



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.