Personality

An individual’s characteristic pattern of thinking, feeling, and acting.

Projective Techniques:
- Rorschach Inkblots
- Thematic Apperception Test (TAT)
PERS 5  Freud’s View of the Human Mind: The Mental Iceberg

Conscious Level

Preconscious Level

Unconscious Level

Thoughts

Perceptions

Memories

Stored Knowledge

Fears

Unacceptable Sexual Desires

Violent Motives

Irrational Wishes

Immoral Urges

Selfish Needs

Shameful Experiences
Personality Components (Freud)

- Superego
- Ego
- Id
Defense Mechanisms

- Denial
- Rationalization
- Displacement
- Sublimation
- Repression
- Regression
- Projection
- Reaction Formation
## Stages of Psychosexual Development

<table>
<thead>
<tr>
<th>Stage</th>
<th>Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oral</td>
<td>Pleasure centers on the mouth—sucking, biting, chewing</td>
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<tr>
<td>(0–18 months)</td>
<td></td>
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<tr>
<td>Anal</td>
<td>Pleasure focuses on bowel and bladder elimination; coping with demands for control</td>
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<tr>
<td>(18–36 months)</td>
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<tr>
<td>Phallic</td>
<td>Pleasure zone is the genitals; coping with incestuous sexual feelings</td>
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<tr>
<td>(3–6 years)</td>
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<tr>
<td>Latency</td>
<td>Dormant sexual feelings</td>
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<tr>
<td>(6 to puberty)</td>
<td></td>
</tr>
<tr>
<td>Genital</td>
<td>Maturation of sexual interests</td>
</tr>
<tr>
<td>(puberty on)</td>
<td></td>
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</tbody>
</table>
Human Figure Drawing

- Correlation research based on psychoanalytic theory
Draw a Person
Draw a Tree
Draw a House
Family Drawing
Gordon Allport – Traits describe the particular way a person responds to the environment and the consistency of that response.

- Cardinal trait – a personal quality that is so strong a part of a person’s personality that behavior may be identified with that trait (e.g., Scrooge)
- Central traits – traits we mention when writing a letter of recommendation (e.g., decisive, competitive)
Trait and Factor Theory

Raymond Cattell – developed the 16 Personality Factor Questionnaire (16PF)

- Surface traits – observable qualities of personality, such as those used to describe a friend (i.e., same as Allport’s central traits)
- Source traits – traits that underlie surface traits, make up the most basic personality structure, and cause behavior (e.g., intelligence)
Hans Eysenck’s Theory

Eysenck’s Theory Illustrated for Two Factors

- Unstable: Moody, Anxious, Touchy, Restless
- Stable: Sober, Pessimistic, Aggressive, Excitable
- Introverted: Reserved, Unsociable, Quiet, Peaceful
- Extraverted: Passive, Careful, Thoughtful, Controlled

- Phlegmatic: Reliable, Even-tempered, Calm
- Choleric: Lively, Carefree, Leadership

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Campbell Leadership Index

- Basically a list of 100 central personality traits on which the individual rates himself or herself on a continuum from “always, usually, sometimes, occasionally, seldom, or never pertains to me.”
- 4-6 individuals who know the person well also rate the person.
- A personality profile depicting self and observer ratings is generated.
- [Link to typical profile]
Carl Rogers

Idealized Self
- Realized Self
= Discrepancy

that can be used to predict an individual’s behavior. In other words, the difference between how a person sees himself or herself and how that person would like to view himself or herself, may serve as a model of what they need to do to change.
Big 5 Personality Traits

- Extraversion – the tendency to be outgoing, assertive, and active.
- Agreeableness – the tendency to be kind and helpful.
- Conscientiousness – the tendency to be organized, deliberate, and conforming.
- Neuroticism – the tendency to be anxious, moody, and self-punishing.
- Openness – the tendency to be imaginative, curious, and artistic, willing to welcome new experiences when they arise.
Researchers evaluated 132,515 adults, ages 21-60 over the Internet.

Findings contradict long held assumptions about when personalities are set.

Conscientiousness -- increases through the ages studied, with the most change occurring in a person’s 20s.
• Agreeableness – most change occurs during a person’s 30s when raising a family and need to be nurturing and continues to improve through their 60s.
• Conscientiousness – grows as people mature and become better at managing their jobs and relationships.
• Openness – showed small declines in both men and women over time.
• Extraversion and neuroticism are the most stable traits with young women scoring higher than young men on both traits.
• Big 5 Personality Test (test yourself)
Minnesota Multiphasic Personality Inventory – 2 (MMPI-2)

- Originally developed in the 1930s and early 1940s as a diagnostic aid for diagnostic & medical screening
- Revised form published in 1989
- Consists of 567 True – False items
- Sample MMPI-2 profile