



# ROBBINS CHAPTER- 4

A large, horizontal, yellow arrow graphic pointing to the right, with a gradient from light yellow to dark yellow, positioned in the middle of the slide.

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- Personality ....the 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