

**Ch. 12: Personality**  
compiled by Cetin

I. Personality

- a. The Nature of personality
  1. Personality refers to an individual's unique set of consistent behavioral traits
    - A. A person's behavior is stable over time and across different situations
    - B. See behavioral differences among people reacting to the same situation
  2. Personality trait is a durable disposition to behave in a particular way in a variety of situations
  3. The 5 Factor Model of personality traits
    - A. Extroversion
    - B. Neuroticism
    - C. Openness to Experience
    - D. Agreeableness
    - E. Conscientiousness
- b. Psychodynamic theory
  1. Freud's Psychoanalytic theory
    - A. Treatment of disorders w/ psychoanalysis
    - B. Developed psychoanalytic theory
    - C. Focused on the influence of early childhood experiences, on unconscious motives, and conflicts and on the methods people used to cope w/ their sexual and aggressive urges
  2. The id is the primitive, instinctive component of personality that operates according to the pleasure principle
    - A. Reservoir of psychic energy (driving force)
    - B. Raw biological urges
    - C. Pleasure Principle: demands immediate gratification of urges
  3. The ego is the decision-making component of personality that operates according to the reality principle
    - A. Mediates between id and external social world
    - B. Considers society's rules, norms, and customs
    - C. Reality principle: seeks to delay gratification of the id's urges until appropriate outlets and situations can be found
  4. The super ego is the moral component of personality that incorporates social standards about what represents right and wrong
  5. Levels of Awareness
    - A. The conscious consists of whatever one is aware of at a particular point in time
    - B. The preconscious contains material just beneath the surface of awareness that can be easily retrieved
      - i. Ex. what you had for dinner last night
    - C. The Unconscious contains thoughts, memories, and desires that are well below the surface of conscious awareness but that nonetheless exert great influence on behavior
      - i. A forgotten trauma from childhood
      - ii. Hidden feelings of hostility toward a parent
  6. Freud assumed that behavior is the result of ongoing series of conflicts between the id, ego, and super ego
  7. Anxiety and defense mechanisms
    - A. Long term conflicts create internal tension
    - B. The long-term conflicts usually involve sexual and aggressive impulses
    - C. The conflicts are played out in the unconscious and produce anxiety that reaches the consciousness
    - D. Anxiety is due to ego worrying about:
      - i. The id is getting out of control
      - ii. the superego getting out of control and making you feel guilty
    - E. Defense mechanisms are large unconscious reactions that protect a person from unpleasant emotions such as anxiety and guilt
      - i. Rationalization: creating false but plausible excuses to justify unacceptable behavior
      - ii. Repression: keeping distressing thoughts and feelings buried in the unconscious
      - iii. Projection: attributing one's own thoughts, feelings, or motives to another

- iv. Displacement: diverting emotional feelings (usually anger) from their original source to a substitute target
  - v. Reaction Formation: behaving in a way that is exactly the opposite of one's true feelings
  - vi. Regression: reversion to immature patterns of behavior
  - vii. Identification: bolstering self esteem by forming an imaginary or real alliance w/ some person or group
8. Freud's development of Personality
- A. Freud proposed that the basic foundation of an individual's personality was established by 5 years of age
  - B. Children deal w/ immature erotic urges, which included various biological urges for physical pleasure
  - C. The nature of the sexual urge changes from one stage of development to another
  - D. Psychosexual stage is developmental period w/ a characteristic sexual focus that leaves their mark on adult personality
  - E. The way the challenge of each stage are handle shapes personality
  - F. Fixation is the failure to move forward from one stage to another
    - i. Fixation can be caused by excessive ratification of needs at a particular stage or by excessive frustration of those needs
- c. Behavioral Perspectives
- 1. Behaviorism: based on the premise that scientific psychology should study only observable behavior
  - 2. B.F. Skinner's view of personality structure
    - A. Focused on the external environment molds behavior
    - B. Felt that behavior is determined fully by environmental stimuli
    - C. Personality is due to a sum of a collection of response tendencies that are associated w/ various stimuli situations
  - 3. Skinners view of personality developments
    - A. people learn various tendencies
    - B. Learning is through operant conditioning
    - C. People's characteristics response tendencies are shaped by reinforcers and other environmental consequences that follow behavior
    - D. Felt cognitive processes were not important
  - 4. Bandura's Social Cognitive Theory