

STUDY GUIDE – Answers

10: Personality

Introducing Personality and The Psychoanalytic Perspective

1. thinking; feeling; acting
2. Sigmund Freud; humanistic; growth; self-fulfillment
3. focused
4. nervous
5. neurological
6. hypnosis
7. free association
8. psychoanalysis
9. unconscious; preconscious; repressed
10. unconscious; slips; manifest content; latent content
11. biological; social
12. id; ego; superego
13. unconscious; pleasure
14. after; conscious; reality

The ego is considered the executive of personality because it directs our actions as it intervenes among the impulsive demands of the id, the reality of the external world, and the ideals of the superego.

15. superego; 4 or 5
16. weak; strong
17. psychosexual; erogenous zone
18. oral; sucking (also biting, chewing)
19. anal; 18; 36
20. phallic; 3; 6; genitals; opposite; Oedipus complex; Electra complex
21. identification; gender identity Children eventually cope with their feelings for the opposite-sex parent by repressing them and by identifying with the rival (same-sex) parent. Through this process children incorporate many of their parents' values, thereby strengthening the superego.
22. latency
23. genital
24. fixated
25. defense mechanisms; repression
26. regression
27. reaction formation
28. projection
29. rationalization
30. displacement
31. denial

Matching Items

1. f
 2. e
 3. b
 4. c
 5. a
 6. d
32. unconscious
 33. neo-Freudians; more; less

- a. Adler emphasized the social, rather than the sexual, tensions of childhood and said that much of behavior is driven by the need to overcome feelings of inferiority.
- b. Horney questioned the male bias in Freud's theory, such as the assumptions that women have weak egos and suffer "penis envy." Like Adler, she emphasized social tensions.
- c. Jung emphasized an inherited collective unconscious.

34. reject; Jung; collective unconscious
35. psychodynamic; sex; unconscious; childhood; inner conflicts
36. projective; Thematic Apperception
37. Rorschach; inkblots; little
38. lifelong; earlier; is not
39. wishes; sexual; aggressive; sexual suppression
40. represses; rarer; trauma
41. unconscious implicit
42. projection; false consensus; overestimate
- 43~ anxiety; terror-management; self-esteem; worldviews
44. after-the-fact; testable predictions

Freud drew attention to the unconscious and the irrational, to human defenses against anxiety, to the importance of human sexuality, to the tension between our biological impulses and our social wellbeing, and to our potential for evil.

The Humanistic Perspective

1. Abraham Maslow; Carl Rogers; third-force; potential
2. hierarchy; self-actualization; self-transcendence;
3. peak experiences

For Maslow, such people were self-aware, open, self-accepting, spontaneous, loving, caring, not paralyzed by others' opinions, secure, and problem-centered rather than self-centered.

4. genuine; accepting; empathic
5. unconditional positive regard; spontaneous
5. self-concept
6. questionnaires; self-concept
7. ideally; actually; positive
8. depersonalizing; interviews
9. counseling; education; child-rearing; management; popular

Three criticisms of humanistic psychology are that its concepts are vague and subjective; the individualism it encourages can lead to self-indulgence, selfishness, and an erosion of moral restraints; and it fails to appreciate the human capacity for evil.

The Trait Perspective

1. behaviors; motives; explaining; describing
2. Myers-Briggs Type Indicator; business; career
3. factor analysis; extraversion-introversion; stability-instability
4. brain arousal; frontal; extraverts; introverts; extraverts
5. genes; temperament; behavioral
6. shyness; inhibition
7. are
8. personality inventories
9. Minnesota Multiphasic Personality Inventory; 10

10. empirically
11. a. Emotional stability: on a continuum from calm to anxious; secure to insecure
 - b. Extraversion: from sociable to retiring
 - c. Openness: from preference for variety to routine
 - d. Agreeableness: from soft-hearted to ruthless
 - e. Conscientiousness: from disciplined to impulsive
12. conscientiousness; agreeableness
13. stable; 50; do
14. traits (or dispositions); situation (or environment); person-situation
15. time; situations; correlate; not predictably consistent
16. is not At any given moment a person's behavior is powerfully influenced by the immediate situation, so that it may appear that the person does not have a consistent personality. But averaged over many situations a person's outgoingness, happiness, and carelessness, for instance, are more predictable.
17. animation; speaking; gestures; consistent; does Astrologers use a "stock spiel" that includes information that is generally true of almost everyone. The willingness of people to accept this type of phony information is called the "Barnum effect." A second technique used by astrologers is to "read" a person's clothing, features, reactions, etc. and build their advice from these observations.

The Social-Cognitive Perspective

1. environment; Albert Bandura
2. behaviors; personal; environmental; reciprocal determinism

Different people choose different environments partly on the basis of their dispositions. Our personality shapes how we interpret and react to events. It also helps create the situations to which we react.

3. personal control; internal locus of control; external locus of control; impulses; delay; adjustment; grades; social
4. external; learned helplessness
5. more
6. optimism; attributional style
7. negative states; positive
 - a. positive emotions
 - b. positive character
 - c. positive groups, communities, and cultures
8. unrealistic (illusory) optimism
9. incompetent
10. past behavior in similar situations
11. inner traits

Exploring the Self

1. self
2. possible selves
3. spotlight effect
4. self-esteem; independent of
5. more; racial prejudice
6. high
7. self-serving
8. more
9. above

10. high
11. defensive; criticism; secure; external
12. individualism; independence (or control); achievement; North America; Western Europe; Australia; New Zealand
13. collectivism; interdependence; tradition; harmony; South Korea; Japan; China
14. individualist; loneliness; homicide; stress

Progress Test 1

Multiple-Choice Questions

1. b. is the answer. Personality is defined as patterns of response-of thinking, feeling, and acting that are relatively consistent across a variety of situations. (p. 479)
2. d. is the answer. (p. 480)
 - a. & b. Conscious processes are the focus of these perspectives.
 - c. The trait perspective focuses on the description of behaviors.
3. a. is the answer. (p. 482)
4. c. is the answer. According to Freud, defense mechanisms reduce anxiety unconsciously, by disguising one's threatening impulses. (p. 483) a., b., & d. Unlike these specific emotions, anxiety need not be focused. Defense mechanisms help us cope when we are unsettled but are not sure why.
5. b. is the answer. (p. 484)
 - a. According to most neo-Freudians, Freud placed too great an emphasis on the unconscious mind.
 - c. Freud placed great emphasis on early childhood, and the neo-Freudians basically agreed with him.
 - d. The neo-Freudians accepted Freud's ideas about the basic personality structures.
6. c. is the answer. (p. 505)
 - a. & d. In fact, just the opposite is true.
 - b. Locus of control is not related to intelligence.
7. a. is the answer. (p. 495)
 - b. & c. Locus of control is emphasized by the social-cognitive perspective.
 - d. This is how the ancient Greeks described personality.
8. b. is the answer. Studies have shown that people do not act with predictable consistency from one situation to the next. But, over a number of situations, consistent patterns emerge, and this basic consistency of traits persists over the life span. (p.501)
9. b. is the answer. (p. 490)
 - a. This is true of the psychoanalytic perspective.
 - c. This is true of the social-cognitive perspective.
 - d. This is true of the trait perspective.
10. d. is the answer. (p. 491)
11. b. is the answer. Psychologists who study the self emphasize that for the individual, self-affirming thinking is generally adaptive. People with high self-esteem have fewer sleepless nights, succumb less easily to pressures to conform, and are just plain happier. (p. 515)
12. a. is the answer. Developmental research indicates that development is lifelong. (p. 487) b., c., & d. To varying degrees, research has partially supported these Freudian ideas.
13. c. is the answer. As scoring is largely subjective and the tests have not been very successful in predicting behavior, their reliability and validity have been called into question. (p. 486)
 - a. This is untrue.
 - b. Unlike empirically derived personality tests, projective tests are not standardized.
 - d. Although this may be true, it was not mentioned as a criticism of projective tests.
14. b. is the answer. In doing so, it underestimates the influence of the environment. (pp. 500-501)
 - a. The trait perspective does not emphasize early childhood experiences.

- c. This criticism is unlikely since trait theory does not seek to explain personality development.
 d. Trait theory does not look on traits as being “positive” or “negative.”
15. d. is the answer. (p. 492)
 a. & c. Personality structure is a concern of the psychoanalytic perspective.
 b. Locus of control is a major focus of the social-cognitive perspective.
16. c. is the answer. (p. 496)
 a. & d. A psychoanalytic theorist would be most likely to use a projective test or free association.
 b. This would most likely be the approach taken by a social-cognitive theorist.
17. b. is the answer. In Freud’s theory, the id operates according to the pleasure principle; the ego operates according to the reality principle. (p.481)
 c. The id is presumed to be unconscious.
 d. The superego is, according to Freud, the equivalent of a conscience; the ego is the “personality executive./I
18. b. is the answer. The social-cognitive theory has been accused of putting so much emphasis on the situation that inner traits are neglected. (p. 510)
 a. Such a criticism has been made of the psychoanalytic perspective but is not relevant to the social-cognitive perspective.
 c. Such a criticism might be more relevant to the trait perspective; the social-cognitive perspective offers an explanation in the form of reciprocal determinism.
 d. There are assessment techniques appropriate to the theory, namely, questionnaires and observations of behavior in situations.
19. b. is the answer. (p. 489) a., c., & d. The evidence supports defenses that defend self-esteem, rather than those that are tied to instinctual energy.

20. b. is the answer. (p. 508)

21. d. is the answer. (p. 517)

Matching Items

- | | | |
|---------------|---------------|----------------|
| 1. f (p. 483) | 5. h (p. 483) | 9. c (p. 482) |
| 2. j (p. 486) | 6. d (p. 483) | 10. e (p. 483) |
| 3. b (p. 481) | 7. a (p. 481) | 11. i (p. 486) |
| 4. k (p. 496) | 8. g (p. 495) | |

Progress Test 2

Multiple-Choice Questions

1. d. is the answer. (p. 503)
 a. This perspective emphasizes unconscious dynamics in personality.
 b. This perspective is more concerned with describing than explaining personality.
 c. This perspective emphasizes the healthy, self-actualizing tendencies of personality.
2. d. is the answer. (p. 481)
 a. Self-actualization is a concept of the humanistic perspective.
 b. Through identification, children reduce conflicting feelings as they incorporate their parents’ values.
 c. Jung, rather than Freud, proposed the concept of the collective unconscious.
3. a. is the answer. (p. 494)
4. c. is the answer. In such situations, passive resignation, called learned helplessness, develops. (p.506)
 a. This refers to the belief that one controls one’s fate; the circumstances described lead to precisely the opposite belief.
 b. Reaction formation is a defense mechanism in which unacceptable impulses are channeled into their opposites.
 d. Just the opposite would be true.
5. a. is the answer. Feelings of insecurity reduce self-esteem, and those who feel negative about themselves tend to feel negative about others as well. (p. 512)
6. a. is the answer. (p. 513)

7. b. is the answer. The MMPI was developed by selecting from many items those that differentiated between the groups of interest; hence, it was empirically derived. That it is an objective test is shown by the fact that it can be scored by computer. (p. 496)
 - a. Projective tests present ambiguous stimuli for people to interpret; the MMPI is a questionnaire.
 - c. Although sometimes used to assess job applicants, the MMPI was developed to assess emotionally troubled people.
 - d. The MMPI does not focus on control but, rather, measures various aspects of personality.
8. b. is the answer. Trait theory attempts to describe behavior and not to develop explanations or applications. The emphasis is more on consistency than on change. (p. 494)
9. a. is the answer. "Internals" or those who have a sense of personal control, have been shown to achieve more in school. Relative to externals, they also cope better with stress and are more independent. (p. 505)
10. c. is the answer. In actuality, people with high self-esteem are generally more independent of pressures to conform. (p. 512)
11. d. is the answer. (p. 482)
12. d. is the answer. (p. 493)
13. c. is the answer. In keeping with their emphasis on interactions between people and situations, social-cognitive theorists would most likely make use of observations of behavior in relevant situations. (p. 509)
 - a. & d. Personality inventories and factor analyses would more likely be used by a trait theorist.
 - b. Projective tests would more likely be used by a psychologist working within the psychoanalytic perspective.
14. d. is the answer. Trait theory defines personality in terms of behavior and is therefore interested in describing behavior; psychoanalytic theory defines personality as dynamics underlying behavior and therefore is interested in explaining behavior in terms of these dynamics. (pp. 480, 494)
15. d. is the answer. (p. 497)
16. c. is the answer. Although many researchers think of the unconscious as information processing without awareness rather than as a reservoir of repressed information, they agree with Freud that we do indeed have limited access to all that goes on in our minds. (p. 488)
17. c. is the answer. (p. 482)
 - a. & b. Reaction formation is the defense mechanism by which people transform unacceptable impulses into their opposites.
 - d. It is the superego, rather than the ego, that represents parental values.
18. d. is the answer. (pp. 488-489)
19. d. is the answer. (p. 491)
20. a. is the answer. Neuroticism, extraversion, and openness tend to decrease, while agreeableness and conscientiousness tend to increase. (p. 498)
 - b. The Big Five dimensions describe personality in various cultures reasonably well.
 - c. Heritability generally runs 50 percent or more for each dimension.

Matching Items

- | | | |
|---------------|---------------|----------------|
| 1. g (p.486) | 5. d (p. 482) | 9. e (p. 496) |
| 2. i (p. 482) | 6. a (p. 481) | 10. b (p. 482) |
| 3. h (p. 485) | 7. k (p. 496) | 11. c (p. 480) |

4. j (p. 481) 8. f (p. 503) Psychology Applied

Multiple-Choice Questions

1. c. is the answer. (p. 491) h., c., & d. None of these theories or perspectives offers any particular explanation of this tendency.
2. d. is the answer. Impulsiveness is the mark of a strong id; self-indulgence is the mark of a weak superego. Because the ego serves to mediate the demands of the id, the superego, and the outside world, its strength or weakness is judged by its decision-making ability, not by the character of the decision-so the ego is not relevant to the question asked. (pp. 481-482)

3. d. is the answer. The social-cognitive perspective emphasizes the reciprocal influences between people and their situations. In this example, Ramona's parents (situational factor) helped shape her political beliefs (internal factor), which influenced her choice of colleges (situational factor) and created an environment that fostered her predisposed political attitudes. (p. 503)
4. b. is the answer. Sarcasm is said to be an attempt to deny the passive dependence characteristic of the oral stage. (p. 483)
 - a. A person who is projecting attributes his or her own feelings to others.
 - c. Such a person might be either messy and disorganized or highly controlled and compulsively neat.
 - d. Displacement involves diverting aggressive or sexual impulses onto a more acceptable object than that which aroused them.
5. c. is the answer. (p. 513)
 - a. A person with an internal locus of control would be likely to accept responsibility for a failing grade.
 - b. Unconditional positive regard is an attitude of total acceptance directed toward others.
 - d. Reciprocal determinism refers to the mutual influences among personality, environment, and behavior.
6. c. is the answer. (pp. 511-512)
 - a. This describes self-serving bias.
 - b. This describes external locus of control.
7. c. is the answer. (p. 495)
 - a. & b. According to this theory, introverts have relatively high levels of arousal, causing them to crave solitude.
 - d. Isolation might lower arousal level even further.
8. a. is the answer. (p. 496)
 - b. & c. The TAT and Rorschach are projective tests that were not empirically derived.
 - d. A personality test that measures locus of control would not be helpful in identifying troubled behaviors.
9. d. is the answer. Projective tests provide ambiguous stimuli, such as random dot patterns, in an attempt to trigger in the test-taker projection of his or her personality. (p. 486)
10. b. is the answer. (p. 494)
 - a. The psychoanalytic perspective emphasizes unconscious processes in personality dynamics.
 - c. The humanistic perspective emphasizes each person's potential for healthy growth and self-actualization.
 - d. The social-cognitive perspective emphasizes the reciprocal influences of personality and environment.
11. a. is the answer. Freud believed that dreams and such slips of the tongue reveal unconscious conflicts. (p. 481)
 - b. A person fixated in the oral stage might have a sarcastic personality; this child's slip of the tongue reveals nothing about her psychosexual development.
 - c. & d. Unconditional positive regard and personal control are not psychoanalytic concepts.
12. d. is the answer. (p. 495)
 - a. & b. The traits of Isaiah and Rashid reveal nothing about their sense of personal control.
13. a. is the answer. Reciprocal determinism refers to the mutual influences among personal factors, environmental factors, and behavior. (p. 503)
 - b. Personal control is one's sense of controlling, or being controlled by, the environment.
 - c. In Freud's theory, identification is the process by which children incorporate parental values into their developing superegos.
 - d. Self-serving bias describes our readiness to perceive ourselves favorably.
14. c. is the answer. (p. 497)
15. c. is the answer. (pp. 500-501)
16. d. is the answer. (p. 491)
 - a. & b. These are concepts used by trait theorists rather than humanistic theorists such as Maslow.
 - c. This reflects Freud's viewpoint.
17. c. is the answer. (p. 492) a., b., & d. The self-concept is not relevant to the psychoanalytic, trait, or social-cognitive perspectives.

18. a. is the answer. (p. 491)
 - b. The text does not discuss the impact of discipline on personality.
 - c. This would constitute conditional, rather than unconditional, positive regard and would likely cause the children to be less accepting of themselves and others.
19. c. is the answer. Suzy is trying to justify her purchase by generating (inaccurate) explanations for her behavior. (p. 483)
 - a. Displacement is the redirecting of impulses toward an object other than the one responsible for them.
 - b. Reaction formation is the transformation of unacceptable impulses into their opposites.
 - d. Projection is the attribution of one's own unacceptable thoughts and feelings to others.
20. b. is the answer. (p. 508)
 - a. Both positive psychology and humanistic psychology focus on advancing human fulfillment.
 - c. Both perspectives focus, at least partly, on individual characteristics.
21. b. is the answer. Although parental values differ from one time and place to another, studies reveal that Western parents today want their children to think for themselves, while Asian and African parents place greater value on emotional closeness. (p. 517)
 - d. Both of these values are more typical of Asian than Western cultures.

Essay Question

Because you are apparently in good psychological health, according to the psychoanalytic perspective you must have experienced a healthy childhood and successfully passed Freud's stages of psychosexual development. Freud would also say that your ego is functioning well in balancing the demands of your id with the restraining demands of your superego and reality. Freud might also say that your honest nature reflects a well-developed superego, while Jung might say it derives from a universal value found in our collective unconscious.

According to the humanistic perspective, your open and honest nature indicates that your basic needs have been met and you are in the process of self-actualization or even self-transcendence (Maslow). Furthermore, your openness indicates that you have a healthy self-concept and were likely nurtured by genuine, accepting, and empathic caregivers (Rogers). More recently, researchers who emphasize the self would also focus on the importance of a positive self-concept.

Trait theorists would be less concerned with explaining these specific characteristics than with describing them, determining their consistency, and classifying your personality type. Some trait theorists, such as Allport, Eysenck, and Kagan, attribute certain trait differences to biological factors such as autonomic reactivity and heredity.

According to the social-cognitive perspective, your personal factors, behavior, and environmental influences interacted in shaping your personality and behaviors. The fact that you are a responsible person indicates that you perceive yourself as controlling, rather than as controlled by, your environment.

Key Terms

1. Personality is an individual's characteristic pattern of thinking, feeling, and acting. (p. 479)
2. Free association is the Freudian technique in which the person is encouraged to say whatever comes to mind as a means of exploring the unconscious. (p. 480)
3. Psychoanalysis is Freud's theory of personality that attributes thoughts and actions to unconscious motives and conflicts; also, the techniques used in treating psychological disorders by seeking to expose and interpret the tensions within a patient's unconscious. (p. 480)
4. In Freud's theory, the unconscious is the reservoir of mostly unacceptable thoughts, wishes, feelings, and memories. According to contemporary psychologists, it is a level of information processing of which we are unaware. (p. 480)
5. In Freud's theory, the id is the unconscious system of personality, consisting of basic sexual and aggressive drives, that supplies psychic energy to personality. It operates on the pleasure principle. (p.481)

6. In psychoanalytic theory, the ego is the conscious division of personality that attempts to mediate among the demands of the id, the superego, and reality. It operates on the reality principle. (p. 481)
7. In Freud's theory, the superego is the division of personality that contains the conscience and develops by incorporating the perceived moral standards of society. (p. 482)
8. Freud's psychosexual stages are developmental periods children pass through during which the id's pleasure-seeking energies are focused on different erogenous zones. (p. 482)
9. According to Freud, boys in the phallic stage develop a collection of feelings, known as the Oedipus complex, that center on sexual attraction to the mother and resentment of the father. Some psychologists believe girls have a parallel Electra complex. (p. 482)
10. In Freud's theory, identification is the process by which the child's superego develops and incorporates the parents' values. Freud saw identification as crucial, not only to resolution of the Oedipus complex, but also to the development of gender identity. (p. 482)
11. In Freud's theory, fixation occurs when development becomes arrested, due to unresolved conflicts, in an earlier psychosexual stage. (p. 483)
12. In Freud's theory, defense mechanisms are the ego's methods of unconsciously protecting itself against anxiety by distorting reality. (p. 483)
13. The basis of all defense mechanisms, repression is the unconscious exclusion of anxiety-arousing thoughts, feelings, and memories from the conscious mind. Repression is an example of motivated forgetting: "One H forgets" what one really does not wish to remember. (p. 483)
14. Regression is the defense mechanism in which a person faced with anxiety reverts to a more infantile psychosexual stage. (p. 483)
15. Reaction formation is the defense mechanism in which the ego converts unacceptable impulses into their opposites. (p. 483)
16. In psychoanalytic theory, projection is the unconscious attribution of one's own unacceptable feelings, attitudes, or desires to others. (p. 483)

Memory aid: To project is to thrust outward. Projection is an example of thrusting one's own feelings outward to another person.

17. Rationalization is the defense mechanism in which one devises self-justifying but incorrect reasons for one's behavior. (p. 483)
18. Displacement is the defense mechanism in which a sexual or aggressive impulse is shifted to a more acceptable or less threatening object other than the one that originally aroused the impulse. (p.484)
19. Denial is the defense mechanism in which people refuse to believe or even perceive a painful reality. (p.484)
20. The collective unconscious is Jung's concept of an inherited unconscious shared by all people and deriving from our species' history. (p. 485)
21. Projective tests, such as the TAT and Rorschach, present ambiguous stimuli onto which people supposedly project their own inner feelings. (p.486)
22. The Thematic Apperception Test (TAT) is a projective test that consists of ambiguous pictures about which people are asked to make up stories, which are thought to reflect their inner feelings and interests. (p. 486)
23. The Rorschach inkblot test, the most widely used projective test, consists of 10 inkblots that people are asked to interpret; it seeks to identify people's inner feelings by analyzing their interpretations of the blots. (p. 486)

24. According to terror-management theory, thinking about one's mortality can provoke terror-management defenses such as prejudice. (p. 489)
25. In Maslow's theory, self-actualization describes the process of fulfilling one's potential and becoming spontaneous, loving, creative, and self-accepting. Self-actualization becomes active only after the more basic physical and psychological needs have been met. (p. 491)
26. According to Rogers, unconditional positive regard is an attitude of total acceptance toward another person. (p. 491) .
27. Self-concept refers to one's personal awareness of "who I am." In the humanistic perspective, the self-concept is a central feature of personality; life happiness is significantly affected by whether the self-concept is positive or negative. (p. 492)
28. Traits are people's characteristic patterns of behavior. (p. 494)
29. Personality inventories, associated with the trait perspective, are questionnaires used to assess personality traits. (p. 496)
30. Consisting of 10 clinical scales, the Minnesota Multiphasic Personality Inventory (MMPI) is the most widely researched and clinically used personality inventory. (p. 496)
31. An empirically derived test is one developed by testing many items to see which best distinguish between groups of interest. (p. 496)
32. According to the social-cognitive perspective, behavior is the result of interactions between people (and their thinking) and their social context. (p.503)
33. According to the social-cognitive perspective, personality is shaped through reciprocal determinism, or the interacting influences of behavior, internal cognition, and environment. (p. 503)
34. Personal control refers to the extent to which people perceive control over their environment. (p.505)
35. External locus of control is the perception that your fate is determined by forces not under personal control. (p. 505)
36. Internal locus of control is the perception that, to a great extent, you control your own destiny. (p.505)
37. Focusing on positive emotions, character virtues such as creativity and compassion, and healthy families and neighborhoods, positive psychology is the scientific study of optimal human functioning. (p. 508)
38. In contemporary psychology, the self is the organizer of our thoughts, feelings, and actions. (p.511)
39. The spotlight effect is the tendency of people to overestimate the extent to which other people are noticing and evaluating them. (p. 512)
40. Self-esteem refers to an individual's sense of self-worth. (p. 512)
41. Self-serving bias is the tendency to perceive oneself favorably. (p. 513)
42. Individualism is giving priority to personal goals over group goals and defining one's identity in terms of personal attributes rather than group identification. (p. 516)
43. Collectivism is giving priority to the goals of one's group and defining one's identity accordingly. (p. 516)