

# CH. 12: PERSONALITY & ASSESSMENT

As you read...

NAME: \_\_\_\_\_

## What Is Personality?

1. Define personality.
2. List 5 questions personality research and theory should be able to answer.

## Psychodynamic Theories

### 12-1 The Psychoanalytic Theory of Sigmund Freud

1. Define Oedipus Complex.
2. What is psychoanalysis.
3. Describe and the 5 assumptions of psychoanalysis.
4. Match the following levels of consciousness with the appropriate definition.  
*Preconscious    Unconscious    Conscious*
  - A) \_\_\_\_\_ The thoughts, feelings, and actions a person is *aware* of. This is the first level of consciousness and is very easy to study and understand.
  - B) \_\_\_\_\_ Mental activity (thoughts and feelings) that a person can become aware of if they closely pay attention to them. This is the second level of consciousness; it takes a little time and effort to study and understand it.
  - C) \_\_\_\_\_ Thoughts and feelings beyond normal awareness. This is the third level of consciousness; so deeply repressed, it can be studied and understood only by spending a lot of time and effort using a technique like psychoanalysis, according to Freud.
5. List and describe the 3 basic structures of the mind?
6. Define the pleasure principle

7. The \_\_\_\_\_ works by the \_\_\_\_\_ and attempts to check the power of the id.
8. Describe ego ideal and conscience.
9. List and describe Freud's 5 stages of personality development.
11. The \_\_\_\_\_ stage focuses on children's ability to have control of their bodily functions, thereby learning control and orderliness as adults.
12. The \_\_\_\_\_ deals with feelings of rivalry between the same sex parent.
13. Describe how the Oedipus complex is resolved?
14. During the \_\_\_\_\_, the feelings of sexuality, fear, and repressed feelings of earlier stages come out.
15. What are Freud's 2 great drives?
16. Define libido.
17. What is a defense mechanism?
18. List and describe the 8 types of defense mechanisms.
19. Match the following defense mechanisms to the appropriate definition.  
*repression    projection    denial    reaction formation*  
*rationalization    sublimation*
- A) \_\_\_\_\_ Making unreasonable feelings and behaviors seem reasonable by reinterpreting them.
- B) \_\_\_\_\_ Refusing to accept reality and the true source of anxiety.
- C) \_\_\_\_\_ Attributing one's own undesirable traits to others.
- D) \_\_\_\_\_ Behaving in a manner that is opposite to one's true, but anxiety-producing, feelings.

- E) \_\_\_\_\_ Anxiety-producing feelings are blocked from conscious awareness and pushed into the unconscious. For Freud this defense mechanism was the most important to understand.
- F) \_\_\_\_\_ Energy from an impulse that might be considered taboo is channeled or redirected into a socially acceptable form.

20. How does Westin defend Freud's theory?

### 12-2 Adler and Individual Psychology

21. Define individual psychology.
22. List and describe the 6 concepts of Adler's theory.
23. Describe Adler's style of life.
24. Adler terms the feeling of oneness with all of humanity \_\_\_\_\_.
25. What is the role of early recollections in Adler's therapy?

### 12-3 Jung and Analytical Psychology

26. Compare and contrast Jung's theory with Freud's theory.
27. Define collective unconscious.
28. What are archetypes?
29. List and describe the 4 important archetypes.
30. \_\_\_\_\_ is the archetype of nourishment and destruction.

31. What is a mandala?

## **Skinner and Behavioral Analysis**

### **12-4 The Power of Learning**

1. How do behaviorists look at personality?
2. Define operant conditioning?
3. What are positive and negative reinforcers?
4. List the two types of punishment.

### **12-5 Acquiring a Personality**

5. How do learning theorists think personality is acquired?
6. How is survival important in this process?
7. How is culture involved in this process?

## **Trait and Type Theories: Stable Behavioral Dispositions**

1. What is a trait?
2. Define a longitudinal study?
3. Describe the research of Charles and her conclusions.
4. What are types?

### 12-6 Allport's Personal Disposition Theory

1. Define personal dispositions.
2. Describe the 3 categories of traits given by Allport.
3. Describe Allport's cardinal, central, and secondary *traits* and give an example of each.
  - A) Cardinal traits \_\_\_\_\_  
Example \_\_\_\_\_
  - B) Central traits \_\_\_\_\_  
Example \_\_\_\_\_
  - C) Secondary traits \_\_\_\_\_  
Example \_\_\_\_\_
4. We should look at a person's \_\_\_\_\_ of central traits in order to understand that person.

### 12-7 Cattell's Factor Theory

5. Define factor analysis.
6. Describe the 2 types of traits in Cattell's theory.
7. How many traits are in Cattell's theory.

### 12-8 Eysenck's Type Theory

8. What are types, traits, and habits?
9. Define Eysenck's 3 basic bipolar dimensions.
10. People who are low in the neuroticism scale are said to \_\_\_\_\_.
11. Describe Eysenck's biological basis for personality.

## 12-9 The Five Factor Model

- List and describe the Big Five personality traits.
- Complete the table to describe the trait categories that have come to known as the *Big Five* by modern day psychologists.

Trait Categories	Description
Extroversion-introversion	
	The extent to which people are good-natured or irritable, courteous or rude, flexible or stubborn, lenient or critical.
Conscientiousness-undirectedness	
Neuroticism-stability	
	The extent to which people are open to experience or closed, original or conventional, independent or conforming, creative or uncreative, daring or timid.

- Discuss the research and findings on the genetic basis of behavior.

## Humanistic Approaches: The Search for Psychological Health

- Define dehumanization.
- What are humanistic theories?
- What is a phenomenological approach?

#### 12-10 Maslow and Self-Actualization

4. Describe Maslow's hierarchy of needs.
5. What is self-actualization?
6. Describe the self-actualized person.

#### 12-11 Rogers and Self Theory

7. What are Roger's 3 basic assumptions about human behavior?
8. Define fulfillment.
9. What 3 things do humans need for growth?
10. Describe the self.
11. The person one would ideally like to be is called the \_\_\_\_\_.
12. When does psychological stagnation occur?
13. Describe Roger's fully-functioning person.

#### 12-12 Positive Psychology

14. What is positive psychology?
15. Describe adaptation.
16. What is the phenomenon of flow?

## Cognitive Approaches to Personality

### 12-13 Key Cognitive Concepts

1. Define schema.
2. What are self-schemata?
3. How is the self-schema involved in personality?

### 12-14 Rotter and Locus of Control

4. Describe locus of control.
5. Describe people with internal locus of control and those with external locus of control.
6. How does locus of control affect therapy?

### 12-15 Bandura and Self-Efficacy

6. How does Bandura explain violence?
7. Give one strategy for controlling the influence of media on violence.
8. Define self-efficacy.
9. How does gender impact self-efficacy?

### 12-16 Mischel's Cognitive-Affective Personality System

10. Define interactionist.



11. What is self-regulation?
12. What is a cognitive-affective personality unit?
13. Describe Mischel's 5 cognitive-affective personality units.
14. Mischel's view of personality is different from the other views because it considers \_\_\_\_\_ and \_\_\_\_\_.

### **Personality in Cultural Context**

1. Define culture.
2. Do cultural differences affect personality?

### **Personality Assessment**

#### **12-17 Projective Tests**

1. Define assessment.
2. What is a projective test?
3. Describe the Rorschach Inkblot Test.
4. What is the TAT?

#### **12-18 Personality Inventories**

5. What is a personality inventory?
6. Describe the MBTI.

7. What personality inventories have been developed out of trait theory?
8. What is the NEO-PI-R.
9. The \_\_\_\_\_ is based on Maslow's humanistic theory of personality.
10. Describe the MMPI-2.