

# UNIT 10 — PERSONALITY

Vocabulary Term	Definition of Term	Example
Personality	An individual's characteristic pattern of thinking, feeling, acting.	Aggressive, funny,
Free Association	In psychoanalysis, a method of exploring the unconscious in which the person relaxes and says whatever comes to mind, no matter how trivial or embarrassing.	
Psychoanalysis	<i>Freud's</i> theory of personality that attributes thoughts and actions to unconscious motives and conflicts; the techniques used in treating psychological disorders by seeking to expose and interpret unconscious tensions.	Therapy through talking.
Unconscious	According to <i>Freud</i> , a reservoir of mostly unacceptable thoughts, wishes, feelings, and memories. According to contemporary psychologists, information processing of which we are unaware.	Id, Repression- forcible blocking of unacceptable passions and thoughts.
Id	Contains a reservoir of unconscious psychic energy that, according to <i>Freud</i> , strives to satisfy basic sexual and aggressive drives; operates on the <i>pleasure principle</i> , demanding immediate gratification.	Needs, drives, instincts, and repressed material. What we want to do.
Ego	The largely conscious, "executive" part of personality that, according to <i>Freud</i> , mediates among the demands of the id, superego, and reality; operates under the <i>reality principle</i> , satisfying the id's desires in ways that will realistically bring pleasure rather than pain.	What we can do; reality
Superego	The part of personality that, according to <i>Freud</i> , represents internalized ideals and provides standards for judgment (the conscience) and for future aspirations.	Operates based on the <i>Moral Principle</i> . What we should do.
Psychosexual Stages	The childhood stages of development during which, according to <i>Freud</i> , the id's pleasure seeking energies focus on distinct erogenous zones.	Oral, Anal, Phallic, Latency, Genital
Oedipus Complex	According to <i>Freud</i> , a boy's sexual desires toward his mother and feelings of jealousy and hatred for the rival father.	Boy desires to take the place of his father.
Identification	The process by which, according to <i>Freud</i> , children incorporate their parents' values into their developing superegos.	Boy's relate more to their fathers and girls relate more to their mothers.
Fixation	According to <i>Freud</i> , a lingering focus of pleasure-seeking energies at an earlier psychosexual state in which conflicts were unresolved.	A child carries a stage, such as thumb sucking, into adulthood.
Defense Mechanisms	In psychoanalytic theory, the ego's protective methods of reducing anxiety by unconsciously distorting reality.	Repression, Regression, Projection, Rationalization, ect.
Repression	In psychoanalytic theory, the basic defense mechanism that banishes anxiety-arousing thoughts, feelings, and memories from consciousness.	A student forgets that a difficult term paper is due.
Regression	Psychoanalytic defense mechanism in which an individual faced with anxiety retreats to a more infantile psychosexual stage, where some psychic energy remains fixated.	An adolescent cries when forbidden to use the family car.
Reaction Formation	Psychoanalytic defense mechanism by which the ego unconsciously switches unacceptable impulses into their opposites. Thus, people may express feelings that are the opposite of their anxiety-arousing unconscious feelings.	A sadistic individual becomes a physician.
Projection	Psychoanalytic defense mechanism by which people disguise their own threatening impulses by attributing them to others.	A hostile person perceives the world as being a dangerous place.
Rationalization	Defense mechanism that offers self-justifying explanations in place of the real, more threatening, unconscious reasons for one's actions	A man explains cheating on his taxes as, "everyone does it."
Displacement	Psychoanalytic defense mechanism that shifts sexual or aggressive impulses towards a more acceptable or less threatening object or person, as when redirecting anger	A worker picks a fight with her spouse after being criticized sharply by her supervisor.

	toward a safer outlet.	
Denial	Defense mechanism by which people refuse to believe or even to perceive painful realities.	Ben started using drugs and his parents don't believe the principal when she called to talk about the obvious problem.
Collective Unconscious	<i>Carl Jung's</i> concept of a shared, inherited reservoir of memory traces from our species' history.	Supreme being, nurturing mother, wise man, hostile brother, rebirth.
Projective Test	A personality test that provides ambiguous stimuli designed to trigger projection of one's inner dynamics.	Rorschach or TAT
Thematic Apperception Test (TAT)	A projective Test in which people express their inner feelings and interests through the stories they make up about ambiguous scenes.	
Rorschach Inkblot Test	The most widely used projective test, a set of 10 inkblots, designed by <i>Hermann Rorschach</i> ; seeks to identify people's inner feelings by analyzing their interpretations of inkblots.	
Terror-Management Theory	A theory of death-related anxiety; explores people's emotional and behavioral responses to reminders of their impending death.	
Self-Actualization	According to <i>Maslow</i> , one of the ultimate psychological needs that arises after basic physical and psychological needs are met and self-esteem is achieved; the motivation to fulfill one's potential.	Morality, creativity, spontaneity, problem solving, lack of prejudice, realization of one's unique potential.
Unconditional Positive Regard	According to <i>Rogers</i> , an attitude of total acceptance toward another person.	Genuine, accepting, and empathetic
Self-Concept	All our thoughts and feelings about ourselves, in answer to the question, "Who am I?"	
Trait	A characteristic pattern of behavior or a disposition to feel and act, as assessed by self-report inventories and peer reports.	Conscientiousness, Agreeableness, Neuroticism, Openness, Extraversion
Personality Inventory	A questionnaire (often with <i>true-false</i> or <i>agree-disagree</i> items) on which people respond to items designed to gauge a wide range of feelings and behaviors; used to assess selected personality traits.	Minnesota Multiphasic Personality Inventory
Minnesota Multiphasic Personality Inventory (MMPI)	The most widely researched and clinically used of all personality test. Originally developed to identify emotional disorder (still considered its most appropriate use), this test is now used for many other screening purposes.	
Empirically Derived Test	A test, (such as the MMPI) developed by testing a pool of items and then selection those that discriminate between groups.	Minnesota Multiphasic Personality Inventory

Authors of Important Study	Basic of What Was Done	Lesson(s) learned from the study
Freud	Explored the unconscious through Dream Analysis	Manifest vs latent content (hidden) - dreams are the royal road to the unconscious mind.

Name of Person	What this person is known for	Impact on Psychology
Sigmund Freud	Psychoanalysis	<ol style="list-style-type: none"> <li>1. Human behavior can't always be explained in terms of rational reasonable motives</li> <li>2. 5 levels of consciousness</li> <li>3. Talk therapy</li> <li>4. Personality results from childhood events</li> <li>5. Defense Mechanisms</li> </ol>
Carl Jung	Collective Unconsciousness	Collective Unconscious contains archetypes (specific universal ideas shared by all)
Alfred Adler	The Driving force in people's lives is the desire to overcome inferiority.	Children learning to overcome inadequacies from parents- the pattern they learn produces a lifestyle (affects personality)
Karen Horney	Criticizing Freud's "masculine view of psychology."	The basis for personality forming in childhood was not "penis envy," it was, "womb envy." Also that childhood anxiety is a child's helplessness requires him/her to seek love and security, Therefore personality is built on this early fight against rejection.
Abraham Maslow	Hierarchy of Needs	That our personality is determined by our efforts to reach self-actualization. (full potential)
Carl Rogers	Ideal self vs. actual self & Unconditional positive regard- liking someone no matter what.	People develop potential by being <i>genuine, accepting, and empathetic</i> .
Hermann Rorschach	Rorschach Inkblot Test	Created the most widely used projective test.