



ROBBINS CHAPTER-

4

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- Personalitythe way we act and react to others
- Personality determinants
 - Heredity...research with twins
 - Environment...cultures
 - Situation...church, basketball game
- Personality traits
 - 16 primary traits, Fig. 4-2



- Myers-Briggs
 - ✓ Extraverted-Introverted...E & I
 - ✓ Sensing-Intuitive...S & N
 - ✓ Thinking-Feeling...T & F
 - ✓ Perceiving-Judging...P & J
 - ✓ Good research does not support...so why?
- The Big Five Model
 - Extraversion...extraverts/introverts
 - Agreeableness...propensity to defer to others
 - Conscientiousness...reliability
 - Emotional Stability...stress control
 - Openness to experience...interest in the new