious.
- One way it protects us is through defense mechanisms.
- You are usually unaware that they are even occurring.

Scenario

Quarterback of the high school football team, Brandon, is dating Jasmine.

Jasmine dumps Brandon and starts dating Drew, president of the chess club.



Drew



Brandon



Jasmine

Repression

- Pushing thoughts into our unconscious.
- When asked about Jasmine, Brandon may say "Who?, I have not thought about her for awhile."
- Why don't we remember our Oedipus and Electra complexes?



Denial



- Not accepting the ego-threatening truth.
- Brandon may act like he is still together with Jasmine. He may hang out by her locker and plan dates with her.

Displacement

- Redirecting one's feelings toward another person or object.
- Often displaced on less threatening things.
- Brandon may take his anger on another kid by bullying.



Projection



- Believing that the feelings one has toward someone else are actually held by the other person and directed at oneself.
- Brandon insists that Jasmine still cares for him.

Reaction Formation

- Expressing the opposite of how one truly feels.
- Cootie stage in Freud's Latent Development.
- Brandon claims he hates Jasmine.



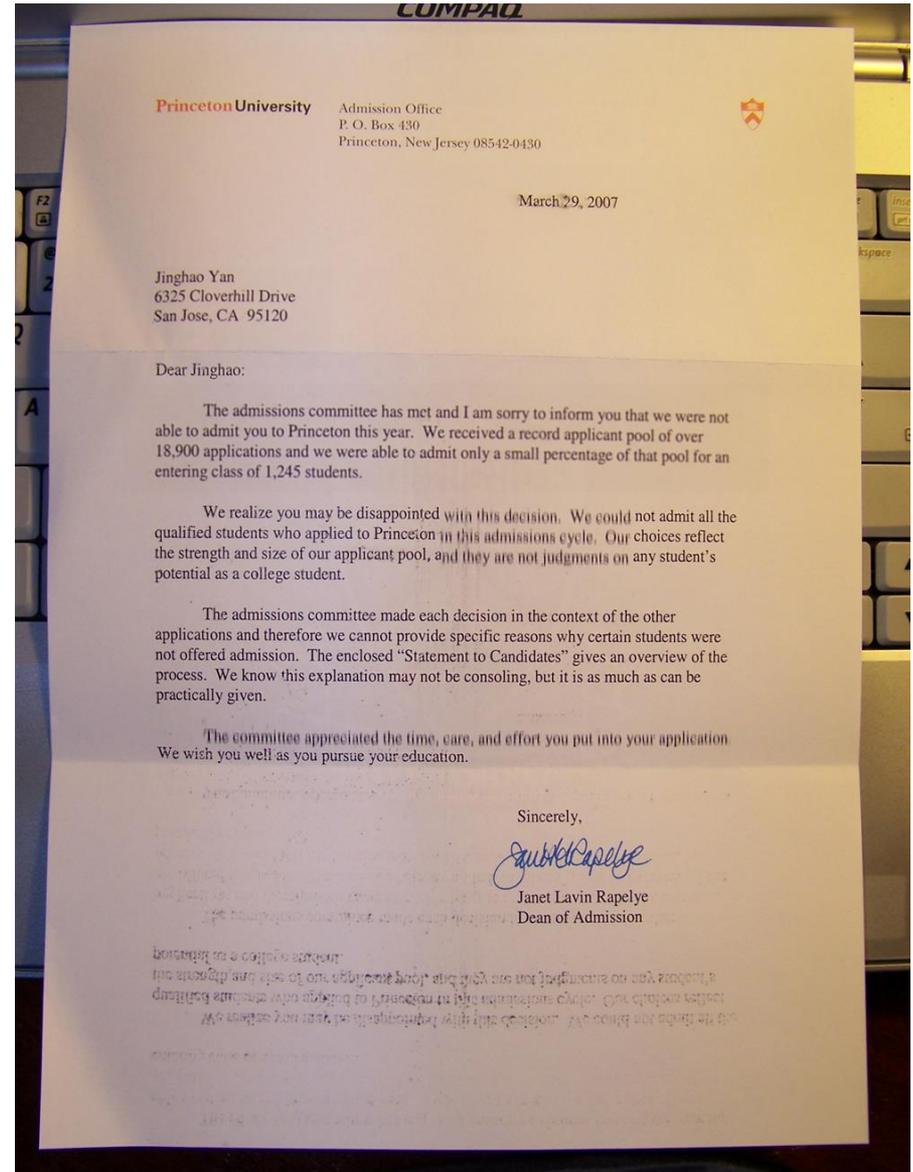
Regression



- Returning to an earlier, comforting form of behavior.
- Brandon begins to sleep with his favorite childhood stuffed animal, Sajalicious.

Rationalization

- Coming up with a beneficial result of an undesirable outcome.
- Brandon thinks he will find a better girlfriend. "Jasmine was not all that anyway!"
- I really did want to go toanyway, it was too



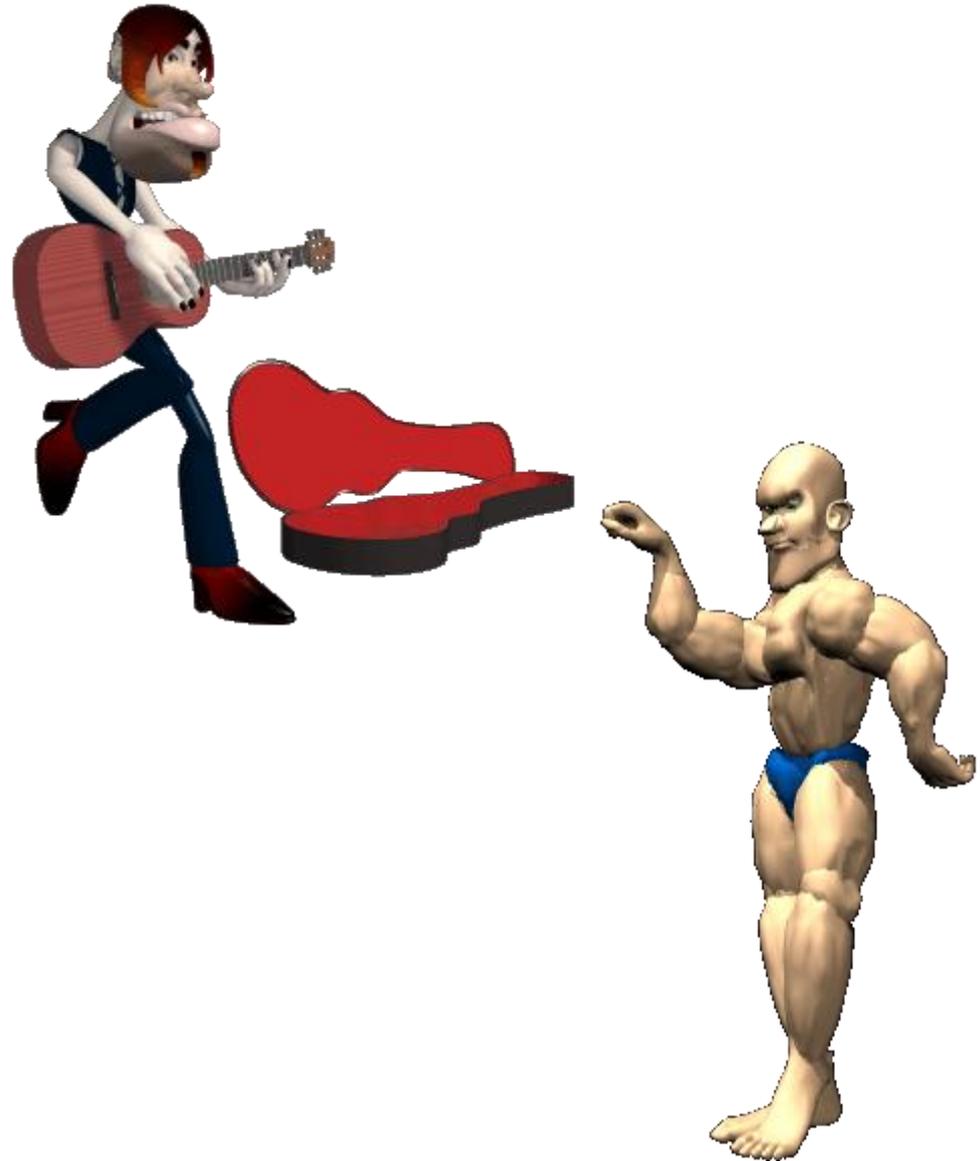
Intellectualization



- Undertaking an academic, unemotional study of a topic.
- Brandon starts doing a research paper on failed teenage romances.

Sublimation

- Channeling one's frustration toward a different goal.
- Sometimes a healthy defense mechanism.
- Brandon starts to learn how to play the guitar and writing songs (or maybe starts to body build).



Criticisms of Freud



- He really only studied wealthy woman in Austria.
- His results are not empirically verifiable (really hard to test).
- No predictive power.
- Karen Horney said he was sexist with the "penis envy" and there is an actual "womb envy".

Neo-Freudians

Psychodynamic Theories

- Eric Erickson
- Carl Jung and his concept of the "personal" and "collective" unconscious.
- Alfred Adler and his ideas of superiority and inferiority.
- Adler also talked about birth order and how it played a part in personality.



Psychoanalysis Today



- Couch sitting
- **Transference** is likely to happen.
- The idea is to delve into your unconscious.
- Pull out **Manifest Content**.
- Then talk about the **Latent Content**.



Getting into the Unconscious

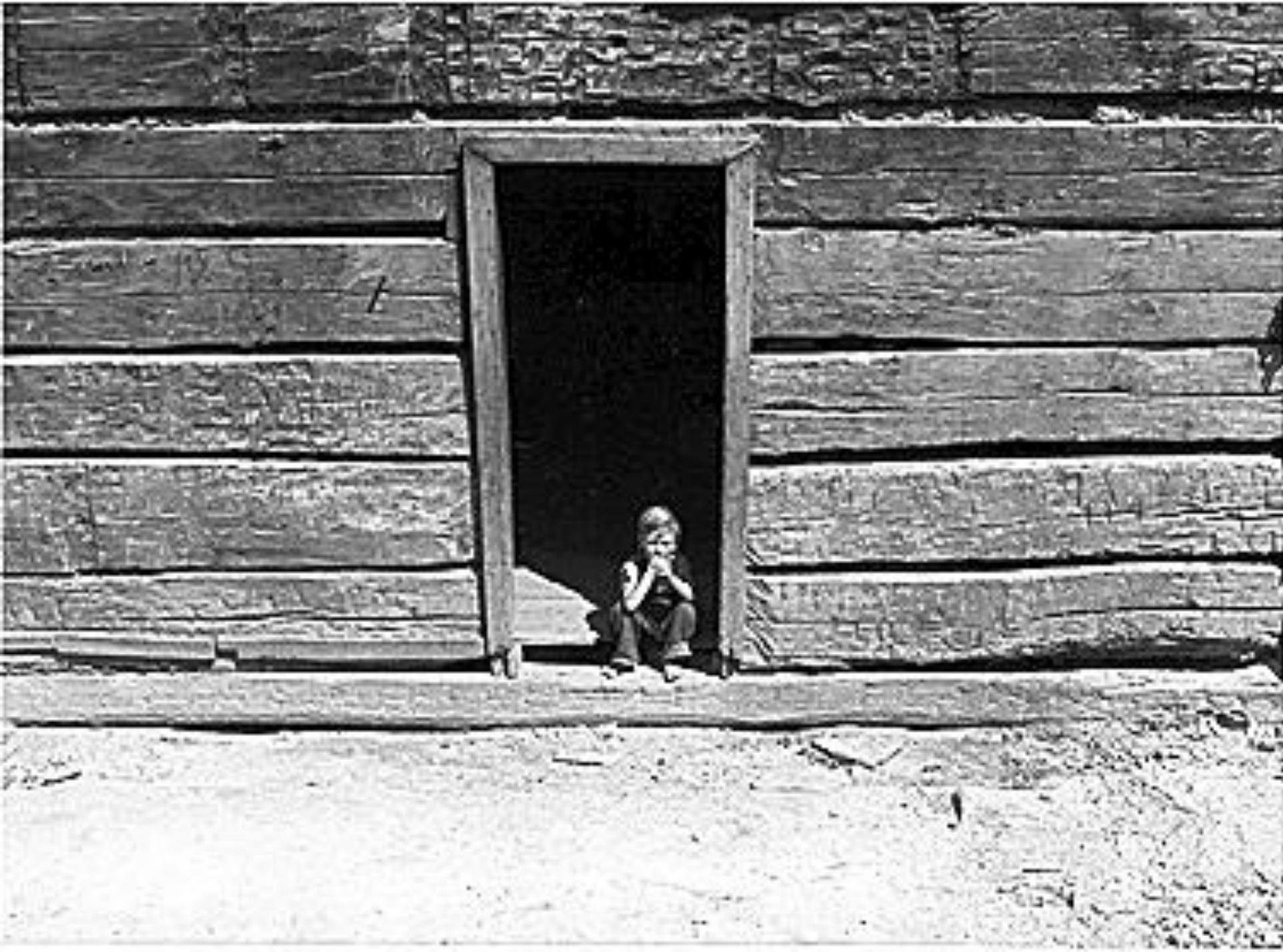
- Hypnosis
- Dream Interpretation
- Free Association (having them just randomly talk to themselves...and then interpreting the conversation).
- Projective Tests (and test that delves into the unconscious).
- Examples are TAT and Inkblot Tests.



TAT Test

Thematic Apperception Test

- Giving the subject a picture that is ambiguous (can have several meanings) and ask them what is occurring.
- Their answers reveal the manifest content.
- They can then discover the Latent Content.



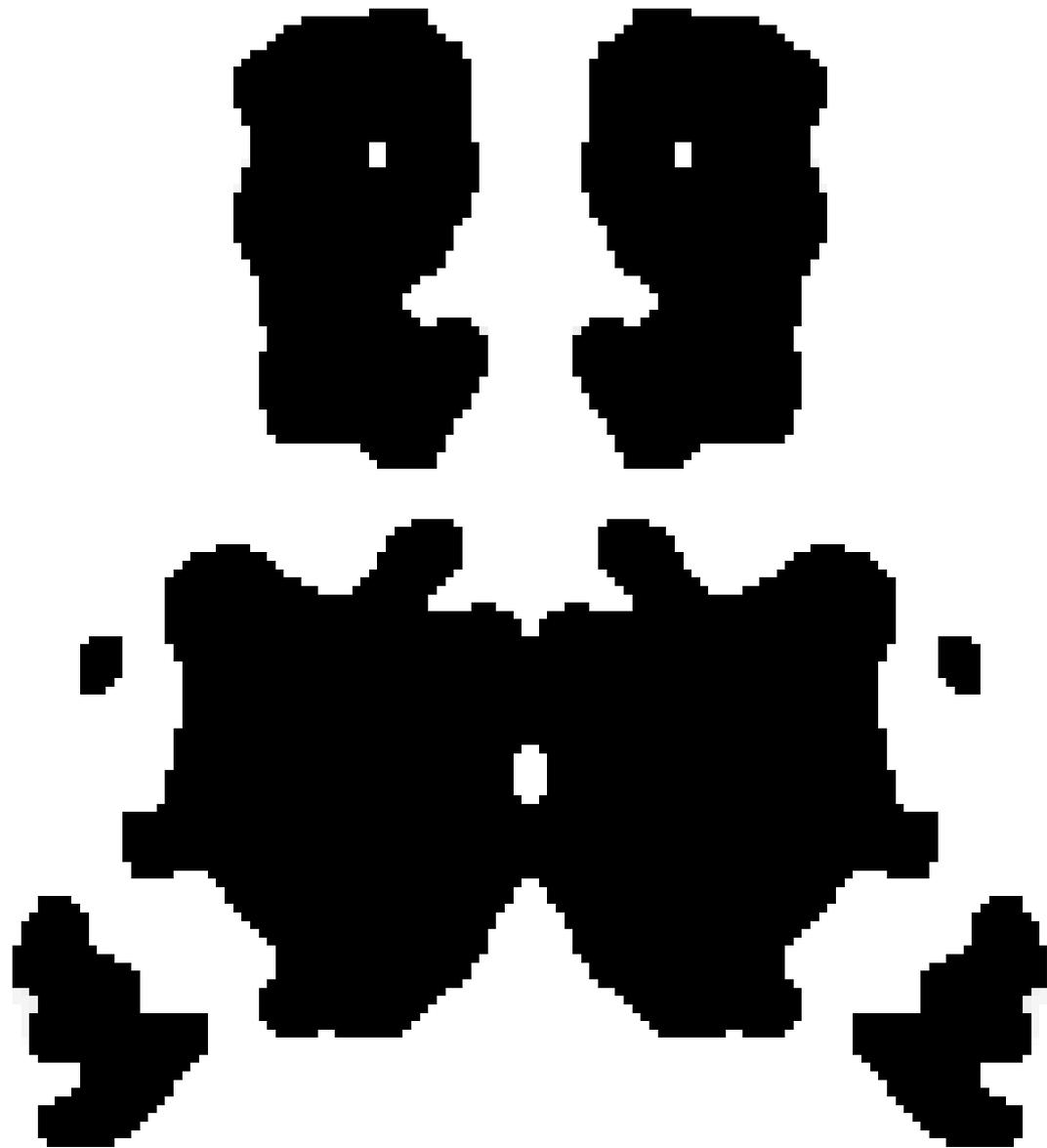




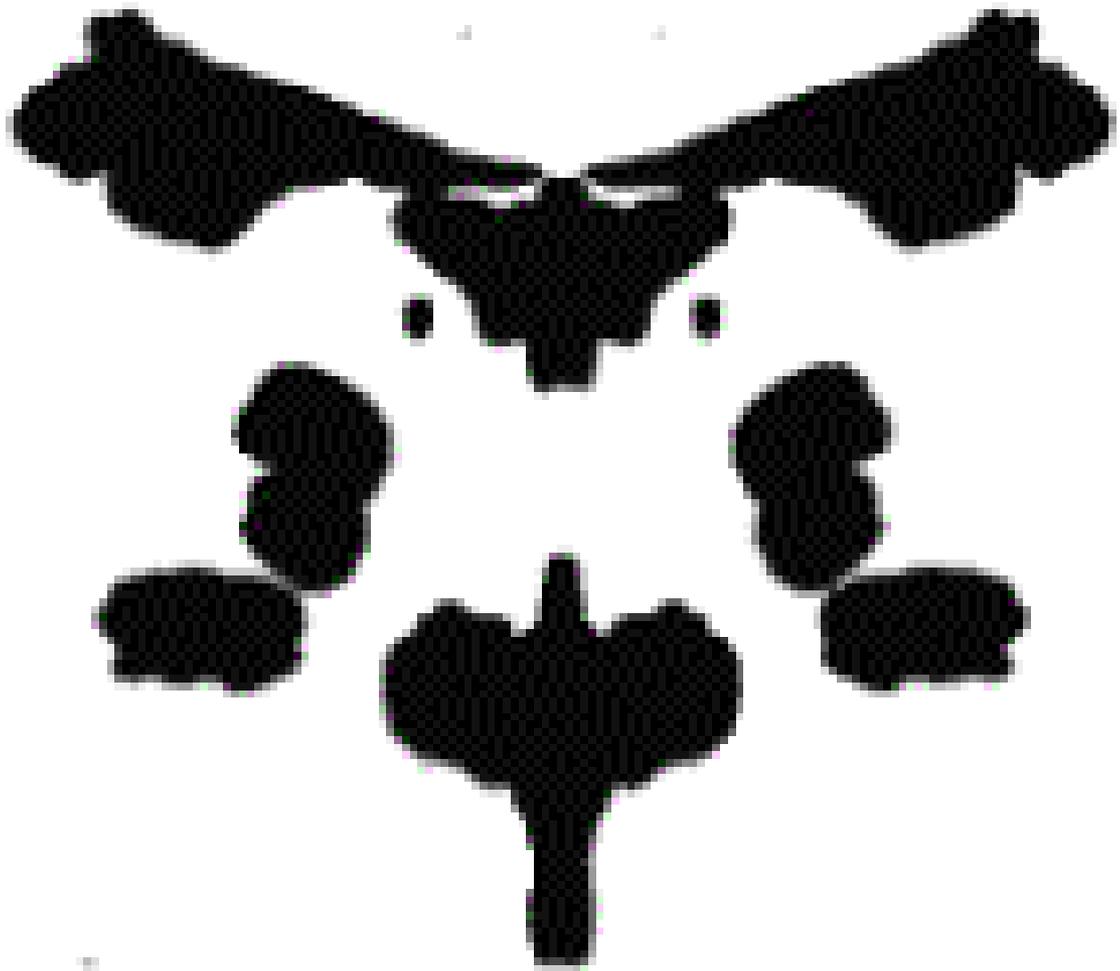
Rorschach Inkblot Test

- The most widely used projective test
- A set of ten inkblots designed to identify people's feelings when they are asked to interpret what they see in the inkblots.











Trait Theories of Personality

- They believe that we can describe people's personalities by specifying their main characteristics (traits).
- Traits like honesty, laziness, ambition, outgoing are thought to be stable over the course of your lives.



Nomothetic Theories

Vinnie and The Situation from the Jersey Shore provide some nice, introvert/extrovert examples.



- The same traits can be used to describe all peoples personalities.
- Introversion-Extroversion scale
- **BIG FIVE** personality traits:
 1. Extraversion
 2. Agreeableness
 3. Conscientiousness
 4. Openness to experience
 5. Emotional Stability

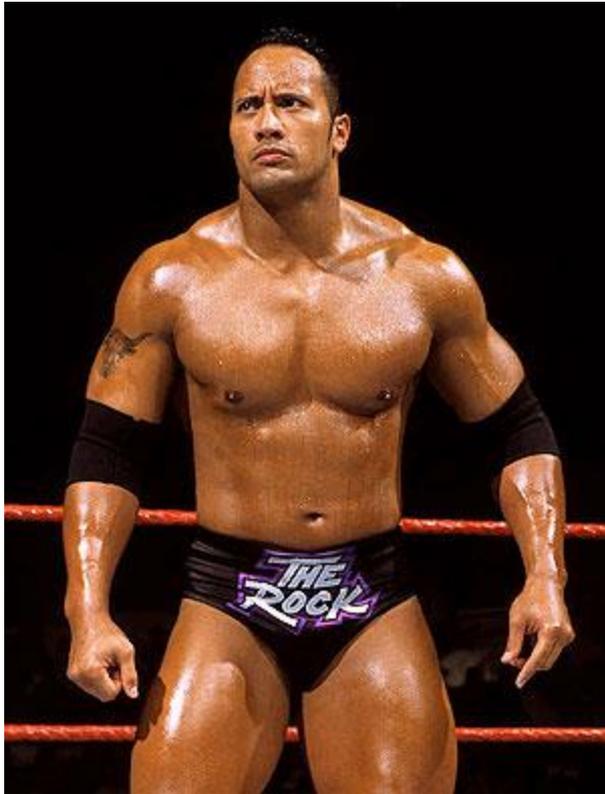
Factor Analysis is used to see the clusters and score these tests.

Idiographic Theorists

- Using the same set of traits to classify everyone is impossible.
- Each person may have a few traits that are unique to them (selfish may be important to describe one person but not another).
- Gordon Allport and his cardinal dispositions (also central and secondary).



Trait Theory Criticism

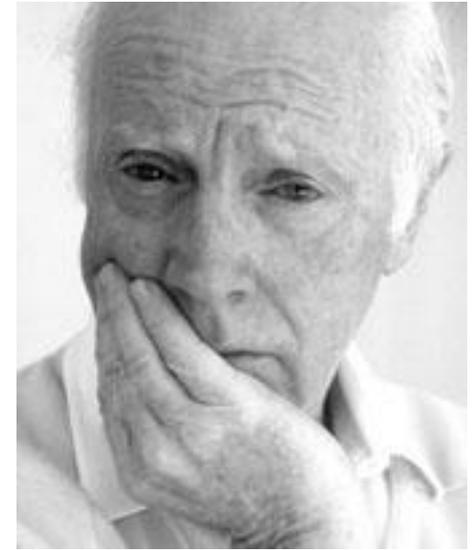


- Do NOT take into account the importance of the situation.



Biological Theories of Personality

- What % of personality is inherited - **heritability?**
- We are not sure **BUT temperaments** do seem to be stable from infants to old age.



Somatotype Theory



- A biological Theory by William Sheldon.
- Endomorphs (Fat) tend to be friendly and outgoing.
- Mesomorphs (muscular) tend to be more aggressive.
- Ectomorphs (thin) tend to be more shy and secretive.
- Study has not been replicated.

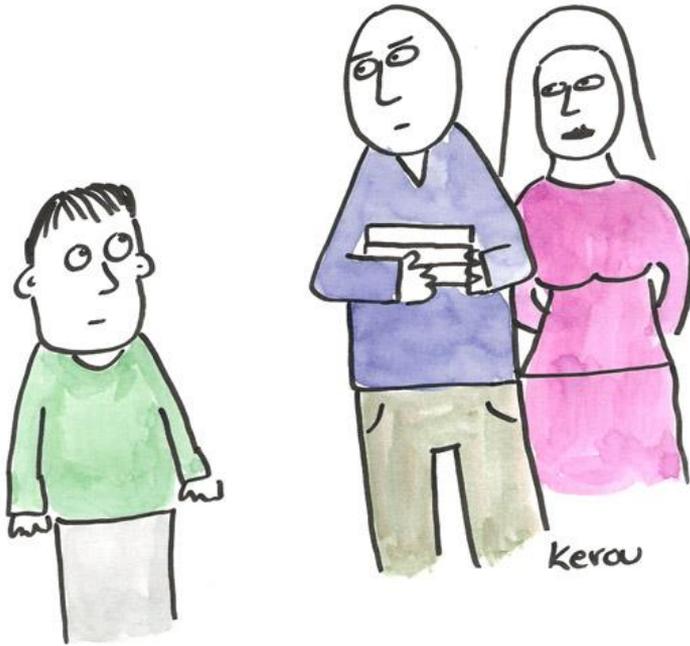


Behaviorist Theory of Personality

- The way most people think of personality is meaningless.
- Personality changes according to the environment (reinforcers and punishments).
- If you change environment then you change the personality.



Humanistic Theory of Personality



NEDS BELIEF IN FREE WILL CONFLICTED WITH HIS PARENTS EFFORTS TO PREDETERMINE HIS ACTIONS.

- Do not believe in **Determinism** (your actions are dictated by your past).
- They believe that humans have **free will** (our ability to choose your own destiny).
- We are innately good and as long as our **self-esteem** and **self-concept** are positive we will be happy.

Carl Rogers

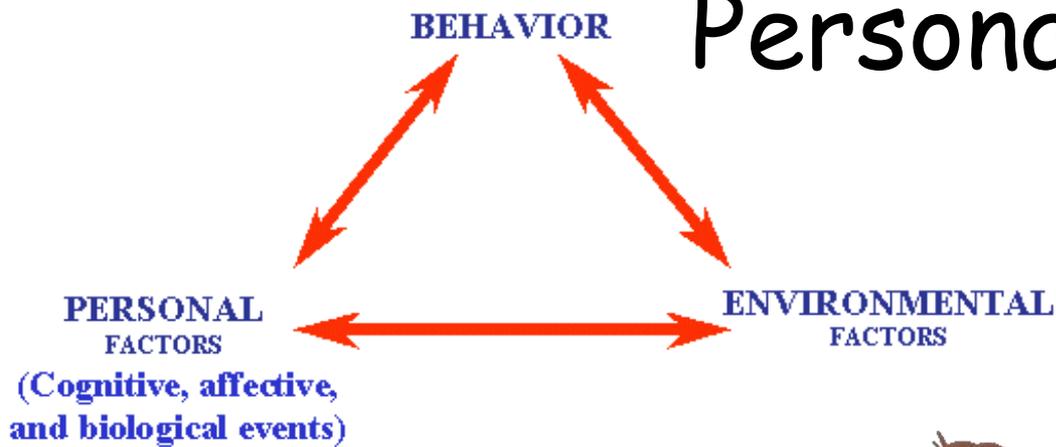
- The object of humans is to become **self-actualized**.
- We are like Acorns
- What do Acorns need to grow?
- Water sun and soil.

Except to grow into healthy humans we need:

- Genuineness
- Acceptance (Unconditional Positive Regard)
- Empathy



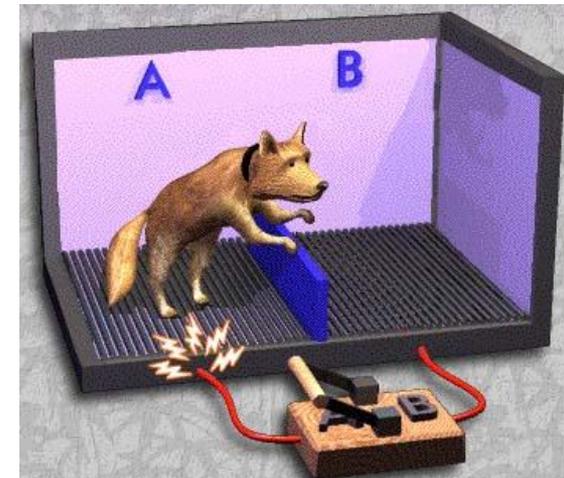
Social-Cognitive Theories on Personality



- Focus on how we interact with our culture and environment
- Albert Bandura is back!!!
- **Reciprocal Determinism** (traits, environment and behavior all interact and influence each other.)

Social-Cognitive Theories on Personality

- Internal Locus of Control
- External Locus of Control
- External Locus of Control can lead to a state of **learned helplessness**.



Click Photos to see examples of someone with internal/ external controls and learned helplessness.

Assessing Personality



- Most common way is self-report inventories.
- MMPI- Minnesota Multiphasic Personality Inventory

Test must be

- Reliable- does it yield the same results over time.
- Valid- does it measure what it is supposed to measure.

Sample MMPI Questions

True/ False

- 1. I like mechanics magazines
- 2. I have a good appetite
- 3. I wake up fresh & rested most mornings
- 4. I think I would like the work of a librarian
- 5. I am easily awakened by noise
- 6. I like to read newspaper articles on crime
- 7. My hands and feet are usually warm enough
- 8. My daily life is full of things that keep me interested
- 9. I am about as able to work as I ever was
- 10. There seems to be a lump in my throat much of the time
- 11. A person should try to understand his dreams and be guided by or take warning from them
- 12. I enjoy detective or mystery stories
- 13. I work under a great deal of tension
- 14. I have diarrhea once a month or more
- 15. Once in a while I think of things too bad to talk about
- 16. I am sure I get a raw deal from life
- 17. My father was a good man
- 18. I am very seldom troubled by constipation
- 19. When I take a new, I like to be tipped off on whom should be gotten next to
- 20. My sex life is satisfactory
- 21. At times I have very much wanted to leave home
- 22. At times I have fits of laughing & crying that I cannot control
- 23. I am troubled by attacks of nausea and vomiting
- 24. No one seems to understand me
- 25. I would like to be a singer
- 26. I feel that it is certainly best to keep my mouth shut when I'm in trouble
- 27. Evil spirits possess me at times
- 28. When someone does me a wrong I feel I should pay him back if I can, just for the principle of the thing.
- 29. I am bothered by acid stomach several times a week
- 30. At times I feel like swearing
- 31. I have nightmares every few nights
- 32. I find it hard to keep my mind on a task or job
- 33. I have had very peculiar and strange experiences
- 34. I have a cough most of the time
- 35. If people had not had it in for me I would have been much more successful
- 36. I seldom worry about my health
- 37. I have never been in trouble because of my sex behavior
- 38. During one period when I was a youngster I engaged in petty thievery
- 39. At times I feel like smashing things
- 40. Most any time I would rather sit and daydream than to do anything else
- 41. I have had periods of days, weeks, or months when I couldn't take care of things because I couldn't "get going"
- 42. My family does not like the work I have chosen (or the work I intend to choose for my life work)
- 43. My sleep is fitful and disturbed
- 44. Much of the time my head seems to hurt all over
- 45. I do not always tell the truth
- 46. My judgment is better than it ever was
- 47. Once a week or oftener I feel suddenly hot all over without apparent cause
- 48. When I am with people I am bothered by hearing very queer things
- 49. It would be better if almost all laws were thrown away
- 50. My soul sometimes leaves my body
- 51. I am in just as good physical health as most of my friends
- 52. I prefer to pass by school friends, or people I know but have not seen for a long time, unless they speak to me first
- 53. A minister can cure disease by praying and putting his hand on your head
- 54. I am liked by most people who know me
- 55. I am almost never bothered by pains over the heart or in my chest
- 56. As a youngster I was suspended from school one or more times for cutting up
- 57. I am a good mixer
- 58. Everything is turning out just like the prophets of the Bible said it would
- 59. I have often had to take orders from someone who did not know as much as I did
- 60. I do not read every editorial in the newspaper everyday
- 61. I have not lived the right kind of life
- 62. Parts of my body often have feeling like burning, tingling, crawling, or like "going to sleep"
- 63. I have had no difficulty in starting or holding my bowel movement
- 64. I sometimes keep on at a thing until others lose their patience with me
- 65. I loved my father
- 66. I see things or animals or people around me that others do not see
- 67. I wish I could be as happy as others seem to be
- 68. I hardly ever feel pain in the back of the neck
- 69. I am very strongly attracted by members of my own sex
- 70. I used to like drop-the-handkerchief
- 71. I think a great many people exaggerate their misfortunes in order to gain the sympathy and help of others
- 72. I am troubled by discomfort in the pit of my stomach every few days or oftener
- 73. I am an important person
- 74. I have often wished I were a girl. (Or if you are a girl) I have never been sorry that I am a girl
- 75. I get angry sometimes

Be careful of the Barnum Effect!!!

- People have the tendency to see themselves in vague, stock descriptions of personality.
- Horoscopes, astrologers and psychics all use this concept.



- **Aries** (March 21-April 19): Do some detective work so that you can better understand those you love. Figure out what the other person is going through. Only then will you find out how you can help.
- **Taurus** (April 20-May 20): In your midst, there's a person intent on the worst-case scenario. He or she is a valuable ally today. You'll find humor in the exaggeration, and your laughter is healing.
- **Gemini** (May 21-June 21): Go out of your way to add elements of absurdity to your day. Your quality of life will be increased immeasurably.
- **Cancer** (June 22-July 22): A strength exaggerated becomes a weakness. But does a weakness exaggerated become a strength? Highlight a limitation and you'll find you're better off for having this flaw.
- **Leo** (July 23-Aug. 22): People pay attention when you walk into the room today. Make your exit with equal grace. Leave before they want you to and they'll want more.
- **Virgo** (Aug. 23-Sept. 22): Show up in person. You have more than your fair share of charisma today. Noting your winning presence, others will want to help you succeed.
- **Libra** (Sept. 23-Oct. 23): You have a talent for making relationships work. You're full of solutions, but it's important to know which problem is the most pressing. Pump the other person for information.
- **Scorpio** (Oct. 24-Nov. 21): There is a fine line between sharing and over-sharing. Give others the sense of who you are. But do it briefly.
- **Sagittarius** (Nov. 22-Dec. 21): Relating to others has very little to do with what or who you know. Most people are thinking about themselves and what you can do for them. If you make them feel good about themselves, they'll like you.
- **Capricorn** (Dec. 22-Jan. 19): You're in danger of being too thrifty. Show some disregard for the rules of frugal finance. As you spend, you'll widen the channel for greater earning.
- **Aquarius** (Jan. 20-Feb. 18): It would benefit you to get involved in a group effort. There is much you could contribute, and you have much to gain. You'll ask excellent questions and learn all you need to know to fit in nicely.
- **Pisces** (Feb. 19-March 20): You will be certain of your course. But that alone will not be enough to make it go the way you want. Whatever happens, don't complain or explain.