

### H0 15-1 True/False

1. Freud believed that boys develop desires for their mother when they are between 3 and 6 years of age.
2. One of the most reliable and valid measures of personality is the Rorschach inkblot test.
3. Dreams are disguised wish fulfillments that can be interpreted by skilled analysts.
4. Psychologists generally agree that painful experiences commonly get pushed out of awareness and into the unconscious.
5. A surprisingly strong relationship exists between body type or physique and personality.
6. Most people recognize that personality descriptions based on horoscopes are invalid.
7. Research has indicated that there is virtually no relationship between a student's being conscientious on one occasion (say showing up for class on time) and being similar conscientious on another occasion (say turning in assignments on time).
8. The elderly and the sick are happiest when they do not have to take responsibility for everyday decisions that affect their lives.
9. The majority of people suffer from low self-esteem
10. Compared to collectivists, individualists experience greater rates of divorce, homicide, and stress-related disease.

# Personality

“Characteristic pattern of thinking, feeling and acting.”

## Four major perspectives on Personality



**Psychoanalytic** - unconscious motivations

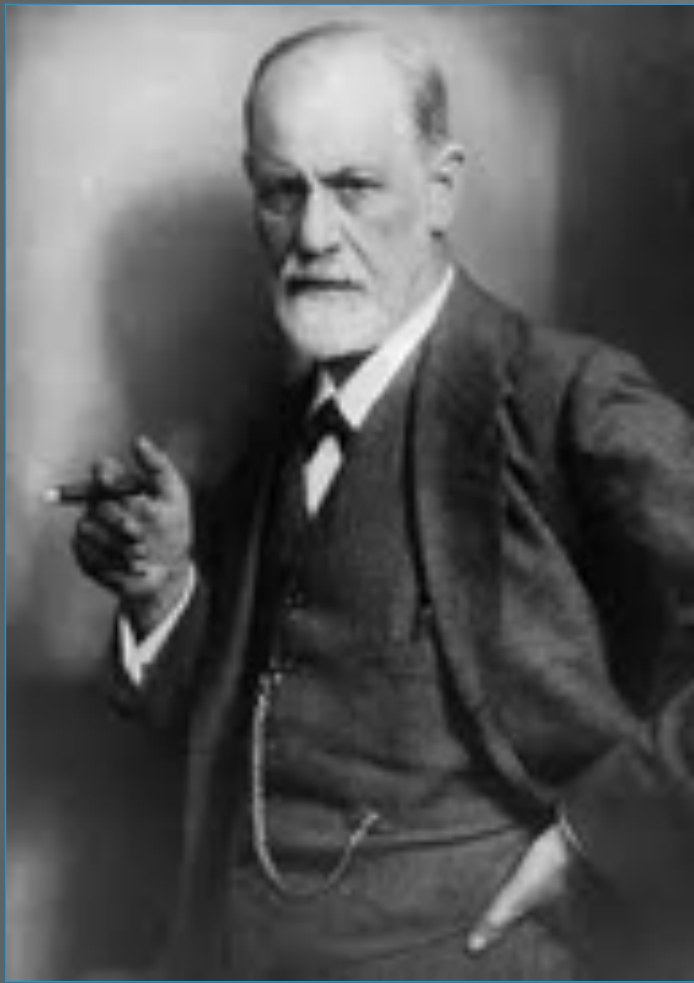
**Trait** - specific dimensions of personality

**Humanistic** - inner capacity for growth

**Social-Cognitive** - influence of environment

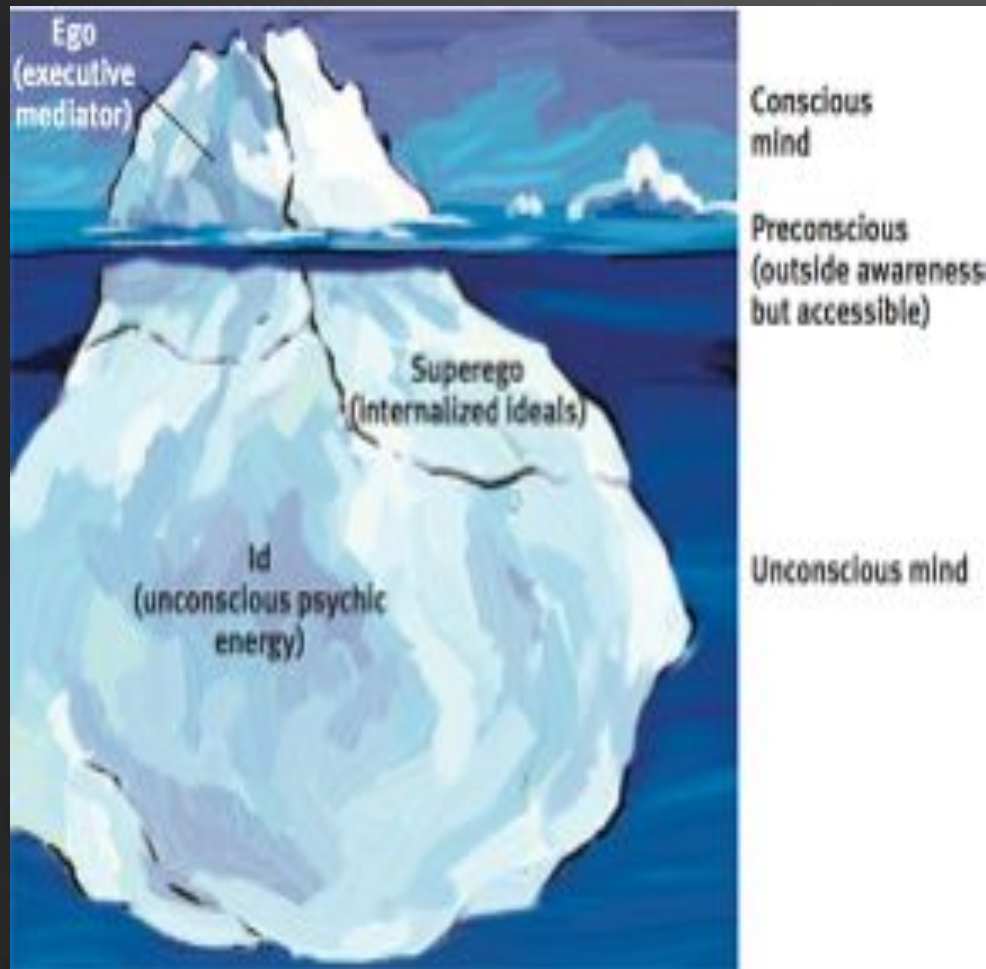


# Psychoanalysis Theory of Personality



**Unconscious:** Much of what we do and how we act we are unaware of.

# Psychoanalyst relates our consciousness to an Iceberg



- ⦿ **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.





Freud believed that people were like icebergs..with only a small portion of their personalities revealed and the rest hidden from view.

Question: Do others know “the real you”? Why or why not?

Question: What types of things do you keep hidden from casual friends and acquaintances? Why?

Question: What types of things do you share? Why?

# Freud & Personality Structure

Id - energy constantly striving to satisfy basic drives  
Pleasure Principle



Ego - seeks to gratify  
the Id in realistic  
ways  
Reality Principle

Super Ego  
- voice of conscience  
that focuses on how  
we *ought* to behave

<https://www.youtube.com/watch?v=NCXynjpFaKU>

# 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



- ◎ 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.

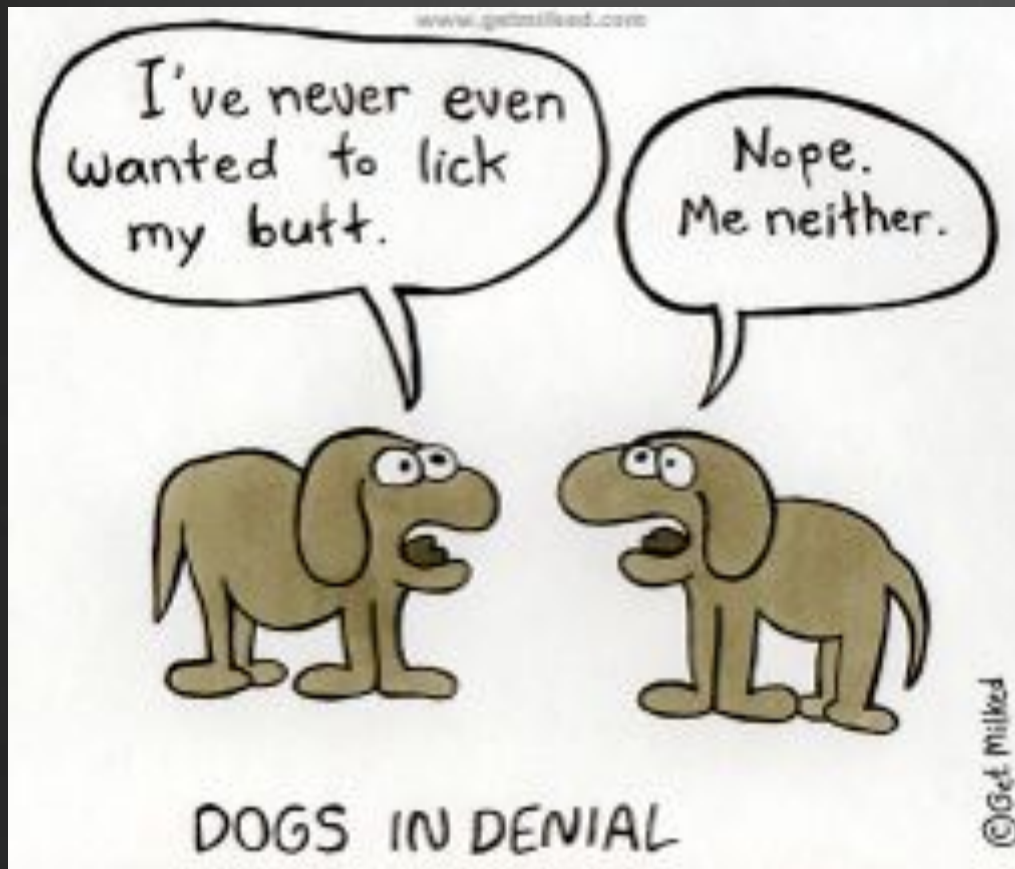
**Defense Mechanisms** reduce/redirect anxiety by distorting reality

# Repression

- ◎ One step above denial in the generic classification scheme, repression involves simply forgetting something bad.
- ◎ Why don't we remember our Oedipus and Electra complexes? Because it is yukky!



# Denial



- When you use denial, you simply refuse to accept the truth or reality of a fact or experience.

"No, I'm just a social smoker," is a good example

# Displacement

- © In displacement you transfer your original feelings that would get you in trouble (usually anger) away from the person who is the target of your rage to a more hapless and harmless victim. Here's the classic example: You've had a very unpleasant interaction with your boss or teacher, but you can't show your anger toward him or her. Instead, you come home and, so to speak, "kick the cat" (or dog).



# Projection



Let's say you're worried that you're not really very smart. You make a dumb mistake that no one says anything about at all, and accuse others of saying that you're dumb,

🎲 *Disguises threatening impulses by attributing them to others.* Thus, "He doesn't trust me may really be "I don't trust myself"



# Reaction Formation

- ❶ Cootie stage in Freud's Latent Development.
- ❷ Process of pushing away threatening impulses by makes unacceptable impulses look like their opposites.





# Regression



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



# Rationalization

- ❉ Coming up with a beneficial result of an undesirable outcome.
- ❉ I really did want to go to .....anyway, it was too .....
- ❉ I can't believe that teacher wrote me up on tardies.



# INTELLECTUALIZATION

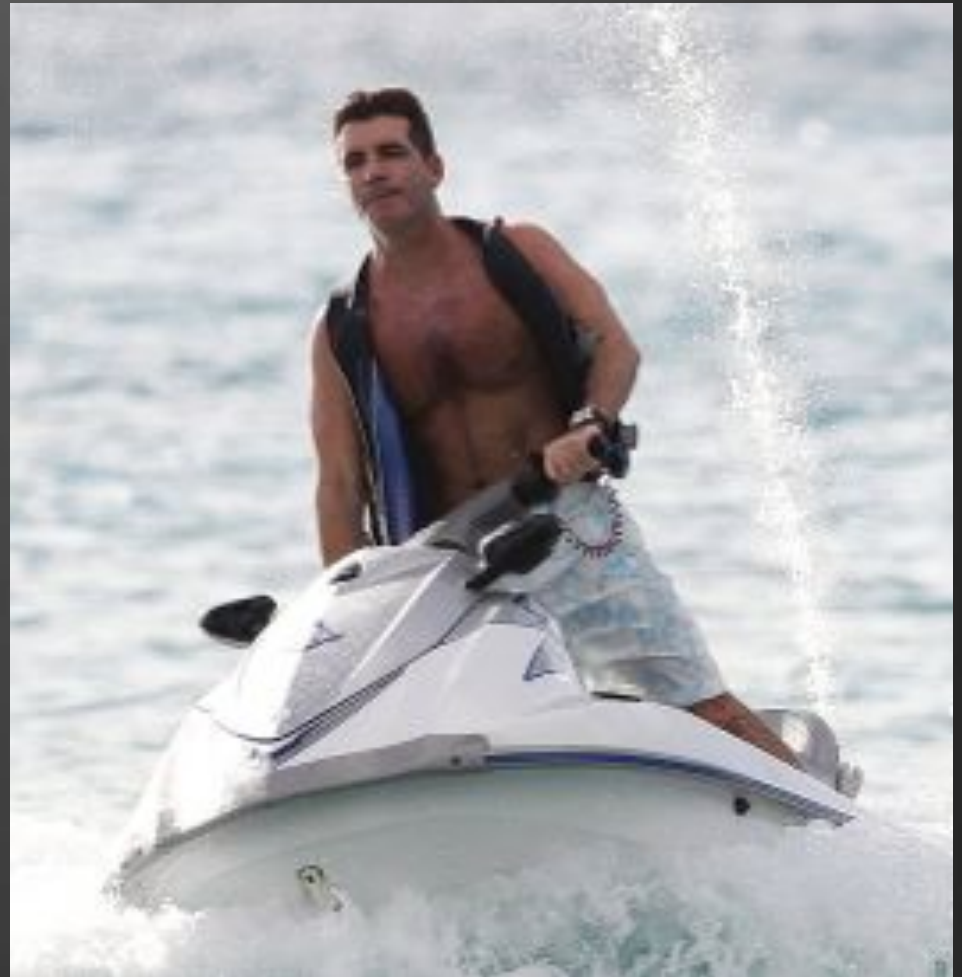
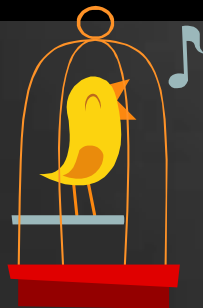
avoiding painful feelings by  
focusing on ideas



🎬 Undertaking an academic, unemotional study of a topic.

# Sublimation

- Channeling one's frustration toward a different goal.
- Sometimes a healthy defense mechanism.
- Simon starts to learn how to ride jet skis and writing songs (or maybe starts to body build).



# Critic's of Freud (Neo Freudians)



- Karen Horney and Carl Jung, believed we also have a collective unconscious, a common reservoir of images derived from our species universal experiences. This Collective unconscious explains why for many people spiritual concerns are deeply rooted and why people in different cultures share certain myths and images, such as mother as a symbol of nurturance.



# Critic's of Freud (Neo Freudians)



- Karen Horney and Alfred Adler agreed with Freud that childhood is important but believed that childhood social not sexual tensions are crucial for personality formation.
- ◎ He really only studied wealthy woman in Austria.
- ◎ His results are not empirically verifiable (really hard to test).
- ◎ No predictive power.



# Neo-Freudians

## Psychodynamic Theories

- Alfred Adler and his ideas of superiority and inferiority.
- Adler also talked about birth order and how it played a part in personality.



# Birth Order

Alfred Adler



[http://www.youtube.com/watch?v=NaCCG7QkM\\_c](http://www.youtube.com/watch?v=NaCCG7QkM_c)

# 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.



# What are projective tests, you ask?

- ❉ **Projective tests** aim to provide this “psychological x-ray” by asking test takers to describe or tell a story. Henry Murray introduced the TAT test or Thematic Apperception test, in which people view the picture and then make up stories about them.
- ❉ **Their answers can give some insight into their latent content.**

Ask me to read you something...a story.. And you will write your response.



# TAT test or Thematic Apperception test



**Figure 10.2 The TAT** This clinician presumes that the hopes, fears, and interests expressed in this boy's descriptions of a series of ambiguous pictures in the Thematic Apperception Test (TAT) are projections of his inner feelings.

Examinees then construct a story based on each card, and the qualifiers given in the story will show their emotions, thoughts, and relations between people. This is then interpreted by the examiners on an impressionistic basis, where they inspect the content of the story and analyze it using clinician intuition. The story that the examinee tells will indicate their unconscious thoughts & emotions and also shed some insight into the harmful situations they may be involved in.







Another way to measure  
Psychoanalysis is the  
**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.



Psychiatrist Hermann Rorschach based it on a childhood game in which her and his friends dripped ink on a paper, folded it and then said what they saw in the resulting blot.

Found to be unreliable!!



Click on the following link to see an ink blot test:

<http://www.your3dsource.com/are-you-crazy-ihttp://www.utpsyc.org/Big5/nkblot-test.html>

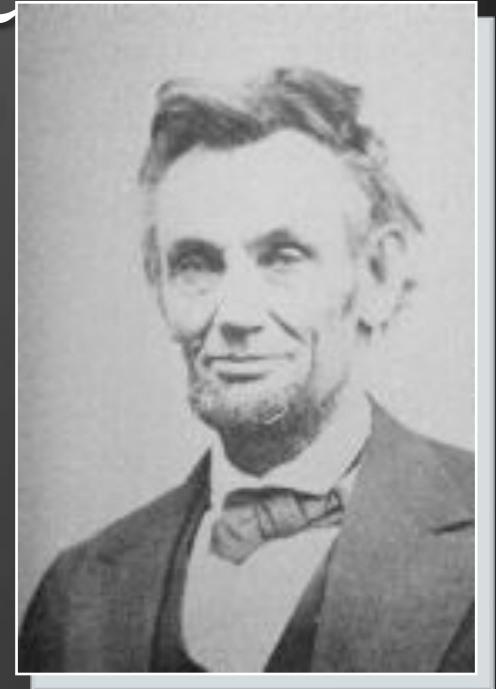




# Trait Perspective

No hidden personality dynamics...  
just basic personality dimensions

**Traits** - people's characteristic  
behaviors & conscious motives



How do we describe & classify different personalities?  
(*Type A vs Type B or Depressed vs Cheerful?*)

**Myers-Briggs Type Indicator** - classify people  
based upon responses to 126 questions

# What is the Myers Brigg Test?

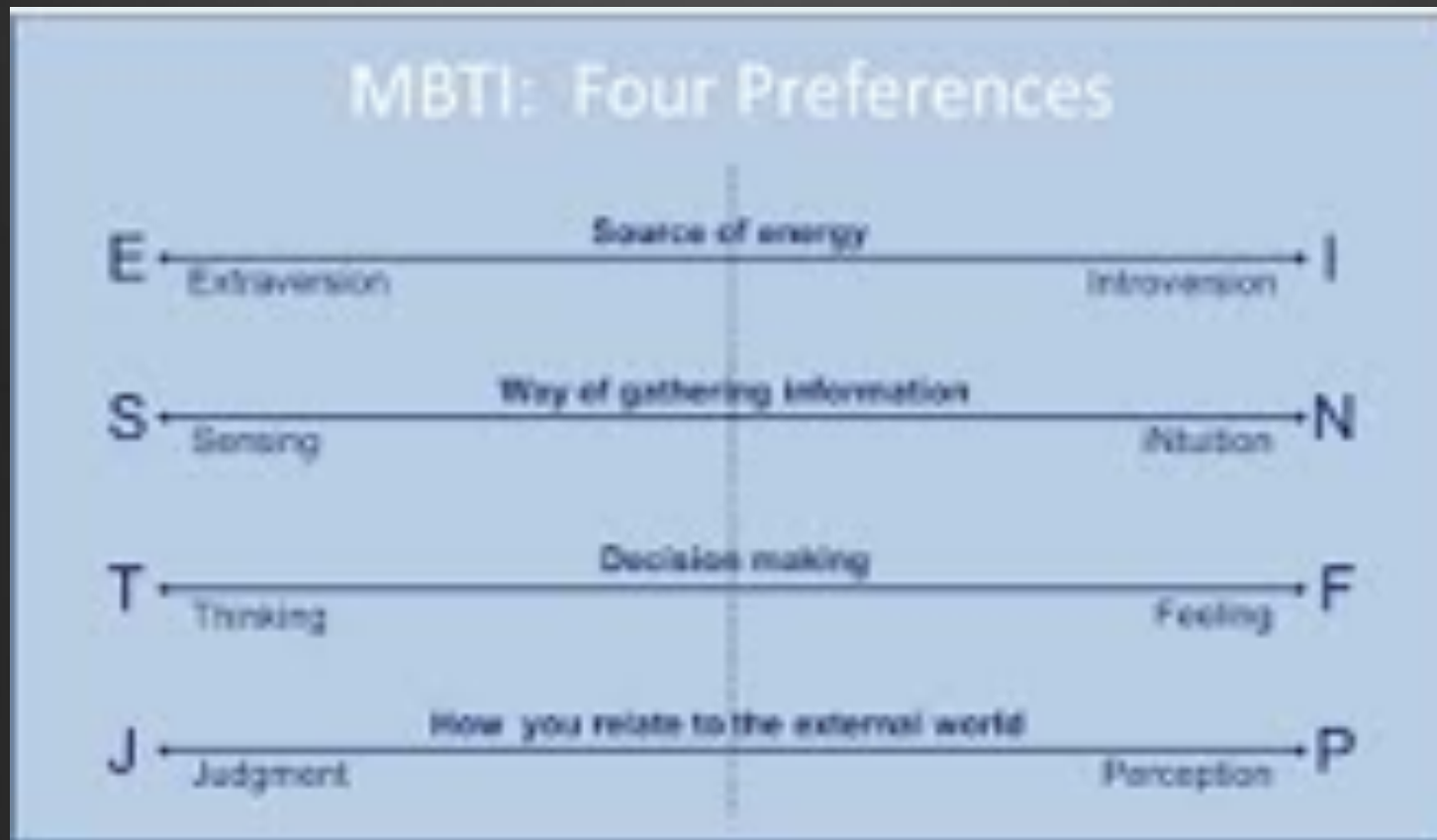
The Myers-Briggs Personality Type Indicator is a self-inventory test designed to identify a person's personality type, strengths and preferences.

The test was developed by Isabel Myers and her mother Katherine Briggs based on their work with Carl Jung ' theory of personality types.

The goal of the MBTI is to allow respondents to further explore and understand their own personalities including their likes, dislikes, strengths, weaknesses, possible career preferences and compatibility with other people

# How is the Myers Brigg test set up?

The test itself is made up of four different scales:



# Myers Brigg Test

## Order of Preferences

<b>ISTJ</b> 1. Sensing 2. Thinking 3. Feeling 4. Intuition	<b>ISFJ</b> 1. Sensing 2. Feeling 3. Thinking 4. Intuition	<b>INFJ</b> 1. Intuition 2. Feeling 3. Thinking 4. Sensing	<b>INTJ</b> 1. Intuition 2. Thinking 3. Feeling 4. Sensing
<b>ISTP</b> 1. Thinking 2. Sensing 3. Intuition 4. Feeling	<b>ISFP</b> 1. Feeling 2. Sensing 3. Intuition 4. Thinking	<b>INFP</b> 1. Feeling 2. Intuition 3. Sensing 4. Thinking	<b>INTP</b> 1. Thinking 2. Intuition 3. Sensing 4. Feeling
<b>ESTP</b> 1. Sensing 2. Thinking 3. Feeling 4. Intuition	<b>ESFP</b> 1. Sensing 2. Feeling 3. Thinking 4. Intuition	<b>ENFP</b> 1. Intuition 2. Feeling 3. Thinking 4. Sensing	<b>ENTP</b> 1. Intuition 2. Thinking 3. Feeling 4. Sensing
<b>ESTJ</b> 1. Thinking 2. Sensing 3. Intuition 4. Feeling	<b>ESFJ</b> 1. Feeling 2. Sensing 3. Intuition 4. Thinking	<b>ENFJ</b> 1. Feeling 2. Intuition 3. Sensing 4. Thinking	<b>ENTJ</b> 1. Thinking 2. Intuition 3. Sensing 4. Feeling



# Are There “Basic” Traits?

What trait “dimensions” describe personality?

Combination of 2 or 3  
***genetically determined***  
dimensions



Extraversion/Introversion  
Emotional Stability/Instability

Expanded set of factors  
“The Big 5”



**How can we assess traits?**

(aim to simplify a person's behavior patterns)

## What Is the Minnesota Multiphasic Personality Inventory?

### **MMPI**

- The MMPI is most commonly used by mental health professionals to assess and diagnose mental illness.



# 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.



# The Big 5

- *Allport et. al.* found 18,000 terms & reduced them to 4,500 traits (1930s).
  - Using factor analysis *Raymond Cattell* reduced the list to 35 traits (1940s).
    - Reduced further in the 1960s to just the "Big Five".



# The Big Five “Ocean”

The theory based on the Big Five factors is called the **Five Factor Model (FFM)**.<sup>[1]</sup> The Big Five factors are:

Openness - Imaginative rather than practical, preferring variety to routine, and being independent rather than conforming.

Conscientiousness - Being organized rather than disorganized, careful rather than careless, and disciplined, not impulsive.

Extraversion - Sociable instead of retiring, fun-loving instead of sober, and affectionate instead of reserved.

Agreeableness - Being softhearted, not ruthless, trusting, not suspicious, and helpful not uncooperative.

Neuroticism - Level of emotional stability.



# Personality Traits: Idiographic vs. Nomothetic

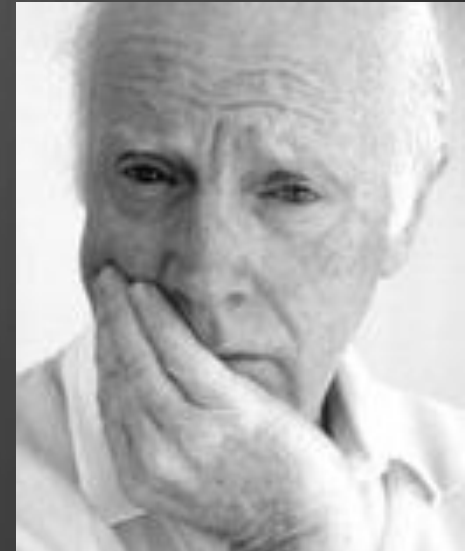
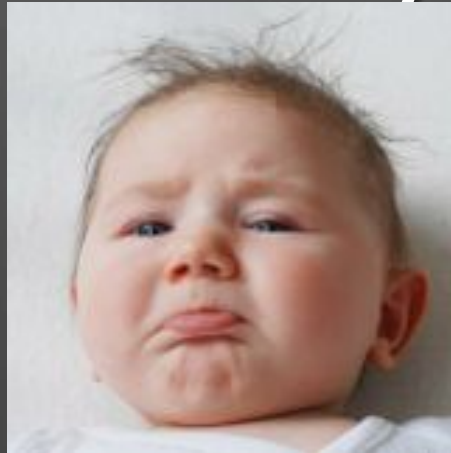
The whole issue of whether a trait exists in all people to a greater or lesser degree is complicated by different views of the trait perspective. There are two different views as to whether all traits exist in all people:

**Idiographic:** get it **UNIQUE** (Greek term meaning own) people have *unique personality structures*; thus some traits (cardinal traits) are more important in understanding the structure of some people than others.

• **Nomothetic:** TRAITS ARE **CONSISTENT ACROSS PEOPLE and cultures**

# 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.



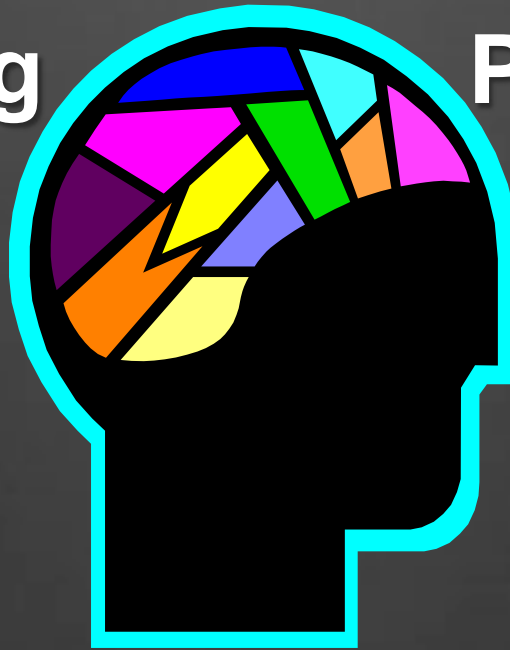
# Behaviorist Theory of Personality

- ◎ 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.



# The Humanistic Perspective

**Maslow's  
Self-Actualizing  
Person**



**Roger's  
Person-Centered  
Perspective**

**“Healthy” rather than “Sick”  
Individual as greater than the sum of test scores**

# Social-Cognitive Perspective

**Behavior learned through  
conditioning & observation**



**What we think about our situation  
affects our behavior**

**Interaction of  
Environment & Intellect**

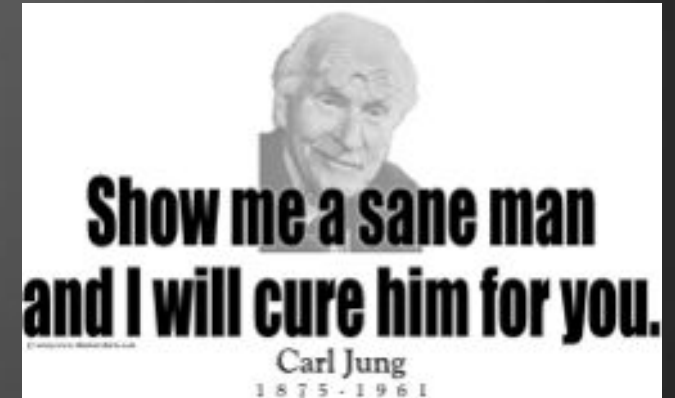
# Albert Bandura

🎬 **Modeling:** Bandura's term for learning by imitating others.

- 🎬 Discussion: List ways that freshmen model themselves after seniors. For example Imagine freshman year. What kinds of things did seniors do that were cool? Did they hold their books or walk in a particular way. Hang out in certain places or sit in a place.



# Carl Jung



<http://education-portal.com/academy/lesson/carl-jungs-theories-lesson-quiz.html#lesson>