Personality Lecture outline

• Announcement: reminder re: physical activity questionnaires (can give them to me)
• Today you get a whirlwind tour of one of the most fascinating topics of psychology
• What is personality? (a short history)
• How can we best describe it? (some differing views)
• How can we assess and evaluate personality? (scales, analysis, and Rorschachs, oh my!)
Structure of the lecture

• I will discuss the major theories of personality in the following order, outlining the theory, and mentioning some ways of assessing personality under each theory:
  – Trait
  – Psychodynamic
  – Humanistic
  – Cognitive-Behavioural
The man is Dr. Michael Atkinson, a sociologist at McMaster University in Hamilton. He is a proponent of “participant observation” research, where a researcher involves themselves with the research “subjects”, trying to understand their social world from their point of view.

Dr. Atkinson has applied this technique to studying the tattooing “subculture” and more recently to male body modification and how it relates to evolving theories of gender, masculinity, the body and culture.

His personality? This cannot be determined accurately by simply viewing a picture of him.
Historical approaches to personality

- Hippocrates, a Greek physician, classified people by four essential dimensions:

<table>
<thead>
<tr>
<th>Bodily Fluids</th>
<th>Cosmic Elements</th>
<th>Temperaments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black Bile</td>
<td>Earth</td>
<td>Melancholic (sad)</td>
</tr>
<tr>
<td>Blood</td>
<td>Air</td>
<td>Sanguine (cheerfully confident)</td>
</tr>
<tr>
<td>Yellow Bile</td>
<td>Fire</td>
<td>Choleric (bad tempered, angry)</td>
</tr>
<tr>
<td>Phlegm</td>
<td>Water</td>
<td>Phlegmatic (sluggish, unemotional)</td>
</tr>
</tbody>
</table>

- Hippocrates traveled to Rome where he practiced medicine and influenced a great anatomist, Galen, who adopted these four dimensions of human character.
Historical approaches to personality (cont.)

- Phrenologists used a scheme based on skull size and shape to classify persons.
- This method was very popular in Europe in the 16th century (and a little today?..)
Historical approaches to personality (cont.)

- Although both Hippocrates’ typology and phrenology were wrong in their explanation of why people differ in personality, they were on the right track in looking to bodily/physiological explanations of personality differences.
- This was a significant step forward from attempting to explain such differences as being attributable to spirits, demons or “little people” inside us.
Personality: Modern Approaches

• A modern definition of **personality** is *an individual's unique constellation of consistent behavioural traits*

• There are several classic psychological theories that attempt to explain personality:
  – Trait
  – Psychodynamic
  – Humanistic
  – Cognitive-Behavioural
Trait theories
Sample personality test

• Scale:
  0 = Extremely uncharacteristic of me
  1 = Somewhat uncharacteristic of me
  2 = Neither characteristic nor uncharacteristic of me
  3 = Somewhat characteristic of me
  4 = Extremely characteristic of me

1. I'm concerned about my style of doing things.
2. I'm concerned about the way I present myself.
3. I'm self-conscious about the way I look.
4. I usually worry about making a good impression.
5. One of the last things I do before I leave my house is look in the mirror.
6. I’m concerned about what other people think of me.
7. I'm usually aware of my appearance.
Sample personality test (cont.)

• This test is the **Public Self-Consciousness Scale**.
  – Designed to measure the extent to which you are concerned about what others think of you

• To figure your score, total your values for the seven items

• Norms among American undergraduates:
  – Women: 19.3 Men: 18.9
  – Standard Deviation in both groups: 4.0
  – So about two-thirds of both groups were either 2 points above or below these figures
How good is this personality scale?

• How would we measure how good a scale this is? Does it indeed do what it is supposed to do?
• To answer this question we need to refer to the “Bobbsey Twins” of psychological measurement:
  – Reliability and validity
• If this test is a reliable test, what will it do?
  – Give a similar score the second time a person takes it, compared to the first time.
  – Test-retest reliability; refers to consistency across time
• How good do you think the test-retest reliability of this test is?
  – Actually quite good: $r = .84$ on test-retest two weeks apart
Scale validity

• How about validity; how would you demonstrate that this scale actually measures ‘Public Self-Consciousness’ and not something else?
  – By comparing the results of this scale with some external criterion: either behaviour or judgment of an expert.

• E.g., you might expect people who are self-conscious to:
  – Glance at mirrors more
  – Fuss with their clothes more
  – Appear more nervous in social settings
  – Have their friends rate them as more self-conscious

• We don't have data on these criterion validation measures.
• However, do have some data on **convergent validity** (extent to which the scale relates to characteristics similar to but not identical to it)

• People scoring high on this Public Self-Consciousness Scale are:
  – More concerned with fashion
  – More likely to conform to social pressure

• Another component of validity: **discriminant validity**

• Scale should **not** correlate highly with traits that are conceptually distinct
  – E.g., sociability, exhibitionism, self-confidence

• No data on discriminant validity of this scale
Summary of Public Self-Consciousness Scale

- So, overall this scale shows high test-retest reliability, good evidence of convergent validity and as yet no data on other aspects of validity.
- Overall, not a bad little research scale, although one would like to see further research fleshing out some of the missing aspects of reliability and validity.

- Do you think Public Self-Consciousness is a trait?
- Definition: a **personality trait** is a durable disposition to behave in a particular way in a variety of situations.
Is Public Self-Consciousness a “trait”

• Do you think Public Self-Consciousness is a trait?
  – Definition: a **personality trait** is a durable disposition to behave in a particular way in a variety of situations
  – PSC probably enduring (apart from normative developmental trends), but does it influence our behaviour in a variety of situations?
  – Certainly **not** to the same degree say: extraversion, or agreeableness (personality characteristics that are widely agreed to be traits).
The glass is half full!
The glass is half empty.

Half full... No! Wait! Half empty!... No, half... What was the question?
Hey! I ordered a cheeseburger!

The four basic personality types.
The trait perspective: overview and history

- Traits may be inside the person, but the utility of a trait theory is that we can lump together many actions as a single trait.
  - **Gordon Allport** developed a major trait theory in 1961; he classified traits as either common to many people or unique to one person.
  - **Raymond Cattell** pushed **factor analysis** further and developed a set of **surface traits** and another of **source traits**.
  - **Eysenck’s 3 dimensions**: Cattel’s factors overlapped (were intercorrelated). Eysenck used zero correlation factors analysis, and got three clear dimensions: extraversion, neuroticism, and psychoticism. Criticisms? His terms imply more severe disturbances, rather than normal traits.
  - **Paul McCrae and Paul Costa**: **five-factor theory** of personality, personality breaks into to five critical traits (**Big Five or five-factor personality theory**).
The Trait Perspective

The “Big Five” Personality Factors

<table>
<thead>
<tr>
<th>Trait Dimension</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emotional Stability</td>
<td>Calm versus anxious</td>
</tr>
<tr>
<td>[Neuroticism]</td>
<td>Secure versus insecure</td>
</tr>
<tr>
<td></td>
<td>Self-satisfied versus self-pitying</td>
</tr>
<tr>
<td>Extraversion</td>
<td>Sociable versus retiring</td>
</tr>
<tr>
<td></td>
<td>Fun-loving versus sober</td>
</tr>
<tr>
<td></td>
<td>Affectionate versus reserved</td>
</tr>
<tr>
<td>Openness</td>
<td>Imaginative versus practical</td>
</tr>
<tr>
<td></td>
<td>Preference for variety versus preference for routine</td>
</tr>
<tr>
<td></td>
<td>Independent versus conforming</td>
</tr>
<tr>
<td>Agreeableness</td>
<td>Soft-hearted versus ruthless</td>
</tr>
<tr>
<td></td>
<td>Trusting versus suspicious</td>
</tr>
<tr>
<td></td>
<td>Helpful versus uncooperative</td>
</tr>
<tr>
<td>Conscientiousness</td>
<td>Organized versus disorganized</td>
</tr>
<tr>
<td></td>
<td>Careful versus careless</td>
</tr>
<tr>
<td></td>
<td>Disciplined versus impulsive</td>
</tr>
</tbody>
</table>

Source: Adapted from McCrae & Costa (1986, p. 1002).
Heritability and environmental variance for the Big Five traits. Based on the twin study data of Riemann et al. (1997), Plomin and Caspi (1999) estimated the heritability of each of the Big Five traits. The data also allowed them to estimate the amount of variance on each trait attributable to shared environment and nonshared environment. As you can see, the heritability estimates hovered in the vicinity of 40%, with two exceeding 50%. As in other studies, the influence of shared environment was very modest. (Based on Plomin and Caspi, 1999)
Projective vs. objective personality tests (cont.)

- **Objective test**: questions or statement to which individuals respond in various ways
- **Projective tests of personality** use ambiguous stimuli that can be interpreted in many different ways.
Objective Tests: Self-Report inventories

- People are asked to answer groups of questions about how they typically think, act, and feel.
- Their responses, or self-reports, are scored objectively.
Objective Tests: Self-Report inventories (cont.)

- Self-report inventories are easy to administer, and they paint a reasonably reliable picture of how someone differs from the average.
- Some self-report tests are based on popular trait theories.
Objective Tests:
Self-Report inventories- MMPI

- Minnesota Multiphasic Personality Inventory (MMPI)
  - the most widely researched and clinically used of all personality tests
  - originally developed to identify emotional disorders (still considered its most appropriate use)
  - now used for many other screening purposes
Objective Tests:
Self-Report inventories- MMPI (cont.)

- The MMPI requires test takers to answer hundreds of true-false questions about themselves (e.g., “I never get angry”), An individual’s answers are expressed in a personality profile that describes his or her scores on various subscales.
Objective Tests:
Self-Report inventories- MMPI (cont.)

- Minnesota Multiphasic Personality Inventory (MMPI) test

Hysteria
(uses symptoms to solve problems)

Masculinity/femininity
(interests like those of other sex)

Psychopathic deviancy
(disregard for social standards)

Paranoia
(delusions, suspiciousness)

Psychasthenia
(anxious, guilt feelings)

Schizophrenia
(withdrawn, bizarre thoughts)

Hypomania
(overactive, excited, impulsive)

Social introversion
(shy, inhibited)

**Clinically significant range**

Before treatment (anxious, depressed, and displaying deviant behaviors)

After treatment (no scores in the clinically significant range)

T-score
Objective Tests:
Self-Report inventories- MMPI (cont.)

- Besides measuring personality characteristics, the MMPI is often used as a technique for diagnosing psychological disorders. A person’s responses are compared to those of average test takers but also to the responses of individuals with known psychological problems.
Objective Tests: Self-Report inventories- 16PF

- To assess normal personality traits you can administer the 16 Personality Factor, which is a 187-item questionnaire designed to measure the 16 primary personality factors identified by Cattell (Cattell et al., 1970).
Three Personality Profiles

<table>
<thead>
<tr>
<th>Writers</th>
<th>Airline Pilots</th>
<th>Creative Artists</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Reserved</td>
<td>2. Less intelligent</td>
<td>Outgoing</td>
</tr>
<tr>
<td>3. Affected by feelings</td>
<td>4. Submissive</td>
<td>More intelligent</td>
</tr>
<tr>
<td>5. Serious</td>
<td>6. Expedient</td>
<td>Emotionally stable</td>
</tr>
<tr>
<td>7. Timid</td>
<td>8. Tough-minded</td>
<td>Dominant</td>
</tr>
<tr>
<td>11. Forthright</td>
<td>12. Self-assured</td>
<td>Conscientious</td>
</tr>
<tr>
<td>15. Uncontrolled</td>
<td>16. Relaxed</td>
<td>Sensitive</td>
</tr>
</tbody>
</table>

1 2 3 4 5 6 7 8 9 10
Projective vs. objective personality tests (cont.)

- Other clinically oriented objective test
  - **MCMI** (Millon)
  - **NEO** test designed to assess the "Big Five" traits
Objective Tests:
Self-Report inventories- General

• The main advantage of self-report inventories is that they are objective tests—they’re standardized, everyone takes the same test, and they can easily be scored by a computer.
Objective Tests:
Self-Report inventories- General

- However, self-report inventories depend on the accuracy of the information provided by the test taker. If people choose to be deceptive on the test, or try to make themselves look good in some way, the results can be of limited usefulness

- Many self-report inventories include “lie scales”, to catch deception (MMPI uses this)

- Researchers can also use “social desirability scales” to see how honest people are
Projective Personality Tests

- Psychologists also sometimes use what are called projective personality tests. In a projective personality test, you’re asked to interpret an unstructured or ambiguous stimulus. The underlying idea is that you will “project” your thoughts and true feelings into the stimulus interpretation, thereby revealing elements of your personality.
Projective Personality Tests

• Projective Test
  – a personality test, such as the Rorschach or TAT, that provides ambiguous stimuli designed to trigger projection of one’s inner dynamics

• 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
Projective Personality Tests-TAT

• What’s happening?
• What are the characters in the picture thinking and feeling?
• The idea is that you will reveal aspects of your personality in the stories and interpretations you tell.
Projective Personality Tests-Rorschach

• Rorschach Inkblot Test
  – the most widely used projective test
  – a set of 10 inkblots designed by Hermann Rorschach
  – seeks to identify people’s inner feelings by analyzing their interpretations of the blots
What do you see?
LETS TRY SOME RORSCHACHS...
WHAT DO YOU SEE?

NAKED PARA-KEETS.
Both the TAT and the Rorschach test use a standardized set of stimuli, so an individual’s responses can be compared to other people who have interpreted the same picture.

Many clinical psychologists prefer to use tests like the TAT or the Rorschach, rather than self-report inventories like the MMPI, because projective tests help clients open up and talk about themselves and their problems.

Projective tests allow you to respond freely, in a manner that is less restrictive than the requirements imposed by self-report inventories.

But this can create problems of interpretation. Psychologists have tried to develop reliable standards for interpreting responses in these kinds of tests.
Projective Personality Tests (cont.)

- Typically, the researcher or clinician is trained to look for common themes in interpretation (such as a tendency to see death, decay, or aggressiveness) or for qualities such as originality.

- The degree to which you seek help in your interpretation may also be instructive. For example, individuals who constantly seek guidance from the clinician before giving an answer are likely to be classified as dependent.

- The scoring procedures for projective tests still tend to be somewhat unreliable; it’s not uncommon for administrators to arrive at quite different interpretations of the same subject’s responses.
Humanistic approach
Humanistic Approaches to Personality
(Pp. 488-491)

• Focuses on people’s unique capacity for choice, responsibility and growth

• **Rogers**: Personality comes from self-concept
  – We tend to act in accord with self-concept;
  – Problems arise from incongruence between self-concept and experiences, “conditions of worth”
Rogers’s view of personality structure. In Rogers’s model, the self-concept is the only important structural construct. However, Rogers acknowledged that one’s self-concept may not be consistent with the realities of one’s actual experience—a condition called incongruence.
Humanistic Approaches to Personality
(Pp. 488-491)

- Focuses on people’s unique capacity for choice, responsibility and growth

- **Maslow**: Personality reflects where you are in a hierarchy of needs
  - We all have a need for self-actualization
  - Problems arise from failure to satisfy needs

You all remember this from last week, right?
Were the Humanists Right? (P. 492)

• Also influential, especially with regard to optimistic view of human potential for positive growth
  – Emphasis on **personal choice**, responsibility, free will balance Freud’s ideas well

• **Criticisms:**
  – Hard to predict or explain why drive for growth, self-actualization are sometimes expressed and sometimes not
  – Too optimistic?
Cognitive-Behavioural Approach
Cognitive-Behavioural Approaches to Personality (Pp. 492-495)

• Experience, plus how people interpret experience, determine personality growth and development

• Has it’s roots in the behaviourist tradition; emphasizes **learned behaviours** over innate nature
Personality development and operant conditioning. According to Skinner, people’s characteristic response tendencies are shaped by reinforcers and other consequences that follow behavior. Thus, if your joking at a party leads to attention and compliments, your tendency to be witty and humorous will be strengthened.
A behavioral view of personality. Staunch behaviorists devote little attention to the structure of personality because it is unobservable, but they implicitly view personality as an individual’s collection of response tendencies. A possible hierarchy of response tendencies for a specific stimulus situation is shown here.
Cognitive-Behavioural Approaches to Personality (Pp. 492-495)

• Important concepts:
  – **Locus of control**: How much control you feel you have over your environment
  – **Self-efficacy**: Beliefs you hold about your own ability to perform a task, accomplish a goal
  – **Reciprocal determinism**: Beliefs, behaviour, environment interact to shape what you wish to learn from experience
Reciprocal Determination  (P. 496)

Figure 12.8

I’ll never do well in this class.

Personal/cognitive factors

Environment

Behaviour
Is the Cognitive-Behavioural Approach Right? (P. 497)

• Idea that some personality traits are learned is widely accepted, as is the role of cognitive factors in learning
  – **Example**: Expectations and beliefs

• **Criticisms:**
  – Over-emphasizes how a person responds in particular situations rather than on traits of person as a whole
  – Under-emphasizes biological, genetic factors in development
The Person-Situation Debate (Pp. 498-499)

• Do people really behave consistently across situations, or is behaviour just determined by the situation?
  – Evidence suggests there’s more consistency in behaviour within the same kind of situation, less across situations
  – Self-monitoring is one determinant of consistency
    • High self-monitors tend to adjust behaviour to situation
• Most psychologists believe that personality and situation interact
Do you have a “lucky” personality?

Rate each item on a five point scale, with 1 as “strongly disagree” and 5 as “strongly agree”

1. I sometimes chat with strangers when standing in a supermarket or bank line.
2. I do not have a tendency to worry or feel anxious about life.
3. I am open to new experiences, such as trying new types of food or drink.
4. I often listen to my gut feelings or hunches.
5. I have tried some techniques to boost my intuitions, such as meditation or just going to a quiet place.
6. I nearly always expect good things to happen to me in the future.
7. I tend to try to get what I want from like, even if the chances of success seem slim.
8. I expect most of the people that I meet to be pleasant, friendly and helpful.
9. I tend to look on the bright side of whatever happens to me.
10. I believe that even negative events will work out well for me in the long run.
11. I don’t tend to dwell on the things that haven’t worked out for me in the past.
12. I try to learn from the mistakes I’ve made in the past.
Do you have a “lucky” personality: Scoring

- 12 - 32 Unlucky personality
- 33 - 44 Moderately lucky personality
- 45 - 60 Lucky personality
What are some of the ways that lucky people think differently from unlucky people?

One way is to be open to new experiences. Unlucky people are stuck in routines. When they see something new, they want no part of it. Lucky people always want something new. They're prepared to take risks and relaxed enough to see the opportunities in the first place.

How did you uncover that in your lab?

We did an experiment. We asked subjects to flip through a newspaper that had photographs in it. All they had to do was count the number of photographs. That's it. Luck wasn't on their minds, just some silly task.

They'd go through, and after about three pages, there'd be a massive half-page ad saying, STOP COUNTING. THERE ARE 43 PHOTOGRAPHS IN THIS NEWSPAPER. It was next to a photo, so we knew they were looking at that area. A few pages later, there was another massive ad -- I mean, we're talking big -- that said, STOP COUNTING. TELL THE EXPERIMENTER YOU'VE SEEN THIS AND WIN 150 POUNDS [about $235].

For the most part, the unlucky would just flip past these things. Lucky people would flip through and laugh and say, "There are 43 photos. That's what it says. Do you want me to bother counting?" We'd say, "Yeah, carry on." They'd flip some more and say, "Do I get my 150 pounds?" Most of the unlucky people didn't notice.
Richard Wiseman’s research suggests if you want to become luckier, you should:

1. **Maximize Chance Opportunities**
   - Lucky people are skilled at creating, noticing, and acting upon chance opportunities.
   - They do this in various ways, which include
     - building and maintaining a strong network
     - adopting a relaxed attitude to life
     - being open to new experiences.

2. **Listen to Your Lucky Hunches**
   - Lucky people make effective decisions by listening to their intuition and gut feelings.
   - They also take steps to actively boost their intuitive abilities
     - for example, by meditating and clearing their mind of other thoughts.

3. **Expect Good Luck**
   - Lucky people are certain that the future will be bright.
   - Over time, that expectation becomes a self-fulfilling prophecy because it helps lucky people persist in the face of failure and positively shapes their interactions with other people.

4. **Turn Bad Luck Into Good**
   - Lucky people employ various psychological techniques to cope with, and even thrive upon, the bad events that come their way.
     - they spontaneously imagine how things could have been worse
     - they don't dwell on the ill fortune
     - they take control of the situation.
Psychodynamic Approach

Or: Tell me about your childhood….
A theory that focuses on how personality develops
The Psychodynamic Perspective

• From Freud’s theory which proposes that childhood sexuality and unconscious motivations influence personality
Important aspects of Freud's personality theory

1. Behaviour is motivated by unconscious drives.
2. Defense mechanisms block and rechannel these drives before they are manifested in conscious thought and behaviour.
3. Through a series of psychosexual stages (oral, anal, etc.) people acquire characteristic ways of channeling their drives.
Freud’s Personality Theory:  
Freud's life and times

• One way of thinking about personality theories is to understand the lives of personality theorists and how their lives impacted on the development of their particular theory.

• Sigmund Freud was a Viennese physician who specialized in nervous disorders.

• Spent much of his life to understand the conflict between human passion and reason; between irrationality and rationality.

• Lived in a time when Vienna was ruled by a great deal of social structure, when there were very clear rules for proper etiquette and restraint.
Freud’s Personality Theory: Freud's life and times

• After receiving his medical degree, Freud went to Paris to study with the esteemed French neurologist Charcot.
• Learned how to use hypnosis to remove hysterical symptoms in patients.
• But then gradually developed a method of psychological therapy—“the talking cure”
  – Will discuss more in section on therapy
• Freud began a series of papers and books in which he steadily added to his ideas on psychopathology
Freud’s Personality Theory:  
Freud's life and times

• Freud was an ambitious physician who believed that by accepting cases which appeared to be resistant to treatment he would have a special niche in the field.
  – Hysteria
    • Paralysis and other physical malfunctioning without medical cause
    • E.g., hysterical blindness (which, you will learn Wednesday, is a Conversion Disorder)
The Structure of the Mind (P. 482)

- **Psychodynamic theory** holds that much of behaviour is governed by **unconscious forces**
  - Mind is divided into three parts:
    - **Conscious mind** contains things that occupy one’s current attention
    - **Preconscious mind** contains things that aren’t currently in consciousness, but can be accessed
    - **Unconscious mind** contains memories, urges and conflicts that are beyond awareness
Role of the Unconscious Mind (P. 482)

• Contains memories, urges that are forbidden or dangerous (more on this later)
  – These are kept from consciousness, but can still cause problems
    • Example: Prior traumatic experience can cause irrational anxiety
  – Dreams express contents of unconscious mind
    • Manifest content: What you remember from the dream (a cigar)
    • Latent content: True unconscious meaning of the dream (sometimes a cigar is just a cigar…)
The Structure of Personality  (Pp. 482–483)

• Personality is divided into **three parts:**
  – **Id:** Governed by inborn instinctual drives, especially those related to sex and aggression
    • Obeys the pleasure principle
  – **Superego:** Motivates people to act in an ideal fashion, according to moral customs of parents and culture
    • Obeys the idealistic principle
  – **Ego:** Induces people to act with reason and deliberation, and to conform to the requirements of the outside world
    • Obeys the reality principle
• Id is entirely in unconscious mind; superego and ego divided between conscious and unconscious
"Very well, I'll introduce you. Ego meet ID. Now get back to work."
Conscious: Ideas, thoughts, and feelings of which we are aware

Preconscious: Material that can be easily recalled

Ego
Self
Reality principle

Superego
Ego ideal
Moral guardian

Unconscious: Well below the surface of awareness

Id
Pleasure principle
Unconscious urges and desires
Freudian Personality Dynamics

- The id’s instinctual urges can be temporarily suppressed, but the energy must find an outlet.
- Outlets are disguised and indirect, to provide release for energy that will be safe and appear normal.

Diagram:
- Unconscious needs and wishes:
  - Dreams
  - Jokes
  - Slips of the tongue
  - Sublimation
  - Anxiety symptoms
- Conscious manifestations, or “outlets”:
  - Sexual, aggressive, and other unacceptable impulses
Ego-defence mechanisms

• Additional contribution of Freud's theory is the idea that people have psychological defenses which serve a protective function

• Defenses protect the person from self-destruction by setting up barriers and hiding things from conscious awareness
  – Very important concept for understanding people
Defense Mechanisms (P. 483)

- Different parts of personality are in constant conflict, especially with regard to the id
  - Defense mechanisms ward off the resulting anxiety from these confrontations
    - These are unconscious
- Often involve self-deception or replacing one urge with another
Freud’s model of personality dynamics. According to Freud, unconscious conflicts between the id, ego, and superego sometimes lead to anxiety. This discomfort may lead to the use of defense mechanisms, which may temporarily relieve anxiety.
The Arsenal of Defense Mechanisms
(P. 484)

• **Denial**: Refusal to believe information that leads to anxiety

• **Rationalization**: Creating explanation to deal with threatening thoughts or actions

• **Projection**: Dealing with unacceptable feelings or wishes by attributing them to others

• **Reaction formation**: Transforming an anxiety-producing wish into a kind of opposite, or behaving opposite to how you really feel

• **Sublimation**: Channeling unacceptable impulses into socially acceptable activities
Psychosexual Development (P. 485)

• Conflicts, memories, urges in unconscious mind come from experiences in childhood
  – Emerging sexuality, pleasure, is the focus of many stages of development
  – Each stage has a focus of early sexuality/pleasure

• Failure to move through a stage properly leads to fixation
  – Fixated individuals continue to act in ways appropriate for a much earlier stage
## Personality Development

### Freud’s Psychosexual Stages

<table>
<thead>
<tr>
<th>Stage</th>
<th>Focus</th>
</tr>
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<tbody>
<tr>
<td>Oral (0-18 months)</td>
<td>Pleasure centers on the mouth--sucking, biting, chewing</td>
</tr>
<tr>
<td>Anal (18-36 months)</td>
<td>Pleasure focuses on bowel and bladder elimination; coping with demands for control</td>
</tr>
<tr>
<td>Phallic (3-6 years)</td>
<td>Pleasure zone is the genitals; coping with incestuous sexual feelings</td>
</tr>
<tr>
<td>Latency (6 to puberty)</td>
<td>Dormant sexual feelings</td>
</tr>
<tr>
<td>Genital (puberty on)</td>
<td>Maturation of sexual interests</td>
</tr>
</tbody>
</table>
Stages of Psychosexual Development (P. 485)

• First year: Oral stage
  – Pleasure comes from sucking, putting things in mouth
  – Fixation at this stage can cause overeating, smoking, nail biting

• Second year: Anal stage
  – Pleasure comes from retaining or passing feces
  – Fixation at this stage can cause excessive neatness or excessive messiness
Stages of Psychosexual Development (Pp. 485 – 486)

• Ages 3 to 5: **Phallic stage**
  – Pleasure comes from self-stimulation of genitals
    • Erotic feelings directed towards opposite-sex parent
  – Fixation here can cause relationship, sexual problems; also Oedipus or Electra complex

• Ages 5 to puberty: **Latency period**
  – Sexual feelings suppressed; energy directed towards school, social relationships

• Puberty to adulthood: **Genital stage**
  – Mature sexual relationships with opposite sex
How all of this combines in Personality Development

• Identification
  – the process by which children incorporate their parents’ values into their developing superegos

• Gender Identity
  – one’s sense of being male or female

• Fixation
  – a lingering focus of pleasure-seeking energies at an earlier psychosexual stage, where conflicts were unresolved
The Freudian legacy

- While Freud was a pioneer in the area of psychology, personality and psychological therapies his ideas have also created a great deal of controversy.
- Based on the reports of his patients suffering from hysteria (now called conversion disorder), Freud hypothesized that repressed sexual impulses were the most likely cause of their problem.
- Soon however, Freud changed his mind. He then suggested what he saw as a momentous 'truth':
- Children are not merely passive recipients of sexual attentions by adults, but rather, they are active sexual creatures who seek pleasure in variety of diffuse ways before the onset of "genital" sexuality at puberty.
Was Freud Right?  (Pp. 487-488)

• Extremely influential on Western culture, but not accepted by many modern psychologists

• Psychodynamic theory: possible contributions
  – Insights regarding
    • The unconscious
    • The role of internal conflict
    • The importance of early childhood experiences
Was Freud Right? (Pp. 487-488)

• Criticisms:
  – Lack of scientific evidence for concepts including parts of personality, defense mechanisms
    • Over-reliance on case studies of disturbed individuals
  – Biased against women?
    • Freud attributed reports of sexual abuse to unconscious conflicts
Psychodynamics: The Next Generation
Neo-Freudians

• Alfred Adler
  – importance of childhood social tension
• Karen Horney
  – sought to balance Freud’s masculine biases
• Carl Jung
  – emphasized the collective unconscious
    • concept of a shared, inherited reservoir of memory traces from our species’ history
Later Psychodynamic Approaches
(Pp. 486-487)

• **Alfred Adler**: Dealing with basic feelings of inferiority guides personality development.
  – According to Adler, one of the major influences on adult personality was a person’s birth order within the family.

• *Exercise; Please find a person or people around you who are the same birth order (oldest, middle, youngest, only) and and discuss the following questions:*
  – *How did you/do you feel toward your siblings?*
  – *How do you think being born in your position influences you today?*
  – *How do you think you might be different if you were born in another position?*
Later Psychodynamic Approaches
(Pp. 486-487)

• **Alfred Adler**: Adler suggested the following birth order effect on personality.
  – **First born**: had full attention of parents prior to birth of next child, which created a sense of deprivation because of the sharing of attention. First born often looks at time before second child as happiest period in life - as a result, admires the past and feels pessimistic about the future.
  – **Middle born**: raised in an environment of divided parental attention - as a result, feels sense of competition with siblings. This competitive spirit lasts into adulthood.
  – **Last born**: Not “dethroned” by later child. The most pampered - as a result, often fails to become fully independent. Tends to emulate older siblings, and desire success in everything. As this is unlikely, tends to develop a sense of discouragement.

• Should be noted that all above ideas have not all been validated by later research.
Later Psychodynamic Approaches
(Pp. 486-487)

• **Jung:** Each person has a “collective unconsciousness,” or symbols and ideas shared with the rest of humanity
Jung’s vision of the collective unconscious. Much like Freud, Jung theorized that each person has conscious and unconscious levels of awareness. However, he also proposed that the entire human race shares a collective unconscious, which exists in the deepest reaches of everyone’s awareness. He saw the collective unconscious as a storehouse of hidden ancestral memories, called archetypes. Jung believed that important cultural symbols emerge from these universal archetypes. Thus, he argued that remarkable resemblances among symbols from disparate cultures (such as the mandalas shown here) are evidence of the existence of the collective unconscious.
Later Psychodynamic Approaches
(Pp. 486-487)

• **Horney:** Disagreed with Freud’s male-dominated view of sexuality, especially “penis envy,” irrational beliefs, not unconscious conflicts, cause psychological problems
The Psychoanalytic Perspective

• Psychoanalysis
  – technique of treating psychological disorders by seeking to expose and interpret unconscious tensions
  – Freud’s psychoanalytic theory of personality sought to explain what he observed during psychoanalysis
The Psychoanalytic Perspective

• Free Association
  – method of exploring the unconscious
  – person relaxes and says whatever comes to mind, no matter how trivial or embarrassing
The Psychoanalytic Perspective

• Unconscious
  – Freud—a reservoir of mostly unacceptable thoughts, wishes, feelings and memories
  – Contemporary—information processing of which we are unaware

• Preconscious
  – information that is not conscious, but is retrievable into conscious awareness
<table>
<thead>
<tr>
<th>Table 13.3</th>
<th>Comparison of Four Views of Personality</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Trait Theories</td>
</tr>
<tr>
<td>View of human nature</td>
<td>neutral</td>
</tr>
<tr>
<td>Is behavior free or determined?</td>
<td>determined</td>
</tr>
<tr>
<td>Principal motives</td>
<td>depends on one’s traits</td>
</tr>
<tr>
<td>Personality structure</td>
<td>traits</td>
</tr>
<tr>
<td>Role of unconscious</td>
<td>minimized</td>
</tr>
<tr>
<td>Conception of conscience</td>
<td>traits of honesty, etc.</td>
</tr>
<tr>
<td>Developmental emphasis</td>
<td>combined effects of heredity and environment</td>
</tr>
<tr>
<td>Barriers to personal growth</td>
<td>unhealthy traits</td>
</tr>
</tbody>
</table>