Definition of Personality

Personality: a characteristic pattern of thinking, feeling, and behavior that persists across time and situations.

Freud and Personality

- psychoanalysis
- psychodynamic theory
- Jean Martin Charcot
  - hysterical symptoms caused by psychological trauma
  - Freud impressed with Charcot's work
    - sparked an even greater interest in problems of the mind.

Freud and Personality

- Josef Breuer
  - *Studies on Hysteria*
  - Anna O
  - catharsis

Freud's theory of personality

- Crucial Assumptions:
  - Childhood experiences determine adult personality
  - Unconscious mental processes influence every day behavior
  - Unconscious conflict underlies abnormal behavior

Freud’s Theory of Personality

- Structure of consciousness
  - Conscious
  - Preconscious
  - Unconscious
Freud's theory of personality

Structure of Personality

- **Id**
  - libido
  - pleasure principle
  - immediate gratification

- **Superego**
  - conscience
  - ego-ideal

Freud’s Theory of Personality

- **Ego**
  - reality principle
  - defense mechanisms

- Compromise formation

Freud’s Theory of Personality

Defense mechanisms

- Repression
- Rationalization
- Regression
- Denial
- Sublimation
- Isolation
- Projection
- Displacement
- Reaction formation

Psychosexual development

- 5 Psychosexual Stages
  - Oral Stage
  - Anal Stage
  - Phallic Stage
    - Oedipal Complex
    - Electra Complex
Latency
Genital Stage

Followers of Psychoanalysis

- Neo-Freudians
- Alfred Adler
  - striving for superiority
  - feelings of inferiority
  - inferiority complex
- Karen Horney
  - No “anatomy is destiny”
  - Womb envy
  - basic anxiety
  - basic hostility

Followers of Psychoanalysis

- Carl Jung
  - persona
  - personal unconscious
  - collective unconscious
  - archetypes

Trait Theories of Personality

- Trait: *a predisposition to respond to situations in a consistent way.*
- Trait theories rest on two assumptions:
  - most traits exist in all people to some degree
  - they assume that we can measure the degree to which a trait exists in a person.

Trait theorists

- Gordon Allport
  - cardinal trait
  - central trait
  - secondary trait
  - common traits
  - individual traits
- Hans Eysenck
  - extraverts
  - introverts
  - emotional stability and instability
  - psychoticism

Trait Theorists

- The Big Five Personality Traits
  - emotional stability
  - extraversion
  - openness
agreeableness
conscientiousness

The Person-Situation Debate

- What really determines how a person acts?
- Is it stable, internal characteristics or is it the situation in which he finds himself?
- Stable internal traits
- Demand characteristics

Behavioral Theories of Personality

- Dollard and Miller
- Skinner
  - operant conditioning (contingency management)

Social Cognitive Approach

- Includes a thinking person.
- Proposes that people have a subjective role in learning
  - 2 step process
    - Perceive the situation based on memories and expectations
    - Actively alter the situation or environment to suit us

Social Cognitive Approach

- Albert Bandura
  - reciprocal determinism
  - self-efficacy
  - observational learning (modeling)

Social Cognitive Theory

Social Cognitive Approach

- Walter Mischel
  - competencies
  - encodings
  - expectancies
Humanistic psychology stresses our potential as human beings for growth, creativity, and spontaneity.

self-concept

Rogers’ Approach

Conditional positive regard
- Love and praise being withheld unless the individual conforms to parental or social standards

Unconditional positive regard
- Accepting, valuing, and being positive toward another person regardless of the person’s behavior

Rogers’ Approach

Self-concept
- Individuals’ overall perceptions of their abilities, behavior, and personality

Empathy
- Being a sensitive listener and understanding another’s true feelings

Genuineness
- Being open with our feelings and dropping our pretenses and facades

Abraham Maslow

actualization
self-actualized
a hierarchy of needs

Maslow’s Approach

Personality Assessment

Projective Test
- Presents individuals with an ambiguous stimulus and then asks them to describe it or tell a story about it

The Rorschach Inkblot Test
Thematic Apperception Test
Incomplete Sentences

My mother __________________
I feel best when _______________
Men ________________
I was embarrassed when ________

Self-Report Tests

Self-report tests
- Directly ask people whether items describe their personality traits or not
- Empirically derived

MMPI

- The Minnesota Multiphasic Personality Inventory (MMPI)
  - The most widely used and researched self-report personality test
  - 550 true/false items, such as:
    - I like to read magazines
    - I never have trouble falling asleep
    - People are out to get me

MMPI

- Hysteria
- Depression
- Hypochondriasis
- Psychopathic Deviate
- Masculine/Feminine
- Psychastenia
- Schizophrenia
- Paranoia
- Mania
- Social Introversion

Other Self-Report Measures

- NEO-PI
- 16 Personality Factor
- BDI

References