Principal Features

What Is Personality?

Complete the following:

"**Personality** is a pattern of relatively permanent … (404)

**Question:** What causes people to have certain personality dimensions?
"Sigmund Freud (1856-1939) was an Austrian physician whose influence on psychology was so great that some of his concepts are now taken for granted."

"Psychoanalytic theory rests on several key assumptions:"

[405-406] Freudian concepts.

LEVELS OF MENTAL LIFE.

"Freud assumed that mental life can take place on three levels:"

THE STRUCTURE OF THE MIND.

"According to Freud's theory, the primary structural elements of the mind and personality are three mental forces … "

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DEVELOPMENT OF PERSONALITY.

"Freud strongly believed that if people looked at their past, they could gain insight into their current behavior. This belief led him to create an elaborate psychosexual stage theory of personality development."

Illustrations

Development of personality.

(407-410)
SEX AND AGGRESSION: THE TWO GREAT DRIVES.

"Freud also theorized that people are energized to act the way they do because of two basic instinctual drives: … "

DEFENSE MECHANISMS.

"To defend itself against the anxiety brought about by the sexual and aggressive drives, the ego adopts one or more defense mechanisms."
In addition to repression, Freud identified several other defense mechanisms.
FREUD TODAY.

Question: What is the status of Freud's psychosexual theory of development?

Adler and Individual Psychology

"… Alfred Adler was one of the original members of Freud's Vienna Psychoanalytic Society …"

STRIVING FOR SUPERIORITY.

Question: What was Alfred Adler's concept of striving for superiority or success?

UNITY OF PERSONALITY.

Question: What's the meaning of the following statement?

"Adler believed in the essential unity of personality."
SOCIAL INTEREST.

Question: What's the meaning of the following statement?

"The pinnacle of Adlerian theory is the notion of social interest ... "

CREATIVE POWER.

Question: What was Alfred Adler's concept of creative power?

FAMILY CONSTELLATIONS.

Question: What's the meaning of the following statement?

"Adler believed that psychologists can learn about people's personality from an understanding of their family constellation."
Question: What's the meaning of the following statement?

"Adlerian therapists … use early recollections … " (415)

Jung and Analytic Psychology

"Jung … emphasized the search for meaning in life and focused on religiosity."
Jung and Analytic Psychology (Continued)

[Illustrations] Analytic psychology.

Skinner and Behavioral Analysis

The Power of Learning

"… for behaviorists, personality is the sum of a person's learned tendencies."

[Illustrations] B. F. Skinner's concept of *operant* conditioning.
Acquiring a Personality

Question: What's the meaning of the following statement?

"... personality is acquired through natural selection and cultural evolution."

Trait and Type Theories: Stable Behavioral Dispositions

Question: What is the difference between traits and types in personality theory?

Allport's Personal Disposition Theory

"The distinguished psychologist Gordon Allport suggested that each individual has a unique set of personality traits, which he called personal dispositions."

[Illustrations] Gordon Allport's trait theory.
**Cattell's Trait Theory**

"… Raymond B. Cattell used the technique of *factor analysis*—a statistical procedure in which psychologists analyze groups of variables (factors) to detect which are related—to show that groups of traits tend to cluster together."

*Illustrations*  Cattell's trait theory.  (421)

**Eysenck's Factor Theory**

"… Hans Eysenck focused on higher levels of trait organization, or what he called *types.*"
The Five Factor Model

"... many theorists agree that there are five broad trait categories."

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Illustrations] The five factor model. (422)

Humanistic Approaches: The Search for Psychological Health

"In general, humanistic theories assume that people are motivated by internal forces to achieve personal goals."

"Humanistic theories usually take a phenomenological approach because they focus on the individual's unique experiences with the ways of interpreting the things and people in the world (phenomena)."

Maslow and Self-Actualization

"No single individual is more closely associated with humanistic psychology than Abraham Maslow."
Rogers and Self theory

"Rogers believed that personal experiences provide an individual with a unique and subjective internal frame of reference and worldview."

Question: What's the meaning of the following statement?

"(Rogers ) believed that fulfillment (is) an inborn tendency … "
THE SELF-CONCEPT AND THE IDEAL SELF.

"Rogers's theory of personality is structured around the concept of the **self** … "

[Illustrations] The self-concept and the ideal self.

(425)

PSYCHOLOGICAL STAGNATION.

[Illustrations] Psychological stagnation.
Positive Psychology

Question: What is the positive psychology movement?
"Recently, cognitive approaches to personality theory have gained acceptance among many psychologists."

Complete the following:

"Cognitive theories emphasize the interaction of …

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**Key Cognitive Concepts**

"According to cognitive theory, whether a person exhibits learned behavior depends on the situation and personal needs at a particular time."

[Illustrations] Key cognitive concepts.
Julian Rotter and Locus of Control

"One widely studied cognitive-behavioral concept that therapists often make use of is locus of control …"

Bandura and Self-Efficacy

"(Albert Bandura's) conception of personality began with observational learning theory and the idea that human beings observe, think about, and imitate behavior, which accounts for learning both acceptable and unacceptable behaviors."

[Page]
GENDER AND SELF-EFFICACY.

"In Bandura's view, gender has a major impact on personality … "

Illustrations  Gender and self-efficacy.

Mischel's Cognitive-Affective Personality System

" … (Walter) Mischel is an interactionist—he focused on the interaction between people's stable personality traits and the situation."

Illustrations  Mischel's cognitive-affective personality system.
"Like other behaviors, personality must be viewed in cultural context."

[Illustrations] Personality in cultural context. (433-434)

**Personality Assessment**

**Question:** What is personality *assessment*? (434)
Question: What is the fundamental idea underlying the use of projective assessment techniques?
Personality Inventories

"The aims of personality inventories vary, but the major approaches to personality have generated assessments, each tied to its theoretical basis."

Illustrations  Personality Inventories.

(435-436)