

## STUDY GUIDE

# 10: Personality

### UNIT OVERVIEW

Personality refers to each individual's characteristic pattern of thinking, feeling, and acting. Unit 10 examines four perspectives on personality. Psychoanalytic theory emphasizes the unconscious and irrational aspects of personality. 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. 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 and the focus of many of today's researchers on the concept of self.

### UNIT 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. 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 and The Psychoanalytic Perspective (pp. 479-490)

Objective 1: Define personality, and explain how Freud's treatment of psychological disorders led to his study of the unconscious mind.

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 classic theories.
4. Sigmund Freud was a medical doctor who specialized in \_\_\_\_\_ disorders.
5. Freud developed his theory in response to his observation that many patients had disorders that did not make \_\_\_\_\_ sense.

Objective 2: Describe Freud's view of personality structure in terms of the id, ego, and superego.

6. At first, Freud thought \_\_\_\_\_ would unlock the door to the unconscious.
7. The technique later used by Freud, in which the patient relaxes and says whatever comes to mind, is called \_\_\_\_\_.
8. Freud called his theory and associated techniques, whereby painful unconscious memories are exposed, \_\_\_\_\_.
9. According to this theory, 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.

10. 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 \_\_\_\_\_ .
11. Freud believed that all facets of personality arise from conflict between our \_\_\_\_\_ impulses and the \_\_\_\_\_ restraints against them.
12. According to Freud, personality consists of three interacting structures: the \_\_\_\_\_ , the \_\_\_\_\_ , and the \_\_\_\_\_ .
13. The id is a reservoir of psychic energy that is primarily (conscious/unconscious) and operates according to the \_\_\_\_\_ principle.
14. 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.

15. The personality structure that reflects moral values is the \_\_\_\_\_ , which Freud believed began emerging at about age \_\_\_\_\_ .
16. A person with a (strong/weak) superego may be self-indulgent; one with an unusually (strong/weak) superego may be virtuous but guilt-ridden.

Objective 3: Identify Freud's psychosexual stages of development, and describe the effects of fixation on behavior.

17. 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 \_\_\_\_\_ .
18. 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 \_\_\_\_\_ .
19. The second stage is the \_\_\_\_\_ stage, which lasts from about age \_\_\_\_\_ months to \_\_\_\_\_ months.
20. The third stage is the \_\_\_\_\_ stage, which lasts roughly from ages \_\_\_\_\_ to \_\_\_\_\_ years. 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 \_\_\_\_\_ .
21. Freud believed that \_\_\_\_\_ with the same-sex parent is the basis for what psychologists now call \_\_\_\_\_ .

Explain how this complex of feelings is resolved through the process of identification.

22. During the next stage, sexual feelings are repressed: this phase is called the \_\_\_\_\_ stage and lasts until puberty.
23. The final stage of development is called the \_\_\_\_\_ stage.
24. 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 \_\_\_\_\_

Objective 4: Discuss how defense mechanisms serve to protect the individual from anxiety.

25. The ego attempts to protect itself against anxiety through the use of \_\_\_\_\_ .  
The process underlying each of these mechanisms is \_\_\_\_\_
26. Dealing with anxiety by returning to an earlier stage of development is called \_\_\_\_\_ .
27. When a person reacts in a manner opposite that of his or her true feelings, \_\_\_\_\_  
\_\_\_\_\_ is said to have occurred.
28. When a person attributes his or her own feelings to another person, \_\_\_\_\_ has occurred.
29. When a person offers a false, self-justifying explanation for his or her actions, \_\_\_\_\_ has occurred.
30. When impulses are directed toward an object other than the one that caused arousal, \_\_\_\_\_ has occurred.
31. When a person refuses to believe or even perceive a painful reality, he or she is experiencing \_\_\_\_\_ .
32. Defense mechanisms are (conscious/unconscious) processes.

### 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
- \_\_\_\_ 6. denial

#### Manifestations

- a. nail biting or thumb sucking in an anxiety-producing situation
- b. overzealous crusaders against "immoral behaviors" who don't want to acknowledge their own sexual desires
- c. saying you drink "just to be sociable" when in reality you have a drinking problem
- d. thinking your child could not possibly be taking drugs
- e. thinking someone hates you when in reality you hate that person
- f. a child who is angry at his parents and vents this anger on the family pet, a less threatening target

Objective 5: Contrast the views of the 'neo-Freudians and psychodynamic theorists with Freud's original theory.

33. 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. Alfred Adler

b. Karen Horney

c. Carl Jung

34. Today's psychologists (accept/reject) the idea of inherited experiences, which (which theorist?) called a \_\_\_\_\_ .

35. 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 6: Describe two projective tests used to assess personality, and discuss some criticisms of them.

36. Tests that provide people with ambiguous stimuli for interpretation are called \_\_\_\_\_ tests. Henry Murray introduced the personality assessment technique called the \_\_\_\_\_ Test.

37. The most widely used projective test is the \_\_\_\_\_ , in which people are shown a series of \_\_\_\_\_ . Critics contend that these tests have (little/significant) validity and reliability.

Objective 7: Summarize psychology's current assessment of Freud's theory of psychoanalysis, including its portrayal of the unconscious.

38. 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.

39. Research also disputes Freud's belief that dreams disguise \_\_\_\_\_ and that defense mechanisms disguise \_\_\_\_\_ and \_\_\_\_\_ impulses. Another Freudian idea that is no longer widely accepted is that psychological disorders are caused by \_\_\_\_\_ .

40. Psychoanalytic theory rests on the assumption that the human mind often \_\_\_\_\_ 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 \_\_\_\_\_ .

41. Today's psychologists agree with Freud that we have limited access to all that goes on in our minds. Research confirms the reality of \_\_\_\_\_ learning.

42. An example of the defense mechanism that Freud called \_\_\_\_\_ is what researchers today call the \_\_\_\_\_ effect. This refers to our tendency to \_\_\_\_\_ the extent to which others share our beliefs and behaviors.

43. Another Freudian idea that has received support is that people defend themselves against \_\_\_\_\_ . According to \_\_\_\_\_ - \_\_\_\_\_ theory, when people are faced with a threatening world, they act to enhance their \_\_\_\_\_ and may adhere more strongly to the \_\_\_\_\_ that create meaning in their lives.

44. Criticism of psychoanalysis as a scientific theory centers on the fact that it provides \_\_\_\_\_ -  
\_\_\_\_\_ explanations and does not offer \_\_\_\_\_ .

State several of Freud's ideas that have endured.

## The Humanistic Perspective (pp. 490-493)

Objective 8: Describe the humanistic perspective on personality in terms of Maslow's focus on self-actualization and Rogers' emphasis on people's potential for growth.

1. Two influential theories of humanistic psychology were proposed by \_\_\_\_\_ and \_\_\_\_\_. These theorists offered a \_\_\_\_\_ - \_\_\_\_\_ perspective that emphasized human \_\_\_\_\_.
2. According to Maslow, humans are motivated by needs that are organized into a \_\_\_\_\_. Maslow refers to the process of fulfilling one's potential as \_\_\_\_\_ and the process of finding meaning, purpose, and communion beyond the self as \_\_\_\_\_. Many people who fulfill their potential have been moved by \_\_\_\_\_ that surpass ordinary consciousness.

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

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 9: Explain how humanistic psychologists assessed personality, and discuss the major criticisms of the humanistic perspective on personality.

6. Humanistic psychologists sometimes use \_\_\_\_\_ to assess personality, that is, to evaluate the \_\_\_\_\_.
7. One questionnaire, inspired by Carl Rogers, asked people to describe themselves both as they would \_\_\_\_\_ like to be and as they \_\_\_\_\_ are. When these two selves are alike, the self-concept is \_\_\_\_\_.
8. Some humanistic psychologists feel that questionnaires are \_\_\_\_\_ and prefer to use \_\_\_\_\_ to assess personality.
9. Humanistic psychologists have influenced such diverse areas as \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_. They have also had a major impact on today's \_\_\_\_\_ psychology.

State three criticisms of humanistic psychology.

## The Trait Perspective (pp. 493-503)

Objective 10: Discuss psychologists' interest in personality types, and describe research efforts to identify fundamental personality traits.

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 \_\_\_\_\_ - \_\_\_\_\_ \_\_\_\_\_ 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.
3. To reduce the number of traits to a few basic ones, psychologists use the statistical procedure of \_\_\_\_\_. Hans and Sybil Eysenck think that two or three genetically influenced personality dimensions are sufficient; these include \_\_\_\_\_ - \_\_\_\_\_ and emotional \_\_\_\_\_ - \_\_\_\_\_.
4. Some researchers believe that extraverts seek stimulation because their level of \_\_\_\_\_ is relatively low. PET scans reveal an area of the brains \_\_\_\_\_ that is less active in (extraverts/introverts). Dopamine and dopamine-related neural activity tend to be higher in (extraverts/introverts).
5. Research increasingly reveals that our \_\_\_\_\_ play an important role in defining our \_\_\_\_\_ and \_\_\_\_\_ style.
6. Jerome Kagan attributes differences in children's \_\_\_\_\_ and \_\_\_\_\_ to autonomic nervous system reactivity.
7. Personality differences among dogs, birds, and other animals (are/are not) stable.

Objective 11: Discuss the value of using personality inventories to assess traits, and identify the Big Five trait dimensions.

8. Questionnaires that categorize personality traits are called \_\_\_\_\_.
9. The most widely used of all such personality tests is the \_\_\_\_\_; its questions are grouped into \_\_\_\_\_ (how many?) clinical scales.
10. 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.
11. 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.
12. While some traits wane a bit during early and middle adulthood, others increase \_\_\_\_\_. For example, as young adults mature and learn to manage their commitments, \_\_\_\_\_ increases. From the thirties through the sixties, \_\_\_\_\_ increases.
13. In adulthood, the Big Five are quite (stable/variable), with heritability estimated at \_\_\_\_\_ percent or more for each dimension. Moreover, these traits (do/do not) predict other attributes.

Objective 12: Summarize the person-situation controversy, and explain its importance as a commentary on the trait perspective.

14. 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.
15. 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).
16. An individual's score on a personality test (is/is not) very predictive of his or her behavior in any given situation. Explain the apparent contradiction between behavior in specific situations and average behavior patterns.
17. People's expressive styles, which include their \_\_\_\_\_, manner of \_\_\_\_\_, and \_\_\_\_\_, are quite (consistent/inconsistent), which (does/does not) reveal distinct personality traits. (Thinking Critically About) Explain several techniques used by astrologers to persuade people to accept their advice.

## The Social-Cognitive Perspective (pp. 503-510)

Objective 13: Describe the social-cognitive perspective, and discuss the important consequences of personal control and optimism.

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 internal \_\_\_\_\_, \_\_\_\_\_ factors, and \_\_\_\_\_ factors. This is the principle of \_\_\_\_\_.

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

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. People who feel helpless and oppressed often perceive control as \_\_\_\_\_ and may develop \_\_\_\_\_ .
5. People become happier when they are given (more/less) control over what happens to them.
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. (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 \_\_\_\_\_ psychology, focused on three pillars:
  - a.
  - b.
  - c.
8. Our natural positive-thinking bias can sometimes promote an \_\_\_\_\_ about future life events that can be unhealthy.
9. People tend to be most overconfident of their abilities in areas where they are, in fact, most (competent/incompetent).

Objective 14: Explain why social-cognitive researchers assess behavior in realistic situations, and state the major criticism of the social-cognitive perspective.

10. It follows from the social-cognitive perspective that the best means of predicting people's future behavior is their \_\_\_\_\_ .
11. The major criticism of the social-cognitive perspective is that it fails to appreciate a person's \_\_\_\_\_ .

### Exploring the Self (pp. 511-518)

Objective 15: Explain why psychology has generated so much research on the self, and discuss the importance of self-esteem to human well-being.

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. 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.
5. 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 16: Discuss some evidence for self-serving bias, and contrast defensive and secure self-esteem.

6. Research has shown that most people tend to have (low/high) self-esteem.
7. The tendency of people to judge themselves favorably is called the \_\_\_\_\_ bias.
8. Responsibility for success is generally accepted (more/less) readily than responsibility for failure.
9. Most people perceive their own behavior and traits as being (above/below) average.
10. Bushman and Baumeister found that students with unrealistically (low/high) self-esteem were most likely to become exceptionally aggressive after criticism.
11. Some researchers distinguish \_\_\_\_\_ self-esteem, which is fragile and sensitive to \_\_\_\_\_ , from \_\_\_\_\_ self-esteem, which is less focused on \_\_\_\_\_ evaluations.

Objective 17: Identify some ways a primarily individualist culture differs from a primarily collectivist culture.

12. Cultures based on \_\_\_\_\_ value personal \_\_\_\_\_ and individual \_\_\_\_\_. Examples of such cultures occur in \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_ , and \_\_\_\_\_ .
13. In contrast, cultures based on \_\_\_\_\_ value \_\_\_\_\_ , \_\_\_\_\_ , and \_\_\_\_\_. Examples of such cultures occur in \_\_\_\_\_ , \_\_\_\_\_ , and \_\_\_\_\_ .
14. Whereas people in \_\_\_\_\_ cultures value freedom, they suffer more \_\_\_\_\_ , divorce, \_\_\_\_\_ and \_\_\_\_\_ - related disease.

## PROGRESS TEST 1

### *Multiple-Choice Questions*

Circle your answers to the following questions and check them with the answers beginning on page 283. 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. c. anxiety.
  - b. fear. 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 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 reduces shyness, anxiety, and loneliness.
  - 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
20. Some contemporary researchers are focusing their work on
  - a. basic dimensions of personality.
  - b. promoting positive aspects of life.
  - c. classic theories of behavior.
  - d. negative states.
21. Collectivist cultures
  - a. give priority to the goals of their groups.
  - b. value the maintenance of social harmony.
  - c. foster social interdependence.
  - d. have all of these characteristics.

### **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
- b. projection
- i. TAT
- j. Rorschach
- k. MMPI

## **PROGRESS TEST 2**

Progress Test 2 should be completed during a final unit 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. People who feel oppressed and so perceive control as external may develop
  - a. an internal locus of control.
  - b. a reaction formation.
  - c. learned helplessness.
  - d. self-serving bias.
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 self-serving bias.

- d. less likely to display self-serving bias.
6. An example of self-serving bias described in the text is the tendency of people to
    - a. see themselves as average on nearly any desirable dimension.
    - b. accept more responsibility for successes than for failures.
    - c. be overly critical of other people.
    - d. exhibit heightened racial prejudice.
  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. A social-cognitive psychologist would agree with all of these statements.
  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 nonconformists.
    - d. People with high self-esteem suffer less from insomnia.
  11. The Oedipus and Electra complexes have their roots in the
    - a. anal stage. c. latency stage.
    - b. oral 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 these 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 these 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 refers to the tendency to overestimate the extent to which others share our beliefs?
    - a. the spotlight effect
    - b. projection
    - c. rationalization
    - d. the false consensus effect
  19. In promoting personality growth, the person-centered perspective emphasizes all but
    - a. empathy. c. genuineness.
    - b. acceptance. d. altruism.
  20. 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 these statements 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 unit's terms and concepts.

### Multiple-Choice Questions

- 1. Darrell Minton believes that people are basically good and are endowed with self-actualizing tendencies. Evidently, Mr. Minton is a proponent of
  - a. trait 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 school. 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,
  - 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. 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. accept more responsibility for successes than for failures.
- 7. Because you have a relatively low level of brain arousal, a trait theorist would suggest that you are an \_\_\_\_ who would naturally seek
  - a. introvert; stimulation
  - b. introvert; isolation
  - c. extravert; stimulation
  - d. extravert; isolation
- 8. A psychologist at the local mental health center administered an empirically derived personality test to diagnose an emotionally troubled student. Which test did the psychologist MOST LIKELY administer?
  - a. theMMPI
  - b. theTAT
  - 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. Mr. Gonzalez believes that most students can be classified as "Type A" or "Type B" according to the intensities of their personalities and competitiveness. Evidently, Mr. Gonzalez is working
  - 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.
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. 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. help them to understand their unconscious desires.
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. (Close-Up) During a class discussion, Trevor argues that positive psychology is sure to wane in popularity because 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. does not advocate social responsibility.
21. Chad, who grew up in the United States, is more likely to encourage \_\_\_\_ in his future children than Asian-born Hidiyaki, who is more likely to encourage \_\_\_\_ in his future children.
  - a. obedience; independence
  - b. independence; emotional closeness
  - c. emotional closeness; obedience
  - d. loyalty; emotional closeness

### *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.)

### **KEY TERMS**

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
19. denial
20. collective unconscious
21. projective tests
22. Thematic Apperception Test (TAT)
23. Rorschach inkblot test
24. terror-management theory
25. self-actualization
26. unconditional positive regard

27. self-concept
28. trait
29. personality inventory
30. Minnesota Multiphasic Personality Inventory (MMPI)
31. empirically derived test
32. social-cognitive perspective
33. reciprocal determinism
34. personal control
35. external locus of control
36. internal locus of control
37. positive psychology
38. self
39. spotlight effect
40. self-esteem
41. self-serving bias
42. individualism
43. collectivism