

# Unit X

## Personality

### Overview

Unit X explores the various approaches to identifying, quantifying, and explaining personality. The history of personality research is covered from Sigmund Freud's turn-of-the-century psychoanalytic theories of the unconscious, psychosexual stages, and defense mechanisms to the modern social-cognitive understanding of personality as being trait-based and environmentally influenced. The contributions of the humanists, neo-Freudians, and trait theorists to the discussion of personality are examined. The unit closes with an explanation of the self as an emerging focus of study.

### Modules

- 55** Freud's Psychoanalytic Perspective: Exploring the Unconscious

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- 56** Psychodynamic Theories and Modern Views of the Unconscious

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- 57** Humanistic Theories

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- 58** Trait Theories

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- 59** Social-Cognitive Theories and Exploring the Self

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### Tip #10 Make a Study Space

Find a space in your home that can be uniquely dedicated to studying and claim it as your own. Make certain it is free of distractions, is quiet, and has good lighting. Make sure to put away any distractions such as your phone or computer in order to preserve your space just for studying. You will come to associate this space with the behavior you perform there and this will help make it easier to study each time you return.

# Module 55

## Freud's Psychoanalytic Perspective: Exploring the Unconscious

### Before You Read

#### Module Summary

Module 55 introduces Sigmund Freud's view of personality with a description of the unconscious factors that drive and underlie individual traits. Freud's proposed psychosexual stages and defense mechanisms are presented. The module closes with a discussion on contemporary psychology's view of Freud's psychoanalytic perspective.

Before beginning the module, take a moment to read each of the following terms and name you will encounter. You may wish to make vocabulary cards for each.

#### Key Terms

personality  
free association  
psychoanalysis  
unconscious  
id  
ego  
superego

psychosexual stages  
Oedipus complex  
identification  
fixation  
defense mechanisms  
repression

#### Key Name

Sigmund Freud

### While You Read

Answer the following questions/prompts.

55-1

1. How is *personality* defined?
2. Describe how free association is used as a tool in psychoanalysis.

3. Explain how the image of an iceberg illustrates the three components of Sigmund Freud's view of the mind.
  
4. The *New Yorker* cartoon on text page 558 features King Henry VIII of England and one of his six wives. King Henry called for the beheading of two of his wives for various reasons. Discuss how the cartoon describes Freud's idea that nothing is ever accidental and illustrates a "Freudian slip."
  
5. Jonathan dreams of a snake that enters a cave and tells his therapist about the dream. His therapist, a psychoanalyst, interprets the dream to be sexual and tells Jonathan that he is working through anxiety relating to the act of sex. First, define manifest and latent content. Then, label both the manifest and latent content of Jonathan's dream.

## 55-2

1. Complete the chart below.

	Function	Focus or Principle Upon Which It Operates	Personal Example
id			
ego			
superego			

55-3

1. Give a brief summary of each of Freud's psychosexual stages, and explain the conflicts that Freud believed were present during each.
2. How does identification help children cope with the threatening feelings present during the phallic stage, according to Freud?
3. Why is it important to study Freud's ideas, even though many of them are no longer relevant to contemporary psychology?
4. How might Sigmund Freud explain an adult's exaggerated sarcasm?

## 55-4

1. According to Freud, what role do defense mechanisms serve? Which part of the personality is responsible for controlling defense mechanisms?
2. Using Table 55.2, define each defense mechanism in your own words and come up with a new example to illustrate how each defense mechanism might manifest itself.

Defense Mechanism	Definition in Your Own Words	Example
Regression		
Reaction formation		
Projection		
Rationalization		
Displacement		
Sublimation		
Denial		

**55-5**

1. Discuss the problems and criticisms of Freud's theories.
2. List some of the aspects of Freud's theories that endure today.
3. In what ways has modern research challenged the idea of repression?

## After You Read

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### Module 55 Review

Select the best answer to see if you have mastered the basics.

1. This aspect of the mind, according to Freud, operates on the pleasure principle and is chiefly concerned with gratification of needs and wants.
  - a. ego
  - b. superego
  - c. the unconscious
  - d. id
  - e. free association

2. According to Freud, around the age of 4 or 5, the aspect of the mind that is the voice of our moral conscience develops. He called this the
  - a. ego.
  - b. superego.
  - c. the unconscious.
  - d. id.
  - e. Oedipus complex.
  
3. Which of the following correctly lists, in order, the stages of psychosexual development according to Freud?
  - a. oral, anal, phallic, latency, genital
  - b. anal, oral, phallic, latency, genital
  - c. phallic, latency, oral, anal, genital
  - d. anal, latency, genital, oral, phallic
  - e. latency, oral, phallic, anal, genital
  
4. Robert is 5 years of age. According to Freud, Robert is likely
  - a. in the oral stage and focused on biting and sucking.
  - b. in the phallic stage and attempting to identify with his father.
  - c. in the anal stage and focusing on bladder control.
  - d. in the latency stage and not interested in sexual feelings.
  - e. in the genital stage and developing sexual interest.
  
5. Jeannette is an overweight adult who eats excessively and is often found chomping loudly on gum. Freud might propose that she is fixated in the
  - a. anal stage.
  - b. phallic stage.
  - c. latency stage.
  - d. oral stage.
  - e. genital stage.
  
6. According to Freud, which of the following defense mechanisms underlies all the others?
  - a. repression
  - b. projection
  - c. sublimation
  - d. reaction formation
  - e. denial
  
7. Luis was a violent child who frequently got into fights at school. This caused him a great deal of anxiety as he was always in the principal's office and frequently shunned by classmates and labeled a trouble maker. As an adult, he became a prize-winning boxer. Freud would explain this career choice in terms of which defense mechanism?
  - a. projection
  - b. denial
  - c. rationalization
  - d. reaction formation
  - e. sublimation
  
8. Freud's use of free association was intended to
  - a. bring out the thoughts of the superego.
  - b. develop a relationship between the therapist and the patient.
  - c. allow an exploration of the unconscious.
  - d. release the patient's inhibitions.
  - e. tap into the conscious control of the unconscious.

9. Anh recently immigrated to America and is generally scared and distrustful of her new environment. Among her friends she is known to criticize her American classmates for their standoffishness and rudeness toward her. Freud might explain that Anh is utilizing the defense mechanism of \_\_\_\_\_ to protect her mind from her anxiety about not being liked or accepted.
- reaction formation
  - denial
  - sublimation
  - projection
  - displacement
10. Nichole was raised in a physically and emotionally abusive home for over a decade before being removed to foster care. When speaking with her social worker, she professes great love for her birth parents and praises them for their care of her. Her social worker, being a great fan of Sigmund Freud, recognizes which of the following defense mechanisms at work?
- reaction formation
  - sublimation
  - displacement
  - regression
  - rationalization
11. Explain why the ego is considered the "executive" of personality.
12. What is considered the most serious problem with Freud's theory, and why?



# Module 56

## Psychodynamic Theories and Modern Views of the Unconscious

### Before You Read

#### Module Summary

Module 56 discusses the contributions of the neo-Freudians and their acceptance and rejection of various aspects of Freud's theories. A description of the projective tests used in psychoanalytic therapy and an explanation of the modern view of the unconscious concludes this module.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

#### Key Terms

psychodynamic theories

collective unconscious

projective test

Thematic Apperception Test (TAT)

Rorschach Inkblot Test

false consensus effect

terror-management theory

#### Key Names

Alfred Adlert

Karen Horney

Carl Jung

### While You Read

Answer the following questions/prompts.

56-1

1. Briefly outline Karen Horney's beliefs about personality formation and discuss the ways in which her theories agreed and disagreed with Sigmund Freud's. Make sure to use the key terms associated with Horney's theory in your response.

2. Briefly describe Alfred Adler's beliefs about personality formation and discuss the ways in which his theories agreed and disagreed with Sigmund Freud's. What childhood conditions in Adler's life may have influenced his theories?
3. Briefly outline Carl Jung's beliefs about personality formation and discuss the ways in which his theories agreed and disagreed with Sigmund Freud's. Explain the concepts that add to Freud's levels of consciousness and the symbols which Jung believes tie all cultures together.
4. Which aspects of Freud's theories have been retained and which have been refuted by today's psychodynamic theorists? How do psychodynamic psychologists differ from traditional psychoanalytic psychologists?

**56-2**

1. What is the goal of projective tests?
2. Briefly describe the intent and usage of the Thematic Apperception Test.



## After You Read

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### Module 56 Review

Answer the questions to see if you have mastered the basics.

1. What is the Thematic Apperception Test (TAT)?
2. What is the Rorschach Test?
3. Jerry regularly drives above the speed limit to and from work and claims that most other drivers speed. Freud might call this \_\_\_\_\_, whereas modern research would refer to Jerry's belief as \_\_\_\_\_.
  - a. sublimation; the latency effect
  - b. rationalization; the manifest effect
  - c. projection; the false consensus effect
  - d. reaction formation; the latency effect
  - e. displacement; the false consensus effect
4. The terror-management theory is best defined as
  - a. the terror resulting from our awareness of vulnerability and death.
  - b. a method of combating the terror stemming from our childhood.
  - c. the belief that we are in control of our terror.
  - d. the terror that can be managed in the unconscious.
  - e. the terror we feel when defense mechanisms fail.
5. According to Carl Jung, humans have a collection of archetypes or images derived from our species' universal experiences. He called this the
  - a. manifest content.
  - b. latent content.
  - c. collective conscious.
  - d. collective unconscious.
  - e. inferiority complex.
6. Compare and contrast the theories of Carl Jung, Karen Horney, and Alfred Adler to those of Sigmund Freud. Discuss the aspects of Freud's theories on which they agreed and those on which they disagreed.

# Module 57

## Humanistic Theories

### Before You Read

#### Module Summary

Module 57 introduces the humanistic view of personality and explains how humanistic psychologists assess a person's sense of self. Humanist theories are described and a discussion on the criticisms of humanism concludes the module.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

#### Key Terms

humanistic theories  
self-actualization

unconditional positive regard  
self-concept

#### Key Names

Abraham Maslow  
Carl Rogers

### While You Read

Answer the following questions/prompts.

57-1

1. Explain the essential difference between the 1960s humanist view on personality and the earlier emphasis on psychoanalytic and behaviorist views.

2. What characteristics did Maslow find were common among those who had achieved self-actualization?

3. Name and briefly discuss each of Carl Roger's three conditions for ideal growth:

a.

b.

c.

4. Give an example of how a therapist might treat a client with unconditional positive regard.

5. How do Maslow and Rogers define "self-concept"? What happens if our self-concept is positive? Negative?







# Module 58

## Trait Theories

### Before You Read

#### Module Summary

Module 58 explains how psychologists use traits to describe personality. Personality inventories and their strengths and weaknesses as trait-assessment tools are explained. The question of whether personality traits are consistent over time and across situations is presented, and traits that seem to provide the most information about personality variation are identified.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

#### Key Terms

trait  
personality inventory  
Minnesota Multiphasic Personality Inventory (MMPI)  
empirically derived test

#### Key Names

Robert McCrae  
Paul Costa

### While You Read

Answer the following questions/prompts.

58-1

1. Explain how Gordon Allport differed from Sigmund Freud in his description of personality.



**58-2**

1. What is the purpose of the Minnesota Multiphasic Personality Inventory (MMPI)?
2. Define "empirically derived" and then apply the term to the items on the MMPI.
3. Explain how astrology and fortune telling utilize "stock" statements to produce the Barnum effect. How is this different from an empirically derived exam such as the MMPI?

**58-3**

1. According to trait theorists Costa and McCrae, what are the five basic dimensions of personality?
2. Using Table 58.1 describe the personality characteristics of someone you know who demonstrates high levels of conscientiousness and openness and low levels of neuroticism, extraversion and agreeableness.

3. Referring to Table 58.1, place yourself on the left (low), middle or right (high) of the scale for each of the "Big Five" personality factors.
4. Discuss the heritability of the "Big Five" personality characteristics.
5. Discuss the likelihood that the Big Five traits actually predict behavior.

**58-4**

1. Briefly summarize the evidence that suggests personality traits are consistent over time.
2. Summarize the person-situation controversy. What is your personal opinion on the consistency of traits over time and across situations?

## After You Read

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### Module 58 Review

Answer the following questions to see if you have mastered the basics.

1. Which personality dimensions are most readily associated with the work and theories of Hans and Sybil Eysenck?

2. Which of the Big Five factors of personality is *best* exhibited in each of the following scenarios? (A few may seem similar—think carefully.)

(C) for conscientiousness, (A) for agreeableness, (N) for neuroticism, (O) for openness and (E) for extraversion.

\_\_\_\_\_ Katie is very down-to-earth and practical. She uses recycled grocery bags, shops every Tuesday afternoon to get the best discounts, and lines up her errands in the most efficient way possible. She eats pasta on Mondays and fish every Friday. She never misses any of her 8 P.M. TV shows.

\_\_\_\_\_ Doug is a gullible, trusting man who will do almost anything for his friends as well as strangers. He is very helpful around the house and is readily counted on to be there when you need him. His teen daughters have him wrapped around their fingers and even though he tries to be firm with them, he usually gives them whatever they ask for.

\_\_\_\_\_ Trevor is a fidgety, nervous bank teller. He frequently worries about a robbery and takes medication to control his anxiety. He sees himself as less capable than his fellow tellers and typically counts money multiple times before giving it to customers. Trevor often wonders if the bank cameras are watching him and if his manager thinks he is taking bank funds from his teller drawer.

\_\_\_\_\_ Meghan is a high school student who participates on three athletic teams. She has tons of friends and has parties at her house at least once a month so she can see them all. Her parents are drawn to her vibrant spirit, great big bear hugs and infectious smile. Meghan is well-adjusted and really enjoys her life.

\_\_\_\_\_ Cecilia is having a hard time in school. The work she produces for her courses is often riddled with errors and eraser marks but she rarely takes the time to rewrite her papers. Cecilia loses many important assignments because her backpack is filled to overflowing with individual papers crammed in sideways and backwards. Most agree... Cecilia is a mess!

3. A personality inventory that has hundreds of T/F questions grouped into 10 clinical scales is the

\_\_\_\_\_

4. A characteristic pattern of behavior and conscious motive, such as stubbornness, is referred to as a

\_\_\_\_\_.

5. The two researchers recognized for their work on the five dimensions of personality are

\_\_\_\_\_ and \_\_\_\_\_.

6. How might knowledge of the Big Five personality traits affect the creation of something like an online dating profile?

# Module 59

## Social-Cognitive Theories and Exploring the Self

### Before You Read

#### Module Summary

Module 59 presents the social-cognitive theories of personality and describes how social-cognitive researchers explore behavior. A discussion of the emphasis on the self in the field of psychology follows, and an explanation of the self-serving bias is introduced. The difference between individualistic and collectivist cultures closes out the module.

Before beginning the module, take a moment to read each of the following terms and names you will encounter. You may wish to make vocabulary cards for each.

#### Key Terms

social-cognitive perspective	self-esteem
behavioral approach	self-efficacy
reciprocal determinism	self-serving bias
positive psychology	narcissism
self	individualism
spotlight effect	collectivism

#### Key Names

Albert Bandura  
Martin Seligman

### While You Read

Answer the following questions/prompts.

59-1

1. Explain the role of environment on personality development according to both a social-cognitivist and a behaviorist. In what ways are their explanations similar or different?

2. Provide an example from your own life of the three parts of the reciprocal-determinism model featured in Figure 59.1. How might reciprocal determinism impact one's feelings about taking exams?
  
3. Explain how we are both the "products and the architects of our environments."
  
4. Discuss the relationship between personal control and Martin Seligman's idea of attributional style.
  
5. Discuss the downside to excessive optimism. How is this often tempered in real-life situations? How do we prepare ourselves to receive potential bad news?
  
6. Define positive psychology, and explain the work being done in this field. Who is the individual prominent in the movement?
  
7. Explain why blindness to one's own incompetence may skew one's self-perception. Why do we often fail to recognize those areas in which we are not particularly strong?





59-3

1. What is the “self”?
2. Briefly explain Hazel Markus’ work on possible selves. Explain why this process is important for one’s development.
3. Explain Thomas Gilovich’s research on the spotlight effect. Provide an example of when you felt like the spotlight effect was happening to you.
4. How does self-esteem differ from self-efficacy? Give an example of each.
5. Discuss what experiments reveal about the effect of low self-esteem.

59-4

1. Define the *self-serving bias*, and discuss research findings that support the phenomenon. Give an example from your own life.

2. Discuss the dangers of artificially inflated self-esteem.

3. Define *narcissism*, and explain what Jean Twenge's studies have shown about the increase in narcissism across the last several decades.

**59-5**

1. Explain, using examples, how an individualist culture differs from a collectivist culture.

2. Discuss how the data collected on newborn baby names supports Jean Twenge's assertion that Americans are experiencing increasing narcissism. How might these results simply be a reflection of a changing society?

3. Compare the costs and benefits of individualist and collectivist cultures in the chart below.

Type of Culture	Benefits	Costs
Individualist		
Collectivist		

4. Are there elements of collectivist cultures that you think should be more prevalent in America today?

## After You Read

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### Module 59 Review

Answer the following questions to see if you have mastered the basics.

1. What are the three components of reciprocal determinism as explained by Albert Bandura? Briefly describe each.
2. Students who blame their poor grades on the teacher's dislike of them can be said to have a \_\_\_\_\_ attributional style.
3. The leading proponent of positive psychology is \_\_\_\_\_.
4. Sandra thinks everyone will notice the large pimple on her cheek and is very anxious about going to school. At the end of the day she is certain all of her classmates have been talking about her pimple when in reality not a single person noticed. Having studied psychology, you know that Sandra is falling victim to the \_\_\_\_\_.
5. Simon is asked to go skiing with friends and eagerly accepts. Although he has not skied before, he feels that he will do well because his skills as a skateboarder will transfer to skiing. Psychologists would say he has a high sense of \_\_\_\_\_.
6. Last week, Clint scored two goals against the rival soccer team in the regional competition. When asked after the game about his goals, Clint told the school reporter that he was ranked #3 in the state and was just very skilled at the game. Last night, in the state competition, Clint was unable to score any goals. When the school reporter asked him about the game, Clint said the rain made the field too slick and the referee missed several calls. As a student of psychology, you know that Clint is affected by a \_\_\_\_\_.
7. America is an example of a(n) \_\_\_\_\_ culture, while South Korea is an example of a(n) \_\_\_\_\_ culture.
8. Jean Twenge's research on common baby names supports the contention that Americans are \_\_\_\_\_.

**✓ Check Yourself**

Now that you have mastered the basics, work through the problems below to see if you can *synthesize, evaluate, and analyze* what you have learned.

Joshua is a junior vice president at MHH Enterprises, a high-paced advertising and marketing firm in New York. Josh is up for a promotion and is under a great deal of stress due to the timelines, heavy workload, and frantic pace of the firm. While taking one of his five-daily smoking breaks outside, he tells his assistants that he feels certain two other junior VPs are “plotting to keep him from being promoted” and Josh will resort to any means, even illegal means, to get the job. Josh thinks if he ran this company, it would be a better place. He is easily angered, quite sarcastic, and often moody. He is known in the office as being short-tempered. Recently, after losing a big account, Joshua lost control and yelled at his assistants for their incompetence. Today, in a hurry, he spilled his entire cup of coffee on his pants and is sure everyone at the office noticed. After leaving work at 7pm, he hits the gym for two hours to keep his body trim and buff. He arrives home at 9pm where he works to formulate more ideas and strategies for his new ad campaign.

Define each term below, identify the key researcher associated with the term, and describe with specific examples how each term is evident in Joshua’s story above. You may want to use the chart below to organize your thoughts. Whether or not you use the chart to organize your thoughts, be sure to write your final answer as you would a regular AP®-style Free-Response Question.

Term/Concept	Definition	Researcher Associated With Term	Specific Evidence of Term in Scenario
Reciprocal determinism			
Oral stage of psychosexual development			
Displacement			
Agreeableness			
Narcissism			
Stable versus unstable			



## Before You Move On

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Use the checklist below to verify your understanding of the unit's main points.

Can I compare and contrast the following major theories and approaches to explaining personality:

- Psychoanalytic
  - Humanistic
  - Cognitive
  - Trait
  - Social cognition
  - Behavioral
- Can I describe and compare research methods (e.g., case studies and surveys) that psychologists use to investigate personality?
- Can I identify frequently used assessment strategies (for example, the Minnesota Multiphasic Personality Inventory, the Thematic Apperception Test) and evaluate relative test quality based on reliability and validity of the instruments?
- Can I speculate how cultural context can facilitate or constrain personality development, especially as it relates to self-concept?

Can I identify the following key contributors to personality theory?:

- Alfred Adler
- Albert Bandura
- Paul Costa and Robert McCrae
- Sigmund Freud
- Carl Jung
- Abraham Maslow
- Carl Rogers