



## Chapter 10 – Personality

- I. Personality – Psychological qualities that bring continuity to a person’s behavior in different situations.
- II. Psychoanalysis
  - a. Hysteria (conversion disorder)
    - i. Originates psychological, not physiologically.
    - ii. No sensation or awareness of a particular part of the body.
  - b. Charcot – Hypnosis
    - i. (Mesmer also involved, hence “Mesmerize”)
    - ii. New technique at time.
    - iii. Treat hysteria. Make subjects aware of their “missing” body parts.
  - c. Unconscious
    - i. Source of drives, impulses, conflicts.
    - ii. Not available to access consciously.
    - iii. Freud (bad at hypnosis), used free association (name random object, reply quickly) to try to uncover unconscious.
  - d. Drives
    - i. Eros – Life giving, sexual impulses. Creative activity. Libido – sensual pleasure.
    - ii. Thanatos – Drives aggression / destruction.
  - e. Structures
    - i. Id >> Eros, Thanatos. Basic impulses.
    - ii. Superego >> Ideals and morals.
    - iii. Ego >> Mediate between other two. Conscious thought.
    - iv. Psychic determinism >> Behavior determined by conflicts in id and superego.
  - f. Freudian Slip >> Say what you think, and not what you intended to say.
  - g. Psychosexual Stages
    - i. Birth > 1.5: Oral. Lips & Mouth.
    - ii. 1.5 > 3: Anal. Anal area.
    - iii. 3 > 5 or 6: Phallic. Genitals.
    - iv. 5 or 6 > Puberty: Latency. Nothin’.
    - v. Puberty onward: Genital. Begin focusing sexual attention on people outside the family.
    - vi. Fixation >> Stuck in a certain phase. Ex: Chew on pencil = stuck in oral. “Anal Retentive” = Stuck in anal.
  - h. Penis Envy >> Women’s constant desire to have a penis. Also very good proof of why we shouldn’t listen to Freud.
  - i. Oedipus complex >> Boys display sexual attraction for mother, and become worried that their fathers will castrate them. Castration anxiety. Then they start shifting their sexual attention toward others.
  - j. Ego Defenses
    - i. Repression >> Still in memory, but not available consciously.
    - ii. Projection >> Project your feelings onto another source. (That golf ball is bad!)
    - iii. Rationalization >> Justifying actions.
    - iv. Displacement >> Retaliate against OTHER targets. (Ex: You can’t yell at your boss, so you yell at your spouse.)
    - v. Regression >> Go back to an earlier stage: a period of comfort. Ex: Crying. As an infant, crying solved all problems – parents came, so crying is a form of regression.
    - vi. Reaction formation >> Very severe damage to ego, so form opposite opinion. Ex: Man has homosexual feelings, so he starts bashing gays.
  - k. Projective Tests
    - i. Rorschach Test
    - ii. TAT.
    - iii. Vague stimuli, observe responses.

- I. Problems with Psychoanalysis
  - i. Very vague.
  - ii. Unscientific / non-testable.
  - iii. Sexist.
- III. Carl Jung
  - a. Second most important psychoanalyst
  - b. Collective conscious – Part of unconscious that every member of a species shares.
  - c. Archetypes >> Reoccurring characters in human culture. Ex: Good Guy, Bad Guy, Sage, Young Male Hero, etc.
- IV. Humanists
  - a. Maslow (hierarchy of needs)
  - b. Carl Rogers (Fully functioning person – incongruence/hypocrisy)
- V. Cognitive Theories
  - a. Social Learning
    - i. Observational learning – watch others, and don't make their mistakes.
    - ii. Reciprocal determinism – cognition, behavior, and environment mutually influence each other.
  - b. Locus of control (Internal vs. External)
- VI. Newer Theories
  - a. Focus on narrower areas, rather than the whole of personality.
  - b. Family systems theory
    - i. Family interactions (how they affect personality)
    - ii. Personality influenced by
    - iii. Codependence.
  - c. Individualistic vs. Collectivistic? Are personality theories biased?
- VII. Personality Patterns
  - a. Hippocrates -- Humors (In blood) Influence personalities?
    - i. Sanguine
    - ii. Melancholy
    - iii. Choleric
    - iv. Phlegmatic
  - b. Temperment – Inherited personality dispositions in childhood affect adulthood.
- VIII. Traits
  - a. Stable Personality Characteristics that guide thought/behavior
  - b. The Big 5
    - i. Extraversion
    - ii. Agreeableness
    - iii. Neuroticism
    - iv. Openness to experiences
    - v. Conscientiousness
  - c. Trait Assessment
    - i. MMPI – 2 (Minnesota Multiphasic Personality Inventory)
    - ii. Twin Studies
    - iii. Mischel – Strong or weak situation? How personalities vary under different social conditions.
- IX. Implicit personality theory >> Assumptions about personality that are held by people to simplify understanding others.
- X. Fundamental attribution error >> We assume internal causes are responsible for OTHERS' personality, but that external causes are responsible for our OWN.