

## **Personality**

### **Chapter 15**

#### **Personality**

- A person's general style of interacting with the world
- People differ from one another in ways that are relatively consistent over time and place

#### **Personality**

- Psychoanalytic Theory
- Trait Theory
- Social/Cognitive Approach
- Humanistic Approach

#### **Psychoanalytic Approach**

- Developed by Sigmund Freud
- Psychoanalysis is both an approach to therapy and a theory of personality
- Emphasizes unconscious motivation - the main causes of behavior lie buried in the unconscious mind

#### **Psychoanalytic**

##### **Divisions of the Mind**

- Id - instinctual drives present at birth
  - does not distinguish between reality and fantasy
  - operates according to the pleasure principle
- Ego - develops out of the id in infancy
  - understands reality and logic
  - mediator between id and superego
- Superego
  - internalization of society's moral standards
  - responsible for guilt

##### **Defense Mechanisms**

- Unconscious mental processes employed by the ego to reduce anxiety

##### **Post-Freudian Psychodynamic Theories**

- Karen Horney's focus on security
- Object relations theories
- Alfred Adler's individual psychology
- Erik Erikson's psychosocial development
- Carl Jung's collective unconscious

##### **Trait Theories**

- Trait - a relatively stable predisposition to behave in a certain way
- Goal of trait theories is to specify a set of distinct personality dimensions for use in summarizing fundamental psychological differences

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### **Trait Theories**

- Specific behaviors
- Surface traits - linked directly to a set of related behaviors
- Central traits - fundamental dimensions of personality

### **Predictive Value of Traits**

- Stability of personality
- Relationship to actual behaviors
- Situation-specific traits

### **Social-Cognitive Perspective**

- Based on research on learning, cognition, and social influence
- Focuses on beliefs and habits that increase or decrease people's ability to take control of their lives and accomplish goals

### **Social-Cognitive Perspective**

- Locus of Control
  - proposed by Julian Rotter
  - belief that rewards either are or are not controllable by one's own efforts
  - may be internal or external

### **Social-Cognitive Perspective**

- Self-Efficacy
  - proposed by Albert Bandura
  - belief about one's ability to perform specific tasks
  - can be high or low

### **Humanistic Perspective**

- Focuses on the human tendency to create belief systems and to govern our lives in accordance with these beliefs
- Phenomenological reality - one's conscious understanding of his/her world

### **Humanistic Perspective**

- Carl Rogers's person-centered approach
  - self-concept is central to personality
  - conditional positive regard - love and praise is withheld unless one conforms to others' expectations
  - unconditional positive regard - accepting a person regardless of who they are or what they do

## **Humanistic Perspective**

- Abraham Maslow
  - hierarchy of needs
  - self-actualization - the realization of one's dreams and capabilities