Personality Theory

For each of the following, circle the number that most closely corresponds to your own point of view.

1. Human behavior is influenced by heredity, what has been genetically transmitted from parents, or by environment, the external circumstances that shape a person after conception.
   heredity 1 2 3 4 5 6 7  
   environment

2. An important part of every person is a self, the central part that refers to “me” or “I” or there is no self in personality.
   self 1 2 3 4 5 6 7  
   no self

3. Personality is relatively unchanging, with people showing the same behavior through a lifetime or it is changing, with people behaving differently through a lifetime.
   unchanging 1 2 3 4 5 6 7  
   changing

4. The most important influence on behavior is past events, what already has happened to a person, or future events, what a person seeks to bring about while working toward goals.
   past 1 2 3 4 5 6 7  
   future

5. The most important characteristic about a person are general ones, those commonly shared by many people, or unique ones, those that make each person different from another.
   general 1 2 3 4 5 6 7  
   unique

6. People are motivated to cooperate with others because they are self-centered and expect to get something out of it or because they are altruistic and seek to work with others only for the benefit of doing things with and for others.
   self-centered 1 2 3 4 5 6 7  
   altruistic

7. People learn best when they are motivated by rewards, involving pleasure or by punishment, involving pain.
   Rewards 1 2 3 4 5 6 7  
   punishment

8. The main reason you do what you do (i.e. go to college) is because of conscious personal decisions to do so, or by social factors outside your control that leave you little real choice in the matter.
   Personal 1 2 3 4 5 6 7  
   social

9. Human nature is essentially constructive, with people sowing positive personal growth and a desire to help others fulfill their potentials or destructive, with people showing behavior that is ultimately self defeating and a desire to keep others from improving themselves.
   Constructive 1 2 3 4 5 6 7  
   destructive

10. Humans have no purpose or reason for their existence other than what they experience on a day-to-day basis or human beings have some purpose for living that is outside themselves.
    No purpose 1 2 3 4 5 6 7  
    purpose
# Major Concepts of Psychoanalytic Theory

<table>
<thead>
<tr>
<th>Concept definition</th>
<th>Role in personality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unconscious</td>
<td></td>
</tr>
<tr>
<td>Preconscious</td>
<td></td>
</tr>
<tr>
<td>Conscious</td>
<td></td>
</tr>
<tr>
<td>Id</td>
<td></td>
</tr>
<tr>
<td>Ego</td>
<td></td>
</tr>
<tr>
<td>Superego</td>
<td></td>
</tr>
<tr>
<td>Defense mechanisms</td>
<td></td>
</tr>
<tr>
<td>Psychosexual stages</td>
<td></td>
</tr>
</tbody>
</table>
Identifying Mechanisms of Defense

Repression: Blocking a threatening idea, memory, or emotion from consciousness.
Projection: Attributing one’s own unacceptable feelings and impulses to someone else.
Displacement: Directing one’s emotions, especially anger, toward things, animals, or other people that are not the real object of one’s feelings.
Sublimation: A special case of displacement in which the displacement of emotions serves a higher cultural or socially useful purpose, as in creation of art or inventions.
Reaction formation: Transforming anxiety-producing thoughts or feelings into their opposites in consciousness.
Regression: Returning to more primitive levels of behavior in defense against anxiety or frustration.
Denial: Refusing to admit that something unpleasant is happening, or that a taboo emotion is being experienced. Denial blocks or distorts perception; repression blocks or distorts memory.
Rationalization: making up acceptable excuses for unacceptable behavior
Identification: trying to become like someone else to deal with one’s anxiety
Compensation: trying to make up for areas in which a lack is perceived by becoming superior in some other area

Identify the defense mechanism being used in the following statements.

1. Mark never stops ranting about the dangers of pornography. He gives endless examples of smut he has seen in movies and on television, and spends a lot of time hanging around porno houses to get even more examples.

2. Chad always teases and annoys his kid brother Nathan after he himself is bullied and picked on by his older brother Sam.

3. Judy, who has always been aggressive and fiercely competitive, becomes captain of her college soccer team.

4. Diane, who keeps accusing Sam of being in love with her, probably has secret desires for Sam.

5. As Jeannie is filling out her income tax forms, she makes the decision not to report all of her income. She figures that it is okay because everyone cheats on their taxes; and besides, she needs the money more than the government does.

6. Despite overwhelming evidence and a murder conviction, Jay’s mother refused to believe that her son could actually take the life of another human being.

7. Brett, who is extremely hard to convince in arguments, complains that all of his friends are stubborn.

8. Even as a child Lisa was always impulsive and engaged in risky behavior. Perhaps not surprisingly, she grew up to become a famous race car driver.

9. Roger, a major league pitcher, often “beans” (i.e., hits with a pitch) the next batter after someone has hit a home run on him.

10. After an unsuccessful attempt at a sexual relationship, Pete began devoting most of his energies toward church activities.
11. Wendy was embarrassed because somehow she kept forgetting to keep her appointments with the dentist.

12. Amanda broke off her relationship with Jack, but Jack still talks and acts as if they are still dating.

13. After her new baby sister came home from the hospital, her parents discovered that Susie had dismembered her favorite doll.

14. Linda, who has had many extramarital affairs, begins to accuse her husband Dan of being unfaithful.

15. Larry began wetting his pants again after the birth of his baby brother.

16. Max, who is unsure about his own sexuality, frequently makes homophobic and gay-bashing remarks.

17. Two years after breaking off his relationship with Julie, Rick fails to even recognize her at a cocktail party.

18. At the first sign of any problems or trouble in his life, Bill immediately runs to his parents to bail him out.

19. Betsy receives her rejection letter from USC. When she wasn’t admitted she says, “I didn’t want to go there anyway, there’s too many stuck up people who attend USC.”

20. Although verbally and physically abused by his cell guard, Shane actually admires his captor and even imitates him on occasion.

******************************************************************************

Chapter 13 Personality Assessments

As part of this week’s activities, you will complete an online personality assessments. Visit the website and complete the personality assessment. **Print out the results of the assessment and bring them to class.**

**Five Factor Personality Assessment “The Big 5”**

1. Visit this website [http://www.personalitytest.org.uk/](http://www.personalitytest.org.uk/) Complete the Five Factor Theory of personality. Print out your results and bring them to class with this assignment.

2. Read the corresponding section of chapter 13 of the textbook that addresses this specific test and answer the following question:

What were your results of the Five Factor Personality assessment? Do your results surprise you? Why or why not? Do you believe the Five Factor model of personality is a valid measurement of personality? Why or why not? Justify your answer. **Print out the results (or write them in your notes) and bring them to class.**
Three Faces of Psychology

Imagine that three psychologists are having lunch together, and that you are eavesdropping on their conversation. There is a psychoanalyst (P), a behaviorist (B), and a humanist (H). Which of the psychologists is most likely to have made each of the following statements?

1. I think people in our profession should put more effort into trying to understand mentally healthy people and prosocial behavior.

2. Aggression is a human instinct. Society can control it to some extent, but we will never eliminate aggressive behavior.

3. Your student may be under a lot of pressure from his parents, but that is no excuse for cheating. We are responsible for what we do.

4. If you want to understand why she did it, look to the environment for clues instead of at inferred internal forces such as impulses and motives.

5. We humans are products of evolutionary forces that have preserved selfishness, pleasure-seeking, and a tendency to deceive ourselves.

6. It doesn’t seem to me that you need to dig into a person’s past in order to understand the person’s current problems and concerns.

7. There aren’t any values inherent in human nature. Values are acquired in the same way we learn to say “please” and “thank you.”

8. If we wanted to improve the character of people in our society, we would need to start when they are very young. By the time a kid is five years old, it’s probably too late.

9. You may think your choice of chili and ice cream for lunch was freely made, but your perception of free choice is an illusion. Choosing chili and ice cream is predictable from the consequences of past behavior.

10. General laws of behavior and experience that apply to all people are not very helpful if you want to understand a particular individual.

11. You say people are inherently good, and he says they are inherently pretty bad. I don’t think people are inherently either good or bad.

12. The sex drive is with us at birth. People just don’t want to believe that infants get sexual pleasure from sucking and exploring anything they get in their hands with their mouths.
<table>
<thead>
<tr>
<th>APPROACH</th>
<th>THEORIST(s)</th>
<th>ASSUMPTION ABOUT BEHAVIOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Psychoanalytic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trait</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Learning-Behaviorist</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Social-Cognitive</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Humanistic</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>