15: Personality

CHAPTER OVERVIEW

Personality refers to each individual's characteristic pattern of thinking, feeling, and acting. Chapter 15 examines four perspectives on personality. Psychoanalytic theory emphasizes the unconscious and irrational aspects of personality. The discussion concludes with an examination of the concept of self, which is the focus of many of today's researchers. Humanistic theory draws attention to the concept of self and to the human potential for healthy growth. Trait theory led to advances in techniques for evaluating and describing personality. The social-cognitive perspective emphasizes the effects of our interactions with the environment. Note that the text first describes and then evaluates the contributions, shortcomings, and historical significance of the psychoanalytic and humanistic perspectives. Next, the text turns to contemporary research on personality, focusing on how the trait and social-cognitive perspectives explore and assess traits.

NOTE: Answer guidelines for all Chapter 15 questions begin on page 399.

CHAPTER REVIEW

First, skim each section, noting headings and boldface items. After you have read the section, review each objective by answering the fill-in and essay-type questions that follow it. As you proceed, evaluate your performance by consulting the answers beginning on page 399. Do not continue with the next section until you understand each answer. If you need to, review or reread the section in the textbook before continuing.

Introducing Personality (pp. 595–596)

Objective 1: Define personality.

1. Personality is defined as an individual's characteristic pattern of ____________, ____________, ____________, and ____________.

2. The psychoanalytic perspective on personality was proposed by ____________. A second, historically significant perspective was the ____________ approach, which focused on people's capacities for ____________ and ____________.

3. Today's theories are more ____________ and down-to-earth than these grand theories.

The Psychoanalytic Perspective (pp. 596–609)

David Myers at times uses idioms that are unfamiliar to some readers. If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 407–408 for an explanation: ran up a bookstore debt; mind running; glimpse; virtuous... wantonly; utter biting sarcasm; twig of personality is bent; icebreaker; linguistic flip-flops; seared; scientific shortcomings; bumbling.

Objective 2: Explain how Freud's experiences in private practice led to his theory of psychoanalysis.

1. Sigmund Freud was a medical doctor who specialized in ____________ disorders.
2. Freud developed his theory in response to his observation that many patients had disorders that did not make ______________ sense.

**Objective 3:** Discuss Freud’s view of the mind as an iceberg, and explain how he used this image to represent conscious and unconscious regions of the mind.

3. At first, Freud thought _______________ would unlock the door to the unconscious.

4. The technique later used by Freud, in which the patient relaxes and says whatever comes to mind, is called ________________.

5. Freud called his theory and associated techniques, whereby painful unconscious memories are exposed, ________________.

6. According to this theory, the mind is like an iceberg in that many of a person’s thoughts, wishes, and feelings are hidden in a large ______________ region. Some of the thoughts in this region can be retrieved at will into consciousness; these thoughts are said to be _______________. Many of the memories of this region, however, are blocked, or _________________, from consciousness.

7. Freud believed that a person’s ________________ wishes are often reflected in his or her beliefs, habits, symptoms, and _______________ of the tongue or pen. Freud called the remembered content of dreams the ________________, ________________, which he believed to be a censored version of the dream’s true ________________

**Objective 4:** Describe Freud’s view of personality structure, and discuss the interactions of the id, ego, and superego.

8. Freud believed that all facets of personality arise from conflict between our ______________ impulses and the _______________ restraints against them.

9. According to Freud, personality consists of three interacting structures: the ________________, the ________________, and the ________________

10. The id is a reservoir of energy that is primarily ______________ (conscious/unconscious) and operates according to the ______________ principle.

11. The ego develops _______________ (before/after) the id and consists of perceptions, thoughts, and memories that are mostly ______________ (conscious/unconscious). The ego operates according to the ______________ principle.

Explain why the ego is considered the “executive” of personality.

12. The personality structure that reflects moral values is the ________________, which Freud believed began emerging at about age ________________.

13. A person with a ________________ (strong/weak) superego may be self-indulgent; one with an unusually ________________ (strong/weak) superego may be continually guilt-ridden.

**Objective 5:** Identify Freud’s psychosexual stages of development, and describe the effects of fixation on behavior.

14. According to Freud, personality is formed as the child passes through a series of ______________ stages, each of which is focused on a distinct body area called an ________________.

15. The first stage is the ______________ stage, which takes place during the first 18 months of life. During this stage, the id’s energies are focused on behaviors such as ________________.

16. The second stage is the ______________ stage, which lasts from about age ______________ months to ______________ months.
17. The third stage is the ________________ stage, which lasts roughly from ages _______________ to _______________. During this stage the id’s energies are focused on the ________________. Freud also believed that during this stage children develop sexual desires for the ______________________ (same/opposite)-sex parent. Freud referred to these feelings as the ______________________ in boys. Some psychoanalysts in Freud’s era believed that girls experience a parallel ______________________ ______________________.

18. Freud believed that ________________ with the same-sex parent is the basis for ________________ . Explain how this complex of feelings is resolved through the process of identification.

19. During the next stage, sexual feelings are repressed: this phase is called the ________________ stage and lasts until adolescence.

20. The final stage of development is called the ________________ stage.

21. According to Freud, it is possible for a person’s development to become blocked in any of the stages; in such an instance, the person is said to be ________________. People who are messy and disorganized, or highly controlled and compulsively neat, were said to be anal ________________ and anal ________________, respectively.

Objective 6: Describe the function of defense mechanisms, and identify six of them.

22. The ego attempts to protect itself against anxiety through the use of ________________ ________________ . The process underlying each of these mechanisms is ________________ .

23. Dealing with anxiety by returning to an earlier stage of development is called ________________ .

24. When a person reacts in a manner opposite that of his or her true feelings, ________________ ________________ is said to have occurred.

25. When a person attributes his or her own feelings to another person, ________________ has occurred.

26. When a person offers a false, self-justifying explanation for his or her actions, ________________ has occurred.

27. When impulses are directed toward an object other than the one that caused arousal, ________________ has occurred.
Matching Items

Match each defense mechanism in the following list with the proper example of its manifestation.

**Defense Mechanisms**

1. displacement
2. projection
3. reaction formation
4. rationalization
5. regression

28. Defense mechanisms are ________________________________ (conscious/unconscious) processes.

**Objective 7:** Contrast the views of the neo-Freudians and psychodynamic theorists with Freud’s original theory.

29. The theorists who established their own, modified versions of psychoanalytic theory are called ________________________________.

These theorists typically place ________________________________ (more/less) emphasis on the conscious mind than Freud did and ________________________________ (more/less) emphasis on sex and aggression.

Briefly summarize how each of the following theorists departed from Freud.

a. Adler ________________________________

b. Horney ________________________________

c. Jung ________________________________

30. Today’s psychologists ________________________________ (accept/reject) the idea that people inherit a common reservoir of experiences, which ________________________________ (which theorist?) called a ________________________________.

31. More recently, some of Freud’s ideas have been incorporated into ________________________________ theory. Unlike Freud, the theorists advocating this perspective do not believe that ________________________________ is the basis of personality. They do agree, however, that much of mental life is ________________________________, that ________________________________ shapes personality, and that we often struggle with ________________________________.

**Objective 8:** Describe two projective tests used to assess personality, and discuss some criticisms of them.

32. Tests that provide subjects with ambiguous stimuli for interpretation are called ________________________________ tests.

33. Henry Murray introduced the personality assessment technique called the ________________________________ Test.

34. The most widely used projective test is the ________________________________, in which subjects are shown a series of ________________________________.

Generally, these tests appear to have ________________________________ (little/significant) validity and reliability. This is because there
(is/is not) a universal system for scoring these tests, and they (are/are not) successful at predicting behaviors.

Objective 9: Summarize psychology’s current assessment of Freud’s theory of psychoanalysis.

35. Contrary to Freud’s theory, research indicates that human development is (fixed in childhood/lifelong), children gain their gender identity at a(n) (earlier/later) age, and the presence of a same-sex parent (is/is not) necessary for the child to become strongly masculine or feminine.

36. Recent research also disputes Freud’s belief that dreams disguise (is/is not) and that defense mechanisms disguise (impulses. Another Freudian idea that is no longer widely accepted is that psychological disorders are caused by (significant others).

37. Psychoanalytic theory rests on the assumption that the human mind often (is/is not) painful experiences. Many of today’s researchers think that this process is much (more common/rarer) than Freud believed. They also believe that when it does occur, it is a reaction to terrible (traumas).

38. Today’s psychologists agree with Freud that much of the mind’s information processing is (unconscious). Research studies demonstrate that our capacity for (implicit learning, sometimes called (cognitive unconscious), is quite sophisticated.

39. Another Freudian idea that has received support is that people defend themselves against (death anxiety). According to (Freud), defense mechanisms are used to protect the self from anxiety

theory, when people are faced with a threatening world, they act to enhance their (self-esteem), and may adhere more strongly to the (hierarchy of needs) that create meaning in their lives.

40. An example of the defense mechanism that Freud called (denial) is what researchers today call the (denial) (defensiveness) effect. This refers to our tendency to (deny the reality of our problems) the extent to which others share our beliefs and behaviors.

41. Criticism of psychoanalysis as a scientific theory centers on the fact that it provides (explanations) explanations and does not offer (empirical evidence).

State several of Freud’s ideas that have endured.

The Humanistic Perspective (pp. 609–612)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to page 408 for an explanation: crippled spirits; thwarted . . . accent, primed for growth; rugged individual; playing possum.

Objective 10: Summarize Abraham Maslow’s concept of self-actualization, and explain how his ideas illustrate the humanistic perspective.

1. Two influential theories of humanistic psychology were proposed by (Maslow) and (Rogers).

2. According to Maslow, humans are motivated by needs that are organized into a (hierarchy) Maslow refers to the process of fulfilling one’s potential as
Chapter 15  Personality

As a pioneer in the movement for a more humanistic psychology, Maslow emphasized the ways that healthy people strive for ________ and self-realization.

List some of the characteristics Maslow associated with those who fulfilled their potential.

Objective 11: Discuss Carl Rogers’ person-centered perspective, and explain the importance of unconditional positive regard.

3. According to Rogers, a person nurtures growth in a relationship by being _______, _______, and ________.

4. People who are accepting of others offer them _________. By so doing, they enable others to be _________ without fearing the loss of their esteem.

5. For both Maslow and Rogers, an important feature of personality is how an individual perceives himself or herself; this is the person’s ________.

Objective 12: Explain how humanistic psychologists assessed personality.

6. Humanistic psychologists sometimes use _________ to assess personality, that is, to evaluate the _________.

7. Carl Rogers developed a questionnaire that asked people to describe themselves both as they would _________ like to be and as they _________ are.

8. Some humanistic psychologists feel that questionnaires are ________ and prefer to use _________ to assess personality.

Objective 13: State the major criticisms of the humanistic perspective on personality.

9. Humanistic psychologists have influenced such diverse areas as _________, _______, and _________. They have also had a major impact on today’s _________ psychology, perhaps because the emphasis on the individual self strongly reflects _________ cultural values.

10. Research has shown that most people tend to have _________ (low/high) self-esteem.

State three criticisms of humanistic psychology.

The Trait Perspective  (pp. 613–623)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 408–409 for an explanation: Flabbergasted; scoff; suckering methods; "stock spiel"; spoofing; dubbed the Big Five; labeling and pigeonholing.

Objective 14: Cite the main difference between the trait and psychoanalytic perspectives on personality.

1. Gordon Allport developed trait theory, which defines personality in terms of people’s characteristic ________ and conscious _________. Unlike Freud, he was generally less interested in _________ individual traits than in _________ them.

2. The ancient Greeks classified people according to four types: _________, or depressed; _________, or cheerful;
3. The ___________________________ classifies people according to Carl Jung’s personality types. Although recently criticized for its lack of predictive value, this test has been widely used in ________________ and ________________ counseling.

**Objective 15:** Describe some of the ways psychologists have attempted to compile a list of basic personality traits.

4. To reduce the number of traits to a few basic ones, psychologists use the statistical procedure of ___________________________.

The Eysencks think that two or three genetically influenced personality dimensions are sufficient; these include ___________________________ and emotional ___________________________.

5. Some researchers believe that extraverts seek stimulation because their level of ___________________________ is relatively low. PET scans reveal an area of the brain’s ___________________________ lobe that is less active in ___________________________ (extraverts/introverts) than in ___________________________ (extraverts/introverts).

6. Research increasingly reveals that our ___________________________ play an important role in defining our ___________________________ and ___________________________ style.

7. Jerome Kagan attributes differences in children’s ___________________________ and ___________________________ to autonomic nervous system reactivity.

8. Personality differences among dogs, birds, and other animals ___________________________ (are/are not) stable.

**Objective 16:** Explain how psychologists use personality inventories to assess traits, and discuss the most widely used inventory.

9. Questionnaires that categorize personality traits are called ___________________________.

10. The most widely used of all such personality tests is the ___________________________; its questions are grouped into ___________________________ (how many?) clinical scales.

**Objective 17:** Identify the Big Five personality factors, and discuss some of the strengths of this approach to studying personality.

11. This test was developed by testing a large pool of items and selecting those that differentiated particular individuals; in other words, the test was ________________ derived.

(Thinking Critically) Explain several techniques used by astrologers to persuade people to accept their advice.

12. Researchers have arrived at a cluster of five factors that seem to describe the major features of personality. List and briefly describe the Big Five.
   a. ___________________________
   b. ___________________________
   c. ___________________________
   d. ___________________________
   e. ___________________________

13. While some traits wane a bit after college, others increase. For example, as young adults mature and learn to manage their commitments, ___________________________ increases. From the thirties through the sixties, ___________________________ increases.

14. In adulthood, the Big Five are quite ___________________________ (stable/variable), with heritability estimated at ___________________________ percent or more for each dimension. Moreover, these traits ___________________________ (describe/do not describe) personality in other cultures and ___________________________ (predict/do not predict) other personal attributes.
Objective 18: Summarize the person-situation controversy, and explain its importance as a commentary on the trait perspective.

15. Human behavior is influenced both by our inner _________ and by the external _______. The issue of which of these is the more important influence on personality is called the _______ controversy.

16. To be considered a personality trait, a characteristic must persist over ____________ and across ____________. Research studies reveal that personality trait scores ____________ (correlate/do not correlate) with scores obtained seven years later. The consistency of specific behaviors from one situation to the next is ____________ (predictably consistent/not predictably consistent).

17. An individual’s score on a personality test ____________ (is/is not) very predictive of his or her behavior in any given situation.

Objective 19: Explain why psychologists are interested in the consistency of the trait of expressiveness.

18. People’s expressive styles, which include their _________, manner of _________, and _________, are quite _________ (consistent/inconsistent), which _________ (does/does not) reveal distinct personality traits.

Defend trait theory against the criticism that people seem not to have clear, consistent personalities.

Objective 20: Describe the social-cognitive perspective, and explain how reciprocal determinism illustrates that perspective.

1. Social-cognitive theory, which focuses on how the individual and the ____________ interact, was proposed by ____________.

2. Social-cognitive theorists propose that personality is shaped by the mutual influence of our ____________, ____________ factors, and ____________ factors. This is the principle of ____________

Describe three different ways in which the environment and personality interact.

Objective 21: Discuss the effects of a perception of internal or external control, and describe the concept of learned helplessness.

3. In studying how we interact with our environment, social-cognitive theorists point to the importance of our sense of ____________ ____________. Individuals who believe that they control their own destinies are said to perceive an ____________ ____________. Individuals who believe that their fate is determined by outside forces are said to perceive an ____________ ____________.

___________. Self-control, which is the ability to control ____________ and ____________ gratification, predicts good ____________, better ____________, and ____________ success.

4. Seligman found that exposure to inescapable punishment produced a passive resignation in behavior, which he called _____________.

The Social-Cognitive Perspective (pp. 623–631)

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to page 409 for an explanation: cold shoulder; leaping a hurdle; put an optimistic spin on their setbacks; bombing the upcoming exam; dumbfounded.
5. People become happier when they are given ____________ (more/less) control over what happens to them.

**Objective 22:** Discuss the link between performance and optimistic or pessimistic attributional style, and contrast positive psychology with humanistic psychology.

6. One measure of a person’s feelings of effectiveness is his or her degree of _____________.
   Our characteristic manner of explaining negative and positive events is called our _____________.

7. Our natural positive-thinking bias can sometimes promote an _____________.
   ____________ about future life events that can be unhealthy.

8. (Close-Up) During its first century, psychology focused primarily on understanding and alleviating _____________.
   Today, however, thriving Western cultures have an opportunity to create a more _____________.
   a. _____________
   b. _____________
   c. _____________

9. Our natural positive thinking tends to vanish when we are about to face _____________. People tend to be most overconfident of their abilities in areas where they are, in fact, most _____________.

**Objective 23:** Explain why social-cognitive researchers assess behavior in realistic situations.

10. It follows from the social-cognitive perspective that the best means of predicting people’s future behavior is their _____________.

**Objective 24:** State the major criticism of the social-cognitive perspective.

11. The major criticism of the social-cognitive perspective is that it fails to appreciate a person’s _____________.

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**Exploring the Self (pp. 631–636)**

If you do not know the meaning of any of the following words, phrases, or expressions in the context in which they appear in the text, refer to pages 409–410 for an explanation: *even after a blunder; negative about themselves; prowess; Lake Wobegon; flies in the face of pop psychology; pride does often go before a fall; swelled head; from fantasy to hogwash; put-downs.*

**Objective 25:** Explain why psychology has generated so much research on the self, and give three examples of current research on the self.

1. One of Western psychology’s most vigorously researched topics today is the _____________.

2. Hazel Markus and colleagues introduced the concept of an individual’s _____________.
   _____________. To emphasize how our aspirations motivate us through specific goals.

3. Our tendency to overestimate the extent to which others are noticing and evaluating us is called the _____________.

4. A third example of research on the self involves our ability to better recall information if we relate it to our own person or life, which is called the _____________.

**Objective 26:** Give two alternative explanations for the positive correlation between low self-esteem and personal problems.

5. According to self theorists, personality development hinges on our feelings of self-worth, or _____________. People who feel good about themselves are relatively _____________. (dependent on/independent of) outside pressures, while people who fall short of their ideals are more prone to _____________.

6. People who are vulnerable to depression often feel they are falling short of their _____________. Those vulnerable to anxiety often feel they are falling short of what they _____________.

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7. In a series of experiments, researchers found that people who were made to feel insecure were ____________(more/less) critical of other persons or tended to express heightened ____________.

Objective 27: Discuss some ways that people maintain their self-esteem under conditions of discrimination or low status.

8. Research studies demonstrate that ethnic minorities, people with disabilities, and women generally ____________ (have/do not have) lower self-esteem.

9. Members of stigmatized groups maintain self-esteem in three ways:
   a. ____________
   b. ____________
   c. ____________

Objective 28: Discuss some evidence for self-serving bias, and contrast defensive and secure self-esteem.

10. Research has shown that most people tend to have ____________ (low/high) self-esteem.

11. The tendency of people to judge themselves favorably is called the ____________ bias.

12. Responsibility for success is generally accepted ____________ (more/less) readily than responsibility for failure.

13. Most people perceive their own behavior and traits as being ____________ (above/below) average.

14. Bushman and Baumeister found that students with unrealistically ____________ (low/high) self-esteem were most likely to become exceptionally aggressive after criticism.

15. Some researchers distinguish ____________ self-esteem, which is fragile and sensitive to ____________, from ____________ self-esteem, which is less focused on ____________ evaluations.

16. A number of psychologists have suggested that humans function best with modest self-enhancing ____________.

PROGRESS TEST 1

Multiple-Choice Questions

Circle your answers to the following questions and check them with the answers beginning on page 401. If your answer is incorrect, read the explanation for why it is incorrect and then consult the appropriate pages of the text (in parentheses following the correct answer).

1. The text defines personality as:
   a. the set of personal attitudes that characterizes a person.
   b. an individual's characteristic pattern of thinking, feeling, and acting.
   c. a predictable set of responses to environmental stimuli.
   d. an unpredictable set of responses to environmental stimuli.

2. Which of the following places the greatest emphasis on the unconscious mind?
   a. the humanistic perspective
   b. the social-cognitive perspective
   c. the trait perspective
   d. the psychoanalytic perspective

3. Which of the following is the correct order of psychosexual stages proposed by Freud?
   a. oral; anal; phallic; latency; genital
   b. anal; oral; phallic; latency; genital
   c. oral; anal; genital; latency; phallic
   d. anal; oral; genital; latency; phallic

4. According to Freud, defense mechanisms are methods of reducing:
   a. anger.
   b. fear.
   c. anxiety.
   d. lust.

5. Neo-Freudians such as Adler and Horney believed that:
   a. Freud placed too great an emphasis on the conscious mind.
   b. Freud placed too great an emphasis on sexual and aggressive instincts.
   c. the years of childhood were more important in the formation of personality than Freud had indicated.
   d. Freud's ideas about the id, ego, and superego as personality structures were incorrect.
6. Research on locus of control indicates that internals are _______ than externals.
   a. more dependent
   b. more intelligent
   c. better able to cope with stress
   d. more sociable

7. Which two dimensions of personality have the Eysencks emphasized?
   a. extraversion–introversion and emotional stability–instability
   b. internal–external locus of control and extraversion–introversion
   c. internal–external locus of control and emotional stability–instability
   d. melancholic–phlegmatic and choleric–sanguine

8. With regard to personality, it appears that:
   a. there is little consistency of behavior from one situation to the next and little consistency of traits over the life span.
   b. there is little consistency of behavior from one situation to the next but significant consistency of traits over the life span.
   c. there is significant consistency of behavior from one situation to the next but little consistency of traits over the life span.
   d. there is significant consistency of behavior from one situation to the next and significant consistency of traits over the life span.

9. The humanistic perspective on personality:
   a. emphasizes the driving force of unconscious motivations in personality.
   b. emphasizes the growth potential of “healthy” individuals.
   c. emphasizes the importance of interaction with the environment in shaping personality.
   d. describes personality in terms of scores on various personality scales.

10. According to Rogers, three conditions are necessary to promote growth in personality. These are:
    a. honesty, sincerity, and empathy.
    b. high self-esteem, honesty, and empathy.
    c. high self-esteem, genuineness, and acceptance.
    d. genuineness, acceptance, and empathy.

11. Regarding the self-serving bias, psychologists who study the self have found that self-affirming thinking:
    a. is generally maladaptive to the individual because it distorts reality by overinflating self-esteem.
    b. is generally adaptive to the individual because it maintains self-confidence and minimizes depression.
    c. tends to prevent the individual from viewing others with compassion and understanding.
    d. tends not to characterize people who have experienced unconditional positive regard.

12. Which of Freud’s ideas would not be accepted by most contemporary psychologists?
    a. Development is essentially fixed in childhood.
    b. Sexuality is a potent drive in humans.
    c. The mind is an iceberg with consciousness being only the tip.
    d. Repression can be the cause of forgetting.

13. Projective tests such as the Rorschach inkblot test have been criticized because:
    a. their scoring system is too rigid and leads to unfair labeling.
    b. they were standardized with unrepresentative samples.
    c. they have low reliability and low validity.
    d. it is easy for people to fake answers in order to appear healthy.

14. A major criticism of trait theory is that it:
    a. places too great an emphasis on early childhood experiences.
    b. overestimates the consistency of behavior in different situations.
    c. underestimates the importance of heredity in personality development.
    d. places too great an emphasis on positive traits.

15. For humanistic psychologists, many of our behaviors and perceptions are ultimately shaped by whether our ______ is ______ or ______ .
    a. ego; strong; weak
    b. locus of control; internal; external
    c. personality structure; introverted; extraverted
    d. self-concept; positive; negative

16. In studying personality, a trait theorist would most likely:
    a. use a projective test.
    b. observe a person in a variety of situations.
    c. use a personality inventory.
    d. use the method of free association.

17. Id is to ego as ______ is to ______ .
    a. reality principle; pleasure principle
    b. pleasure principle; reality principle
    c. conscious forces; unconscious forces
    d. conscience; “personality executive”
18. Which of the following is the major criticism of the social-cognitive perspective?
   a. It focuses too much on early childhood experiences.
   b. It focuses too little on the inner traits of a person.
   c. It provides descriptions but not explanations.
   d. It lacks appropriate assessment techniques.

19. Recent research has provided more support for defense mechanisms such as _______ than for defense mechanisms such as _______.
   a. displacement; reaction formation
   b. reaction formation; displacement
   c. displacement; regression
   d. displacement; projection

Matching Items

Match each definition or description with the appropriate term.

Definitions or Descriptions

1. redirecting impulses to a less threatening object
2. test consisting of a series of inkblots
3. the conscious executive of personality
4. personality inventory
5. disguising an impulse by imputing it to another person
6. switching an unacceptable impulse into its opposite
7. the unconscious repository of instinctual drives
8. a statistical technique that identifies clusters of personality traits
9. personality structure that corresponds to a person's conscience
10. providing self-justifying explanations for an action
11. a projective test consisting of a set of ambiguous pictures

Terms

a. id
b. ego
c. superego
d. reaction formation
e. rationalization
f. displacement
g. factor analysis
h. projection
i. TAT
j. Rorschach
k. MMPI

20. Today's personality researchers focus their work on:
   a. basic dimensions of personality.
   b. the interaction of persons and environments.
   c. grand theories of behavior.
   d. a. and b.
PROGRESS TEST 2

Progress Test 2 should be completed during a final chapter review. Answer the following questions after you thoroughly understand the correct answers for the section reviews and Progress Test 1.

Multiple-Choice Questions

1. Which perspective on personality emphasizes the interaction between the individual and the environment in shaping personality?
   a. psychoanalytic  
   b. trait  
   c. humanistic  
   d. social-cognitive

2. According to Freud’s theory, personality arises in response to conflicts between:
   a. our unacceptable urges and our tendency to become self-actualized.  
   b. the process of identification and the ego’s defense mechanisms.  
   c. the collective unconscious and our individual desires.  
   d. our biological impulses and the social restraints against them.

3. The _______ classifies people according to Carl Jung’s personality types.
   a. Myers-Briggs Type Indicator  
   b. MMPI  
   c. Locus of Control Scale  
   d. Kagan Temperament Scale

4. Seligman has found that humans and animals who are exposed to aversive events they cannot escape may develop:
   a. an internal locus of control.  
   b. a reaction formation.  
   c. learned helplessness.  
   d. neurotic anxiety.

5. Research has shown that individuals who are made to feel insecure are subsequently:
   a. more critical of others.  
   b. less critical of others.  
   c. more likely to display a self-serving bias.  
   d. less likely to display a self-serving bias.

6. An example of the self-serving bias described in the text is the tendency of people to:
   a. see themselves as better than average on nearly any desirable dimension.  
   b. accept more responsibility for successes than failures.
   c. be overly critical of other people.  
   d. do both a. and b.

7. The Minnesota Multiphasic Personality Inventory (MMPI) is a(n):
   a. projective personality test.  
   b. empirically derived and objective personality test.  
   c. personality test developed mainly to assess job applicants.  
   d. personality test used primarily to assess locus of control.

8. Trait theory attempts to:
   a. show how development of personality is a lifelong process.  
   b. describe and classify people in terms of their predispositions to behave in certain ways.  
   c. determine which traits are most conducive to individual self-actualization.  
   d. explain how behavior is shaped by the interaction between traits, behavior, and the environment.

9. With which of the following statements would a social-cognitive psychologist agree?
   a. People with an internal locus of control achieve more in school.  
   b. “Externals” are better able to cope with stress than “internals.”  
   c. “Internals” are less independent than “externals.”  
   d. All of the above are true.

10. Which of the following statements about self-esteem is not correct?
    a. People with low self-esteem tend to be negative about others.  
    b. People with high self-esteem are less prone to drug addiction.  
    c. People with low self-esteem tend to be non-conformists.  
    d. People with high self-esteem suffer less from insomnia.

11. The Oedipus and Electra complexes have their roots in the:
    a. anal stage.  
    b. oral stage.  
    c. latency stage.  
    d. phallic stage.
12. Which of the following is a common criticism of the humanistic perspective?
   a. Its concepts are vague and subjective.
   b. The emphasis on the self encourages selfishness in individuals.
   c. Humanism fails to appreciate the reality of evil in human behavior.
   d. All of the above are common criticisms.

13. In studying personality, a social-cognitive theorist would most likely make use of:
   a. personality inventories.
   b. projective tests.
   c. observing behavior in different situations.
   d. factor analyses.

14. A major difference between the psychoanalytic and trait perspectives is that:
   a. trait theory defines personality in terms of behavior; psychoanalytic theory, in terms of its underlying dynamics.
   b. trait theory describes behavior but does not attempt to explain it.
   c. psychoanalytic theory emphasizes the origins of personality in childhood sexuality.
   d. all of the above are differences.

15. The Big Five personality factors are:
   a. emotional stability, openness, introversion, sociability, locus of control.
   b. neuroticism, extraversion, openness, emotional stability, sensitivity.
   c. neuroticism, gregariousness, extraversion, impulsiveness, conscientiousness.
   d. emotional stability, extraversion, openness, agreeableness, conscientiousness.

16. Which of the following was not mentioned in the text as a criticism of Freud’s theory?
   a. The theory is sexist.
   b. It offers few testable hypotheses.
   c. There is no evidence of anything like an “unconscious.”
   d. The theory ignores the fact that human development is lifelong.

17. According to Freud, ________ is the process by which children incorporate their parents’ values into their ________.
   a. reaction formation; superegos
   b. reaction formation; egos
   c. identification; superegos
   d. identification; egos

18. Which of the following groups tend to suffer from relatively low self-esteem?
   a. women
   b. ethnic minorities
   c. disabled persons
   d. none of the above

19. In promoting personality growth, the person-centered perspective emphasizes all but:
   a. empathy.
   b. acceptance.
   c. genuineness.
   d. altruism.

20. Recent research on the Big Five personality factors provides evidence that:
   a. some tendencies decrease during adulthood, while others increase.
   b. these traits only describe personality in Western, individualist cultures.
   c. the heritability of individual differences in these traits generally runs about 25 percent or less.
   d. all of the above are true.
Matching Items
Match each term with the appropriate definition or description.

Terms

1. projective test
2. identification
3. collective unconscious
4. reality principle
5. psychosexual stages
6. pleasure principle
7. empirically derived test
8. reciprocal determinism
9. personality inventory
10. Oedipus complex
11. preconscious

Definitions or Descriptions
a. the id's demand for immediate gratification
b. a boy's sexual desires toward the opposite-sex parent
c. information that is retrievable but currently not in conscious awareness
d. stages of development proposed by Freud
e. questionnaire used to assess personality traits
f. the two-way interactions of behavior with personal and environmental factors
g. personality test that provides ambiguous stimuli
h. the repository of universal memories proposed by Jung
i. the process by which children incorporate their parents' values into their developing superegos
j. the process by which the ego seeks to gratify impulses of the id in nondestructive ways
k. developed by testing a pool of items and then selecting those that discriminate the group of interest

PSYCHOLOGY APPLIED

Answer these questions the day before an exam as a final check on your understanding of the chapter's terms and concepts.

Multiple-Choice Questions

1. Professor Minton believes that people strive to find meaning in life because they are terrified of their own mortality. Evidently, Professor Minton is a proponent of:
   a. terror-management theory.
   b. psychodynamic theory.
   c. the humanistic perspective.
   d. the social-cognitive perspective.

2. A psychoanalyst would characterize a person who is impulsive and self-indulgent as possessing a strong _____ and a weak ______.
   a. id and ego; superego
   b. id; ego and superego
   c. ego; superego
   d. id; superego

3. Because Ramona identifies with her politically conservative parents, she chose to enroll in a conservative college. After four years in this environment Ramona's politics have become even more conservative. Which perspective best accounts for the mutual influences of Ramona's upbringing, choice of school, and political viewpoint?
   a. psychoanalytic
   b. trait
   c. humanistic
   d. social-cognitive

4. Jill has a biting, sarcastic manner. According to Freud, she is:
   a. projecting her anxiety onto others.
   b. fixated in the oral stage of development.
   c. fixated in the anal stage of development.
   d. displacing her anxiety onto others.
5. James attributes his failing grade in chemistry to an unfair final exam. His attitude exemplifies:
   a. internal locus of control.
   b. unconditional positive regard.
   c. the self-serving bias.
   d. reciprocal determinism.

6. The behavior of many people has been described in terms of a spotlight effect. This means that they:
   a. tend to see themselves as being above average in ability.
   b. perceive that their fate is determined by forces not under their personal control.
   c. overestimate the extent to which other people are noticing them.
   d. do all of the above.

7. Because you have a relatively low level of brain arousal, a trait theorist would suggest that you are a(n) ________ who would naturally seek ________.
   a. introvert; stimulation
   b. introvert; isolation
   c. extravert; stimulation
   d. extravert; isolation

8. A psychologist at the campus mental health center administered an empirically derived personality test to diagnose an emotionally troubled student. Which test did the psychologist most likely administer?
   a. the MMPI
   b. the TAT
   c. the Rorschach
   d. the Locus of Control Scale

9. The personality test Teresa is taking involves her describing random patterns of dots. What type of test is she taking?
   a. an empirically derived test
   b. the MMPI
   c. a personality inventory
   d. a projective test

10. Dr. Gonzalez believes that most students can be classified as “Type A” or “Type B” according to the intensities of their personalities and competitiveness. Evidently, Dr. Gonzalez is working within the ________ perspective.
    a. psychoanalytic  c. humanistic
    b. trait          d. social-cognitive

11. According to the psychoanalytic perspective, a child who frequently “slips” and calls her teacher “mom” probably:
    a. has some unresolved conflicts concerning her mother.
    b. is fixated in the oral stage of development.
    c. did not receive unconditional positive regard from her mother.
    d. can be classified as having a weak sense of personal control.

12. Isaiah is sober and reserved; Rashid is fun-loving and affectionate. The Eysencks would say that Isaiah ________ and Rashid ________.
    a. has an internal locus of control; has an external locus of control
    b. has an external locus of control; has an internal locus of control
    c. is an extravert; is an introvert
    d. is an introvert; is an extravert

13. In high school, Britta and Debbie were best friends. They thought they were a lot alike, as did everyone else who knew them. After high school, they went on to very different colleges, careers, and life courses. Now, at their twenty-fifth reunion, they are shocked at how little they have in common. Bandura would suggest that their differences reflect the interactive effects of environment, personality, and behavior, which he refers to as:
    a. reciprocal determinism.
    b. personal control.
    c. identification.
    d. the self-serving bias.

14. For his class presentation, Bruce plans to discuss the Big Five personality factors used by people throughout the world to describe others or themselves. Which of the following is not a factor that Bruce will discuss?
    a. extraversion  c. independence
    b. openness       d. conscientiousness

15. Dayna is not very consistent in showing up for class and turning in assignments when they are due. Research studies would suggest that Dayna’s inconsistent behavior:
    a. indicates that she is emotionally troubled and may need professional counseling.
    b. is a sign of learned helplessness.
    c. is not necessarily unusual.
    d. probably reflects a temporary problem in another area of her life.
16. Andrew's grandfather, who has lived a rich and productive life, is a spontaneous, loving, and self-accepting person. Maslow might say that he:
   a. has an internal locus of control.
   b. is an extravert.
   c. has resolved all the conflicts of the psychosexual stages.
   d. is a self-actualizing person.

17. The school psychologist believes that having a positive self-concept is necessary before students can achieve their potential. Evidently, the school psychologist is working within the _______ perspective.
   a. psychoanalytic  c. humanistic
   b. trait  d. social-cognitive

18. Wanda wishes to instill in her children an accepting attitude toward other people. Maslow and Rogers would probably recommend that she:
   a. teach her children first to accept themselves.
   b. use discipline sparingly.
   c. be affectionate with her children only when they behave as she wishes.
   d. do all of the above.

19. Suzy bought a used, high-mileage automobile because it was all she could afford. Attempting to justify her purchase, she raves to her friends about the car's attractiveness, good acceleration, and stereo. According to Freud, Suzy is using the defense mechanism of:
   a. displacement.  c. rationalization.
   b. reaction formation.  d. projection.

20. Nadine has a relatively high level of brain arousal. Trait theorists would probably predict that she is:
   a. an extravert.  c. an unstable person.
   b. an introvert.  d. both a. and c.

21. (Close-Up) During a class discussion, Trevor argues that "positive psychology" is sure to wane in popularity, since it suffers from the same criticisms as humanistic psychology. You counter his argument by pointing out that, unlike humanistic psychology, positive psychology:
   a. focuses on advancing human fulfillment.
   b. is rooted in science.
   c. is not based on the study of individual characteristics.
   d. has all of the above characteristics.

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Essay Question

You are an honest, open, and responsible person. Discuss how these characteristics would be explained according to the major perspectives on personality. (Use the space below to list points you want to make, and organize them. Then write the essay on a separate piece of paper.)

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KEY TERMS

Writing Definitions

Using your own words, on a separate piece of paper write a brief definition or explanation of each of the following terms.

1. personality
2. free association
3. psychoanalysis
4. unconscious
5. id
6. ego
7. superego
8. psychosexual stages
9. Oedipus complex
10. identification
11. fixation
12. defense mechanisms
13. repression
14. regression
15. reaction formation
16. projection
17. rationalization
18. displacement 30. empirically derived test
19. collective unconscious 31. social-cognitive perspective
20. projective tests 32. reciprocal determinism
21. Thematic Apperception Test (TAT) 33. personal control
22. Rorschach inkblot test 34. external locus of control
23. terror-management theory 35. internal locus of control
24. self-actualization 36. learned helplessness
25. unconditional positive regard 37. positive psychology
26. self-concept 38. spotlight effect
27. traits 39. self-esteem
28. personality inventory 40. self-serving bias

Cross-Check
As you learned in the Prologue, reviewing and overlearning of material are important to the learning process. After you have written the definitions of the key terms in this chapter, you should complete the crossword puzzle to ensure that you can reverse the process—recognize the term, given the definition.

ACROSS
4. In Freud's theory, the area of the unconscious containing material that is retrievable into conscious awareness.
7. Locus of control that reflects the belief that one's fate is determined by forces not under personal control.
10. In Freud's theory, the personality system consisting of basic sexual and aggressive drives.
11. A person's characteristic pattern of behavior.
12. In Freud's theory, the conscious division of personality.
13. The ego's methods of unconsciously protecting itself against anxiety.

DOWN
1. Defense mechanism in which an impulse is shifted to an object other than the one that originally aroused the impulse.
2. The passive resignation a person or animal develops from repeated exposure to inescapable aversive events.
3. According to Freud, _____ occurs when development becomes arrested in an immature psychosexual stage.
4. An individual’s characteristic pattern of thinking, feeling, and acting.
5. In Freud’s theory, the complex developed by boys in which they are sexually attracted to their mother and resent their father.
6. In Freud’s theory, the process by which the child’s superego develops and incorporates the parents’ values.
8. Projective test consisting of ambiguous pictures about which people are asked to make up stories.
9. A widely used test in which people are asked to interpret 10 inkblots.
14. The most widely used personality inventory.

ANSWERS

Chapter Review

Introducing Personality

1. thinking; feeling; acting
2. Sigmund Freud; humanistic; growth; self-fulfillment
3. focused

The Psychoanalytic Perspective

1. nervous
2. neurological
3. hypnosis
4. free association
5. psychoanalysis
6. unconscious; preconscious; repressed
7. unconscious; slips; manifest content; latent content
8. biological; social
9. id; ego; superego
10. unconscious; pleasure
11. after; conscious; reality
The ego is considered the executive of personality because it directs our actions as it intervenes among the impulsive demands of the id, the reality of the external world, and the ideals of the superego.
12. superego; 4 or 5
13. weak; strong
14. psychosexual; erogenous zones
15. oral; sucking (also biting, chewing)

16. anal; 18; 36
17. phallic; 3; 6; genitals; opposite; Oedipus complex; Electra complex
18. identification; gender identity
Children eventually cope with their feelings for the opposite-sex parent by repressing them and by identifying with the rival (same-sex) parent. Through this process children incorporate many of their parents’ values, thereby strengthening the superego.
19. latency
20. genital
21. fixated; expulsive; retentive
22. defense mechanisms; repression
23. regression
24. reaction formation
25. projection
26. rationalization
27. displacement

Matching Items

1. e
2. d
3. b
4. c
5. a
28. unconscious
29. neo-Freudians; more; less
a. Adler emphasized the social, rather than the sexual, tensions of childhood and said that much of behavior is driven by the need to overcome feelings of inferiority.
b. Horney questioned the male bias in Freud’s theory, such as the assumptions that women have weak egos and suffer “penis envy.” Like Adler, she emphasized social tensions.
c. Jung emphasized an inherited collective unconscious.
30. reject; Jung; collective unconscious
31. psychodynamic; sex; unconscious; childhood; inner conflicts
32. projective
33. Thematic Apperception
34. Rorschach; inkblots; little; is not; are not
35. lifelong; earlier; is not
36. wishes; sexual; aggressive; sexual suppression
37. represses; rarer; trauma
Astrologers use a “stock spiel” that includes information that is generally true of almost everyone. The willingness of people to accept this type of phony information is called the “Barnum effect.” A second technique used by astrologers is to “read” a person’s clothing, features, reactions, etc. and build their advice from these observations.

12. a. Emotional stability: on a continuum from calm to anxious; secure to insecure
   b. Extraversion: from sociable to retiring
   c. Openness: from preference for variety to routine
   d. Agreeableness: from soft-hearted to ruthless
   e. Conscientiousness: from disciplined to impulsive

13. conscientiousness; agreeableness
14. stable; 50; describe; predict
15. traits (or dispositions); situation (or environment); person-situation
16. time; situations; correlate; not predictably consistent
17. is not
18. animation; speaking; gestures; consistent; does

At any given moment a person’s behavior is powerfully influenced by the immediate situation, so that it may appear that the person does not have a consistent personality. But averaged over many situations a person’s outgoingness, happiness, and carelessness, for instance, are more predictable.

The Social-Cognitive Perspective

1. environment; Bandura
2. behaviors; personal/cognitive; environmental; reciprocal determinism

Different people choose different environments partly on the basis of their dispositions. Our personality shapes how we interpret and react to events. It also helps create the situations to which we react.

3. personal control; internal locus of control; external locus of control; impulses; delay; adjustment; grades; social
4. learned helplessness
5. more
6. optimism; attributional style
7. unrealistic (illusory) optimism
8. negative states; positive
   a. positive emotions
   b. positive character
   c. positive groups, communities, and cultures