

Personality Theories

- Chapter 11



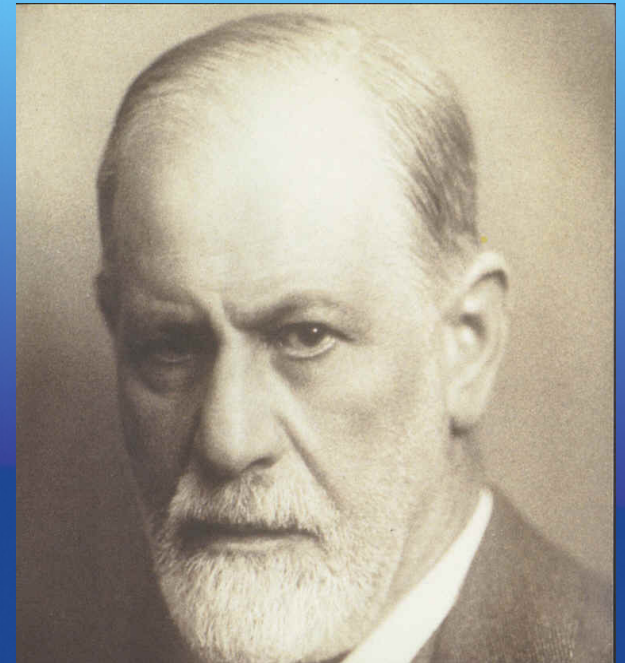
Personality

- Concept of personality
 - Most clearly embodies the notion of behavioral consistency
- Personality factors – clusters of behavior tendencies that occur together

Psychoanalytic Perspective

- Sigmund Freud

- Conscious/ unconscious
 - Ego
 - Superego
 - Personal Unconscious
- Unconscious
 - Id

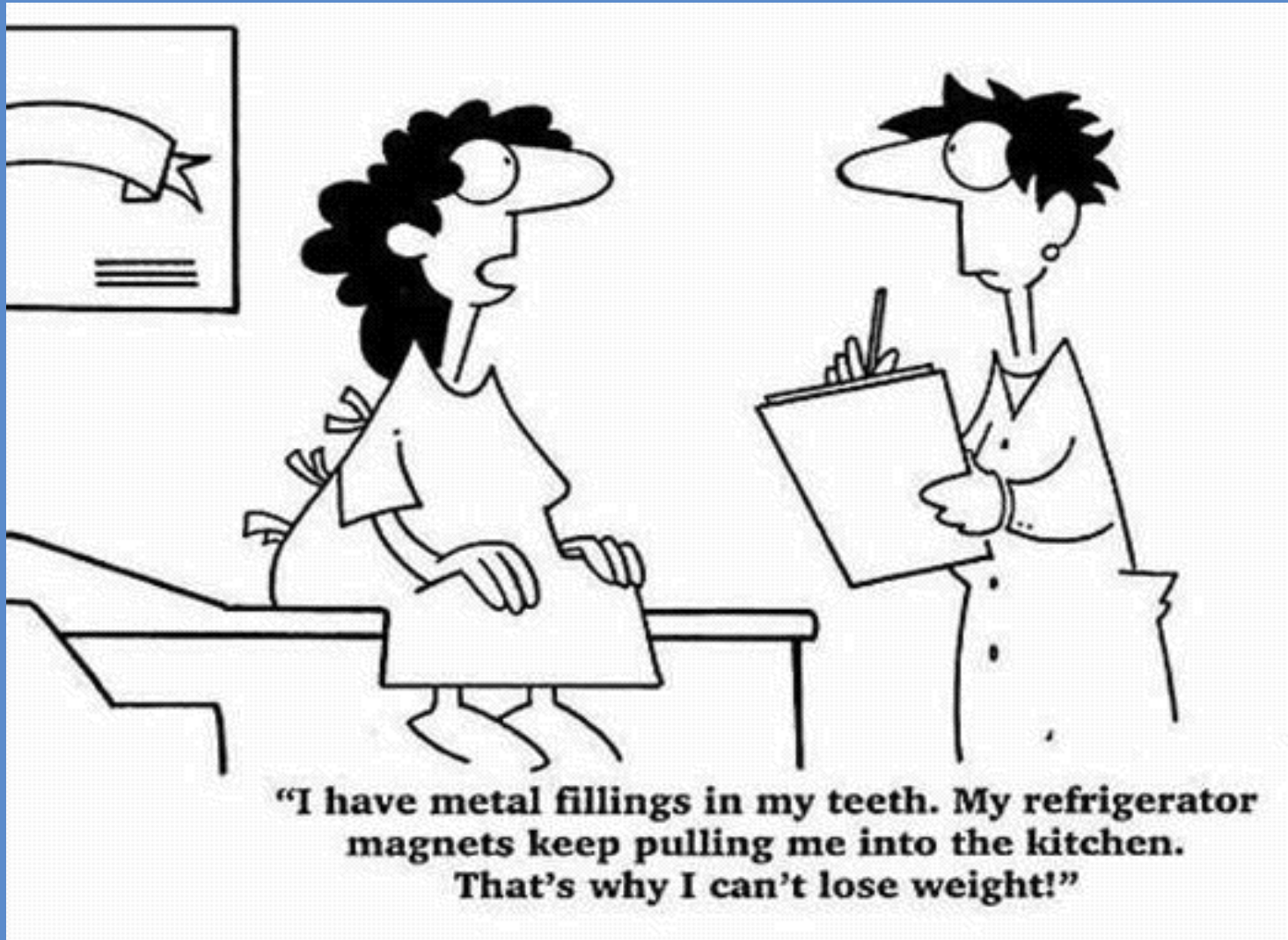


Sigmund Freud - Defense Mechanisms

- Denial
- Repression
- Regression
- Projection
- Reaction formation
- Displacement
- Intellectualization
- Rationalization

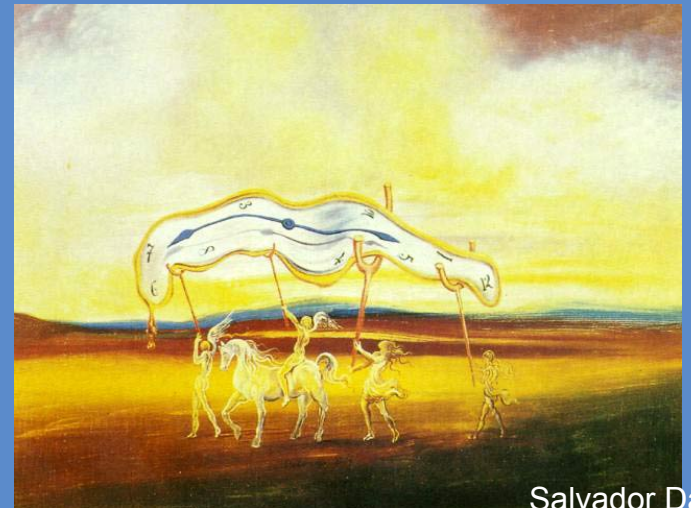


Sigmund Freud - Defense Mechanisms



Sigmund Freud - Dreams

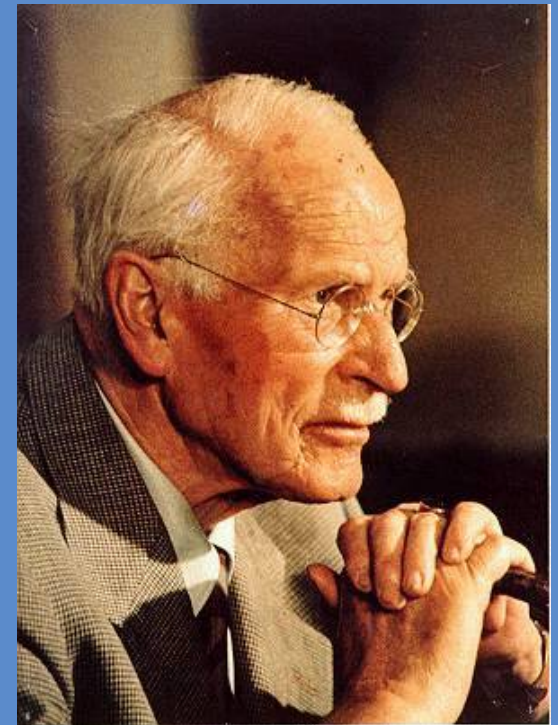
- “Royal road to the unconscious”
- Manifest dream
- Latent dream
- Use in therapy – free association; slips of tongue



Salvador Dali

Carl Jung - Parts of Personality

- Conscious
- Personal Unconscious
- Collective Unconscious
 - Inherited universal ideas
 - Archetypes - innate universal psychic dispositions- part of nervous system





Carl Jung - Archetypes

- Inherited biological memories—examples-
 - Persona
 - Animus; anima
 - Shadow
 - Self

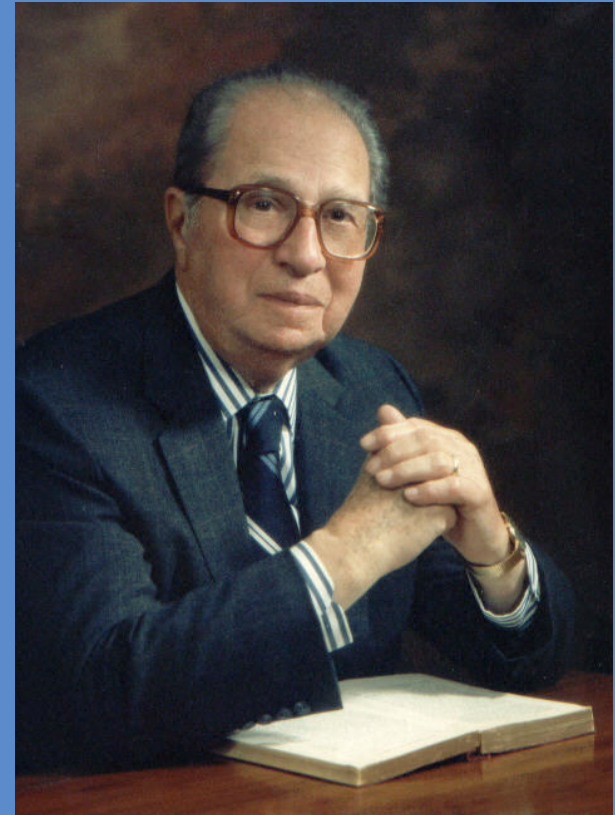


Carl Jung- Personality Types

- Thinking
- Feeling
- Sensation
- Intuition

Alfred Adler- Social Equality

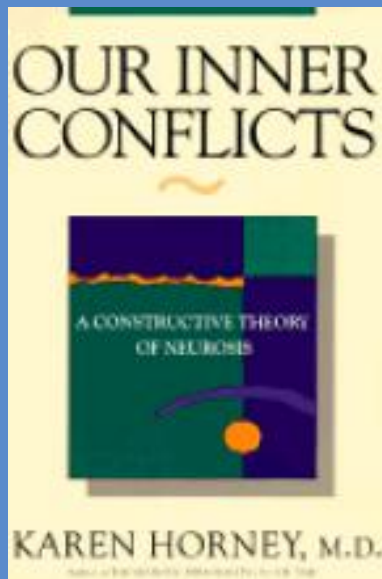
- Inferiority Complex
- Teleology = future orientation
- Family Council
- Education



Karen Horney- Inner Conflicts



- Anxiety
- Coping strategies
- Three personality types-
 - Moving toward people
 - Moving against people
 - Moving away from people



Karen Horney – Sadism

- End of a severe neurosis
- Early childhood abuse
- Hopelessness
- Numb to feelings
- Style of relationships





Existentialism - Viktor Frankl

- Existentialism
- Theory
 - Will to meaning
 - Suffering has meaning
 - Conscience = unconscious spirituality
 - Existential vacuum
 - Boredom
 - “Sunday neurosis”
- Therapy = logotherapy

Chapter 11

Review

- Definitions – personality, etc.
- Basic structure, parts, functions of each theory
- Psychoanalytic Perspective
 - Freud – unconscious, defense mechanisms, anxiety
 - Jung – collective unconscious; archetypes
 - Adler – perfectionism: inferiority complex
 - Horney – anxiety; three types of people; sadism
 - Frankl – existentialism theory; logotherapy

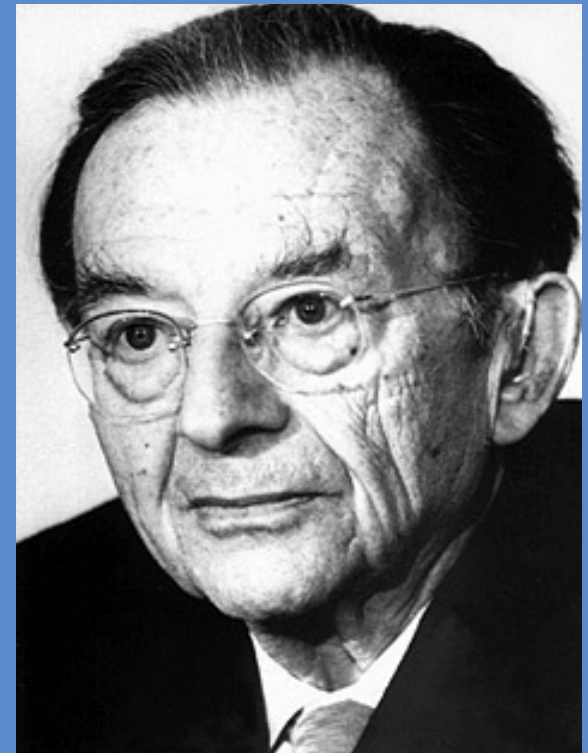


Humanist Perspective

- Importance of free will and personal choice
- People are basically good
- Unconditional positive regard
- Self-actualization

Humanist Theories - Eric Fromm

- Loneliness
- Society to blame
- Needs-
 - Relatedness - loss with nature
 - Transcendence - over animal nature to become creative
 - Rootedness - belonging
 - Sense of personal identity
 - Frame of reference - stability



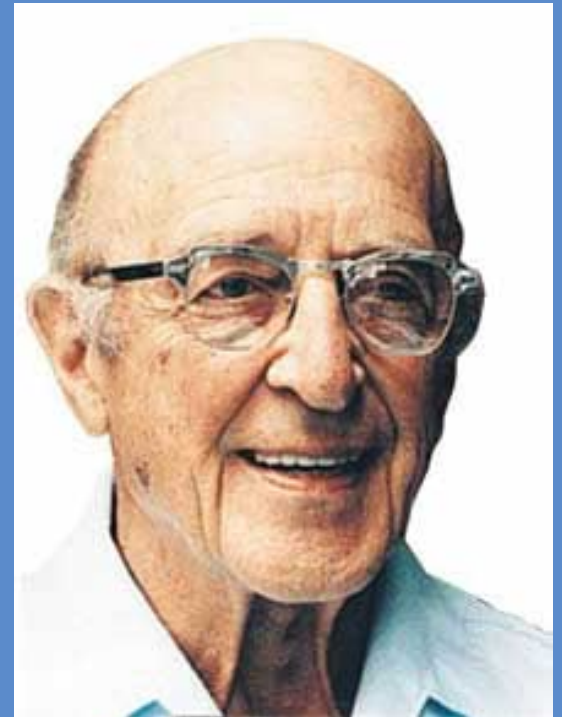


Eric Fromm- Character Orientations

- Receptive -dependency
- Exploitative - takers
- Hoarding - misers
- Marketing- selves
- Productive – value others
- Necrophilus
- Biophilous
- Concept of love - society

Humanist Theories – Carl Rogers

- Structure of Personality –
 - Organism
 - Self
 - Organism and Self



Carl Rogers – Structure of Personality

Organism –

- Phenomenal field - person's perception of his subjective reality – has one motive: self-actualization; innate

Self –

- Pattern of conscious perceptions and values
- Develops out of O; interacts with E
- Strives for consistency
- Perception, not what is, is important

Ideal self – ever changing

Carl Rogers - Structure of Personality

Organism and Self-

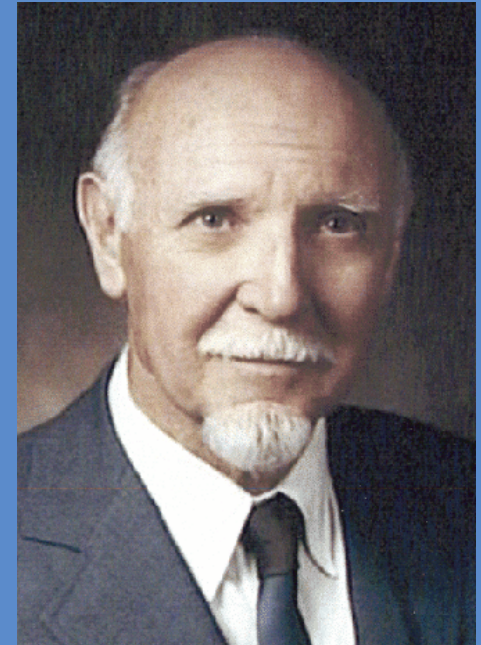
- Congruence / Incongruence
 - Between subjective reality and external reality
 - Between self and ideal self

Carl Rogers - Development of Personality

- Self-actualization
- Anxiety
 - Outcome of discrepancy between one's distorted self-concept and actual experience - felt as threat
- Defense mechanisms
 - Denial
 - Distortion
- Self-serving bias

Trait Theory- Raymond Cattell

- Focus on description of behavior
- Five traits at core of personality
- Research confirms genetic components in certain personality traits.
- More concerned with describing behavior than explaining it.



Assessing Personality



- Psychological Tests
 - Standardized
 - Norms
 - Reliability / validity
- Self-Report Measures
 - MMPI
 - Campbell-Strong
- Projective tests
 - Rorschach
 - TAT
- Behavioral assessment
- Battery of tests

The Minnesota Multiphasic Personality Inventory

Starke R. Hathaway and J. Charnley McKinley

Name _____

Address _____

Occupation _____ Date Tested _____

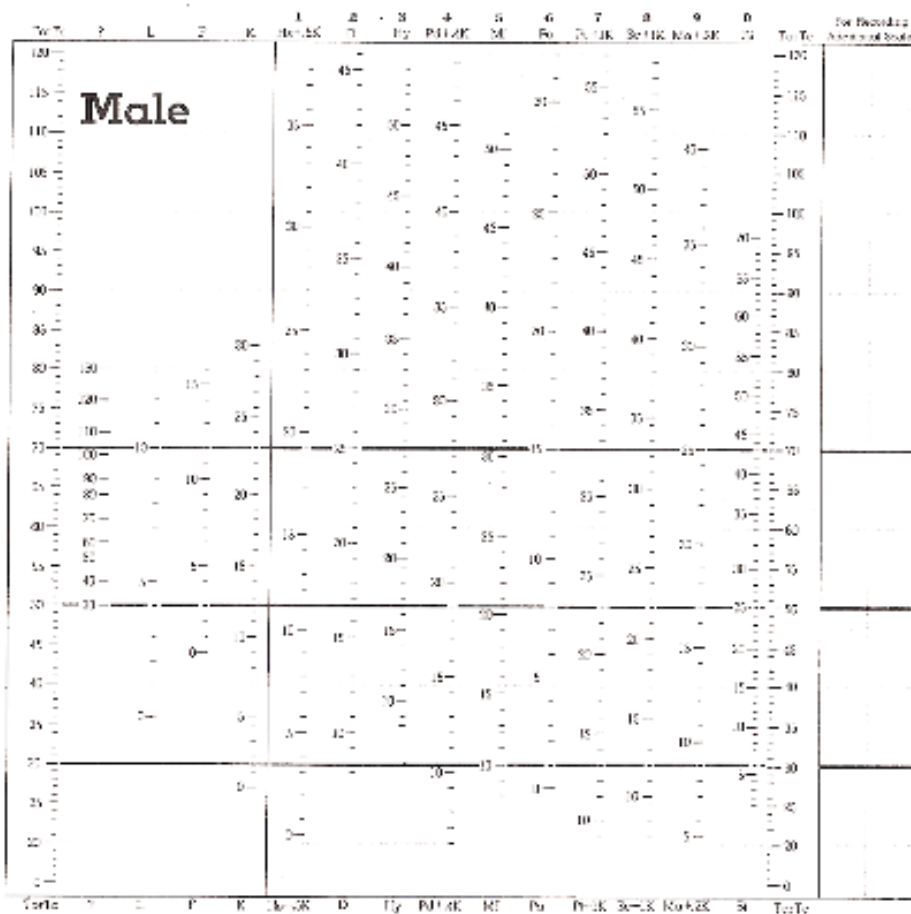
Education _____ Age _____

Marital Status _____ Referred by _____

NOTES

M
Male

Secret's Initials



Percentiles

1	2	3	4
10	15	10	5
20	25	20	15
30	35	30	25
40	45	40	35
50	55	50	45
60	65	60	55
70	75	70	65
80	85	80	75
90	95	90	85
100	105	100	95

Raw Score _____

K to be added _____

Raw Score with K _____



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Signature _____ Date _____

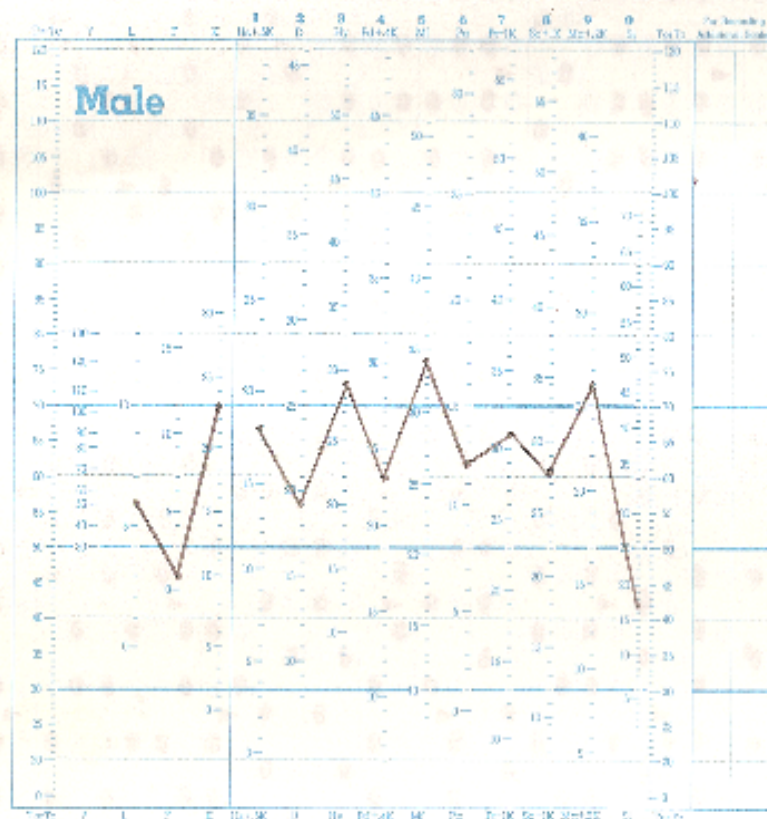
Address _____

Occupation _____

Education _____

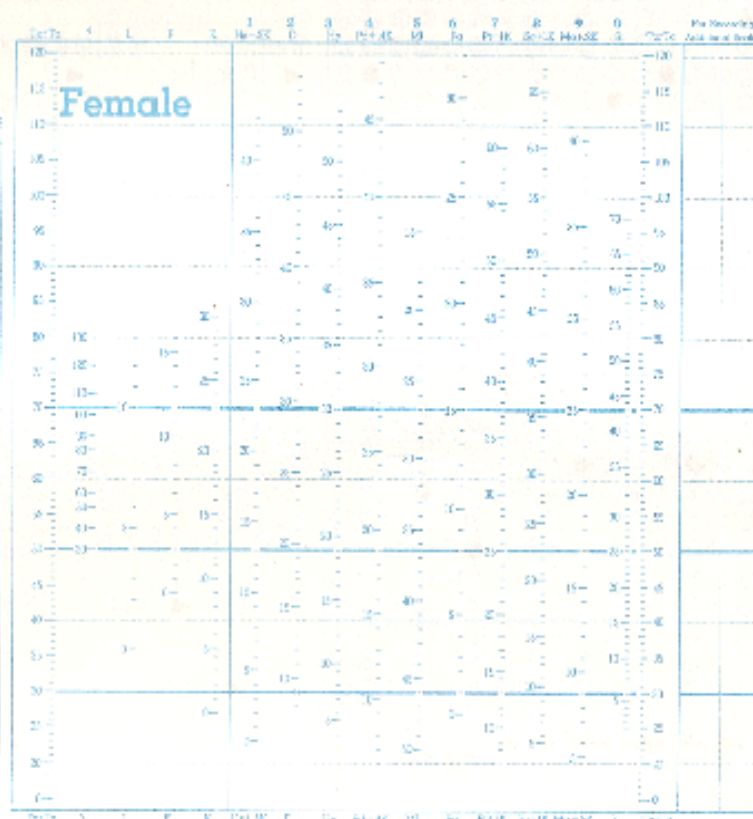
Marital Status _____

Referred by _____



Profile of E

1	10	10	10	10	10	10	10	10	10	10
2	10	10	10	10	10	10	10	10	10	10
3	10	10	10	10	10	10	10	10	10	10
4	10	10	10	10	10	10	10	10	10	10
5	10	10	10	10	10	10	10	10	10	10
6	10	10	10	10	10	10	10	10	10	10
7	10	10	10	10	10	10	10	10	10	10
8	10	10	10	10	10	10	10	10	10	10
9	10	10	10	10	10	10	10	10	10	10
10	10	10	10	10	10	10	10	10	10	10



Row Score 6 1 22 6 14 28 14 34 12 8 5 21 11

X to be added 12 9 23 23 5

Row Score with X 18 23 31 28 26

Row Score _____

X to be added _____

Row Score with X _____

Signature _____

Scorer's Initials _____

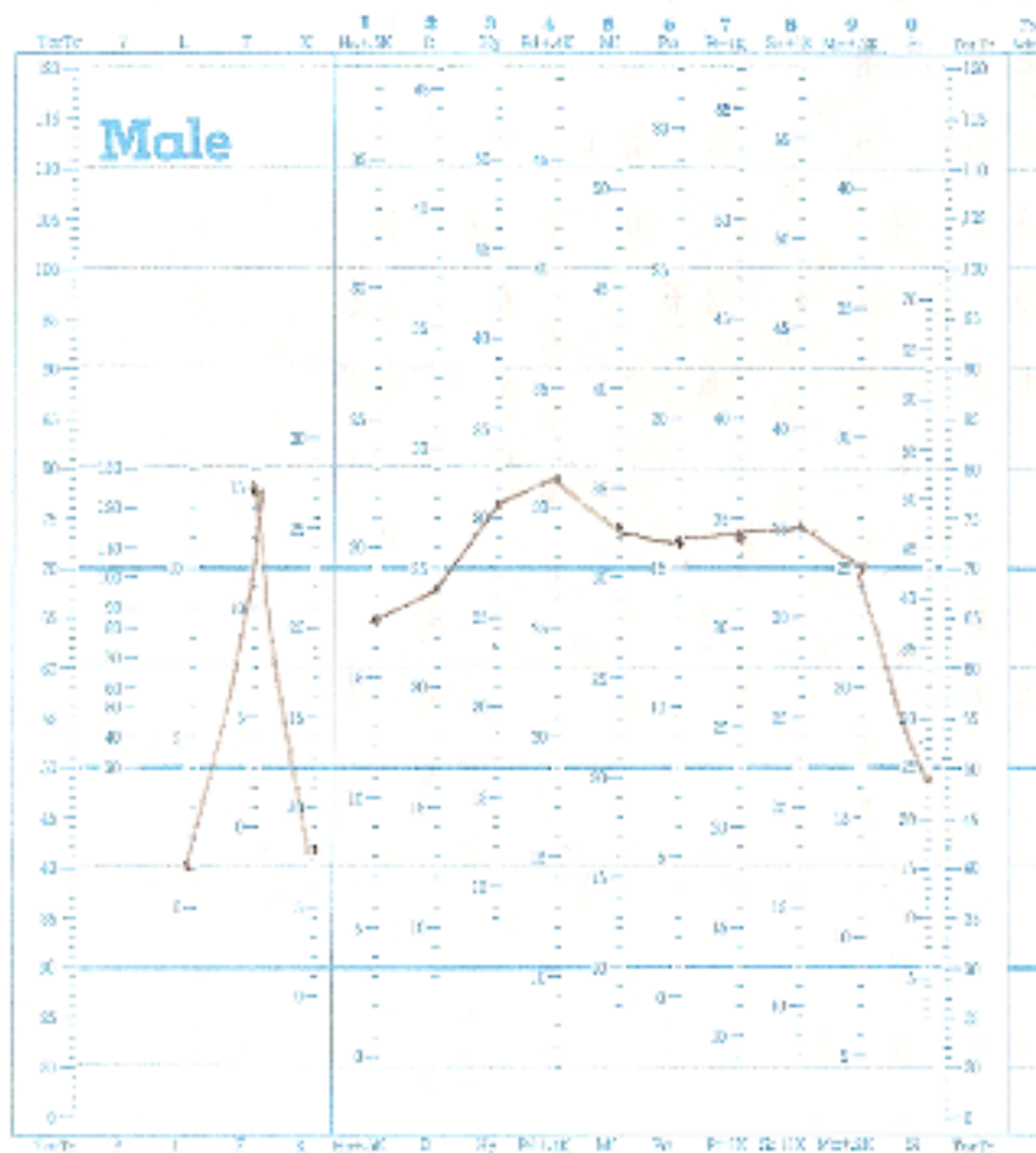
Date _____

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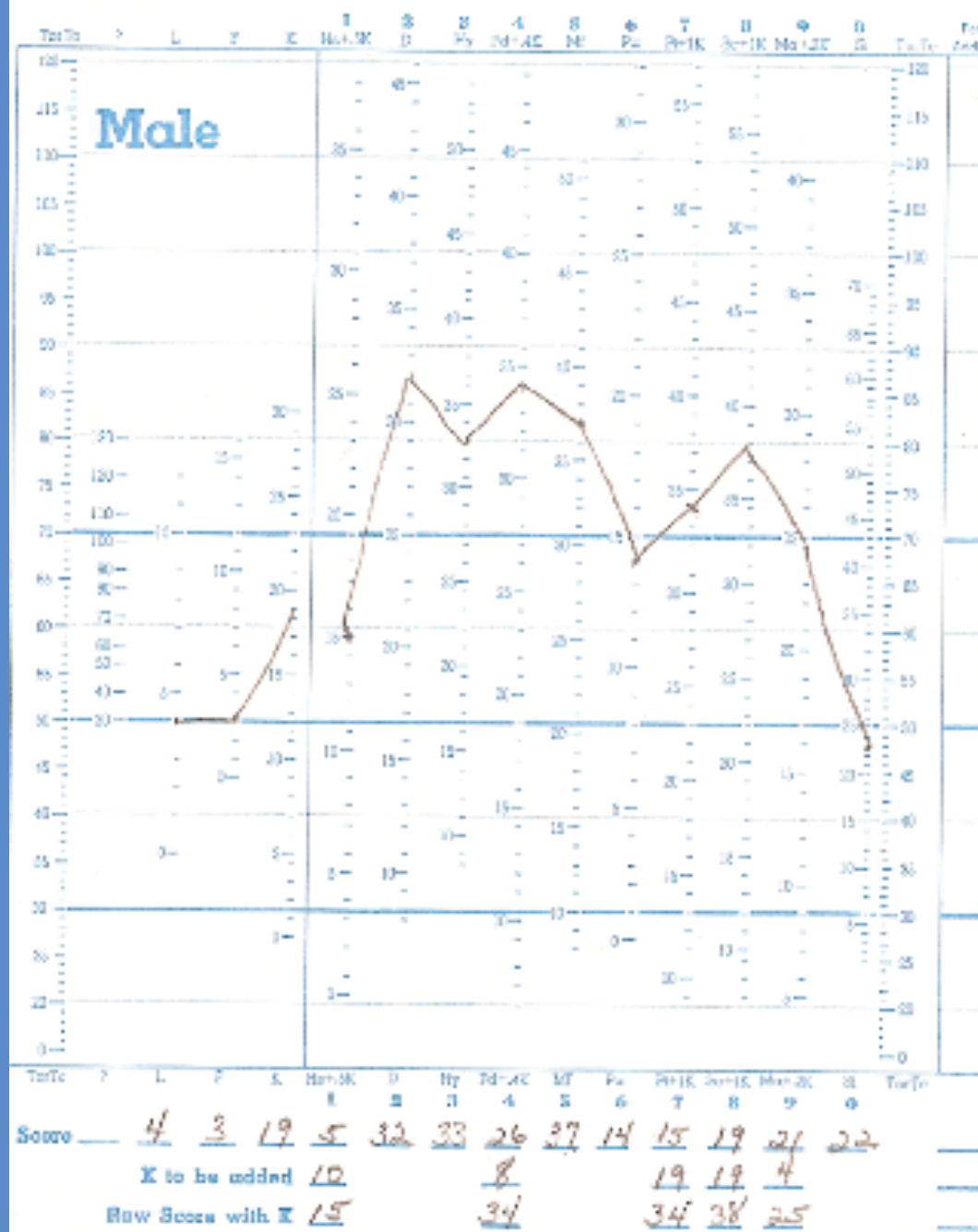
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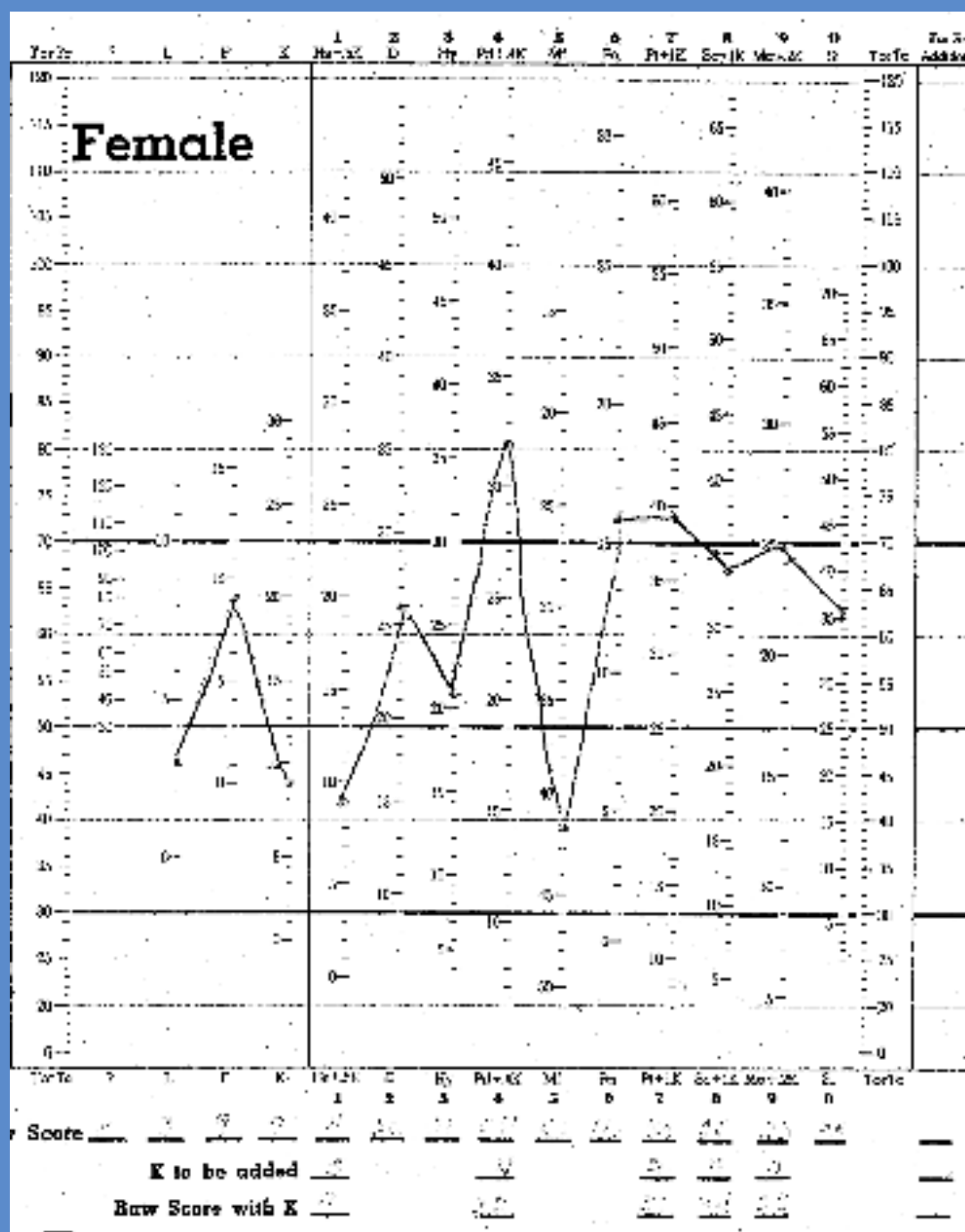


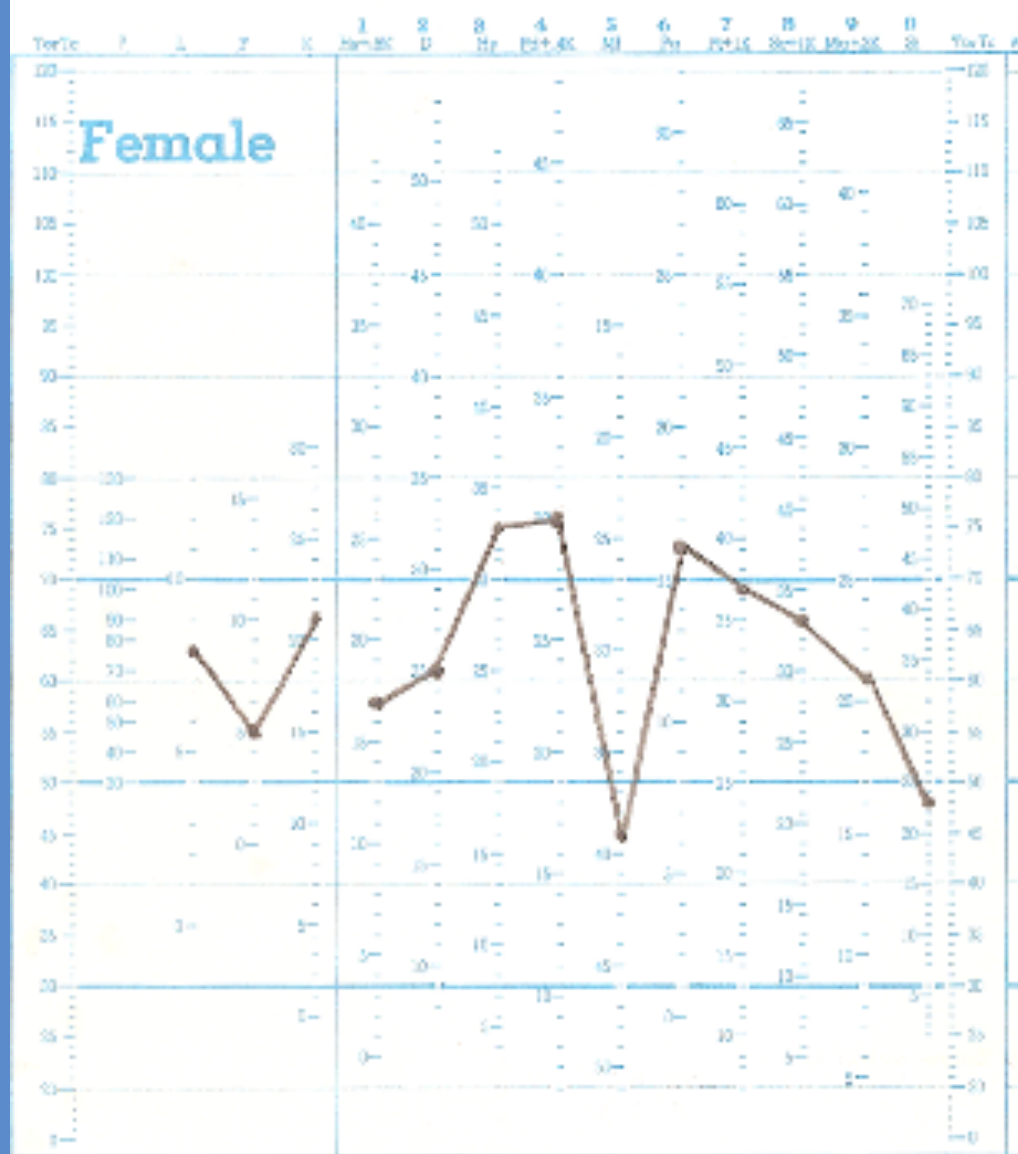
Row Score 1 15 8 13 24 31 28 33 16 26 27 23 24

K to be added 4 3 8 8 2

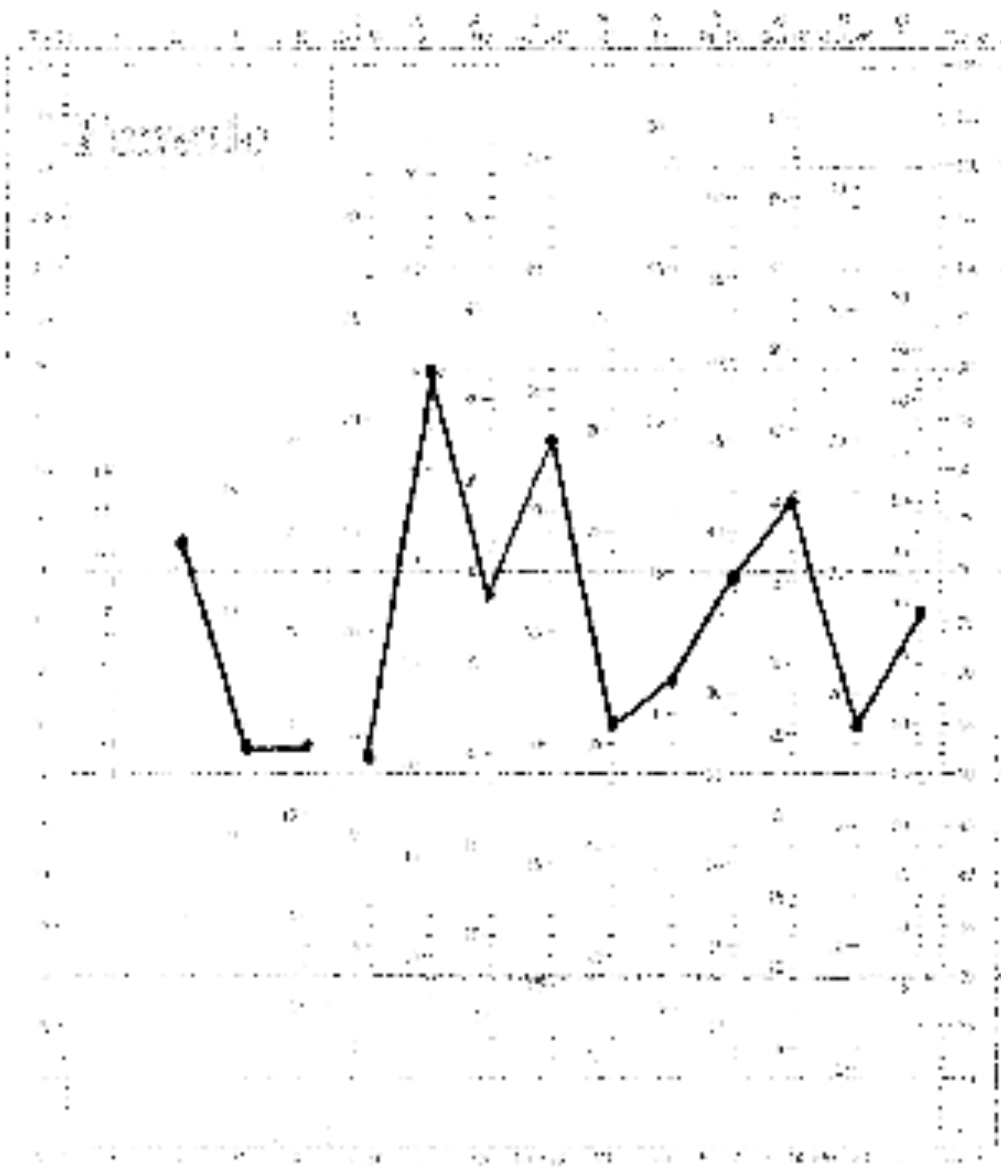
Row Score with K 17 34 34 35 25



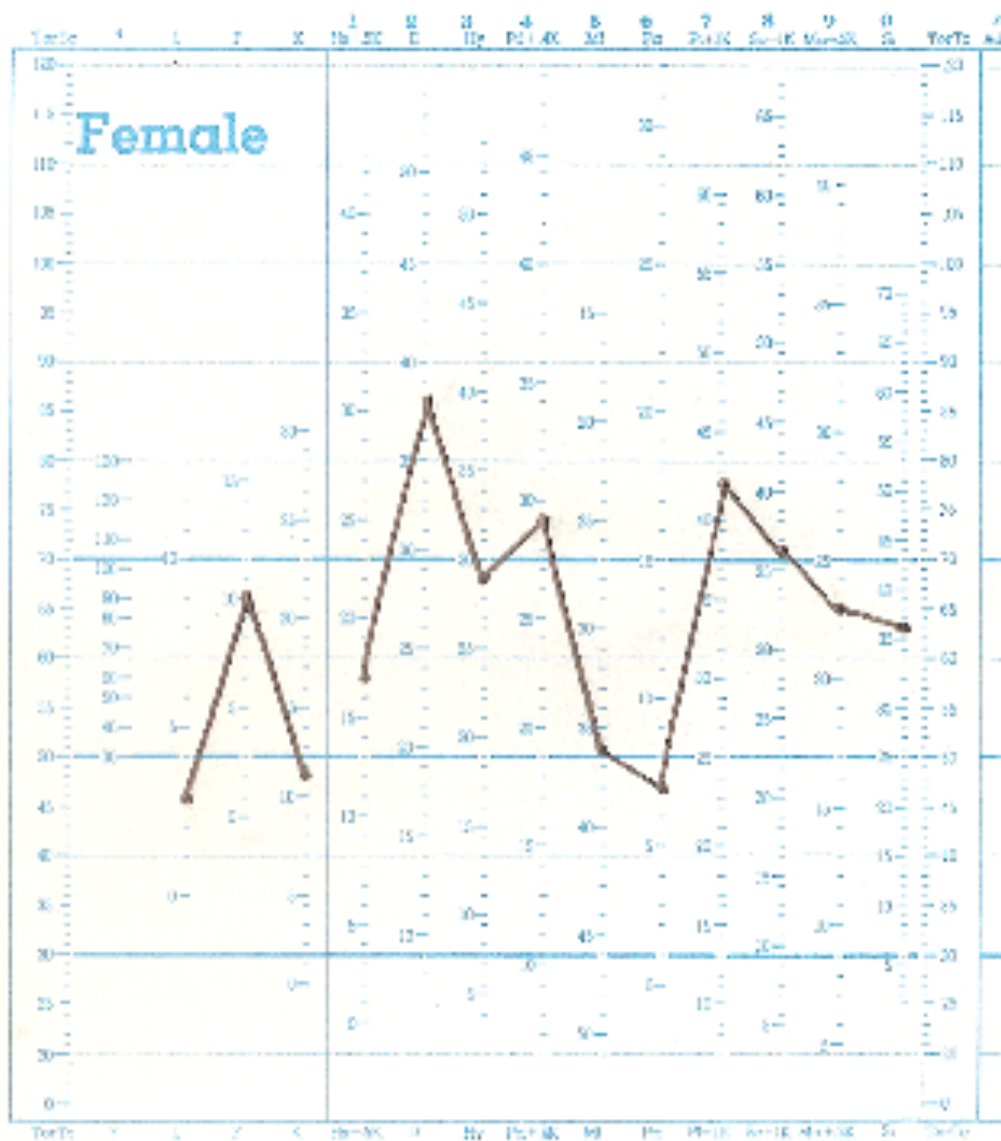




Score	8	5	21	6	25	33	22	41	16	16	12	17	23
K to be added				11			8		21	21	4		
Raw Scores with K				17			30		37	33	21		



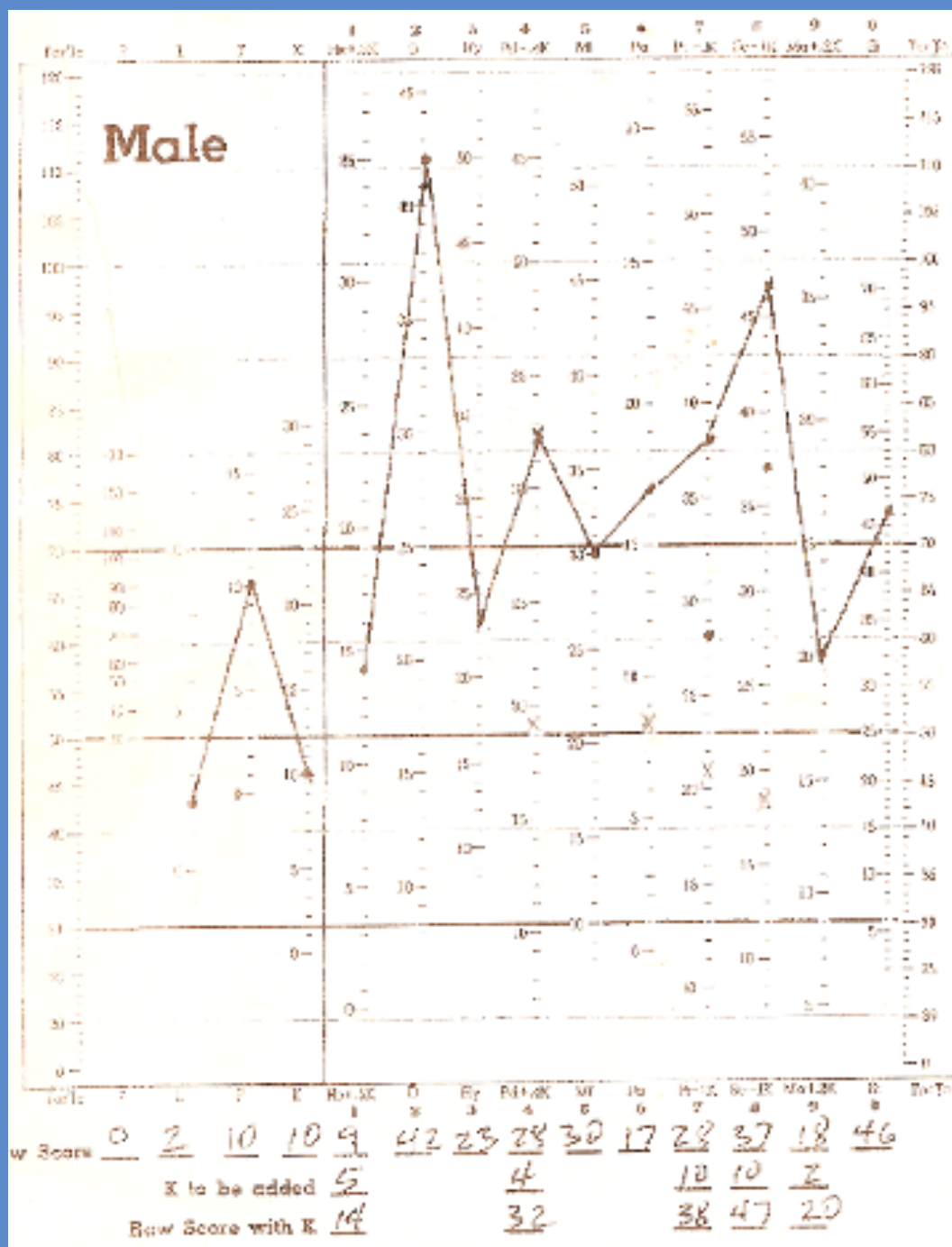
11. 4. 14. 7. 10. 27. 27. 36. 11. 23. 26. 16. 39.
 7
 14 33 37 40 19

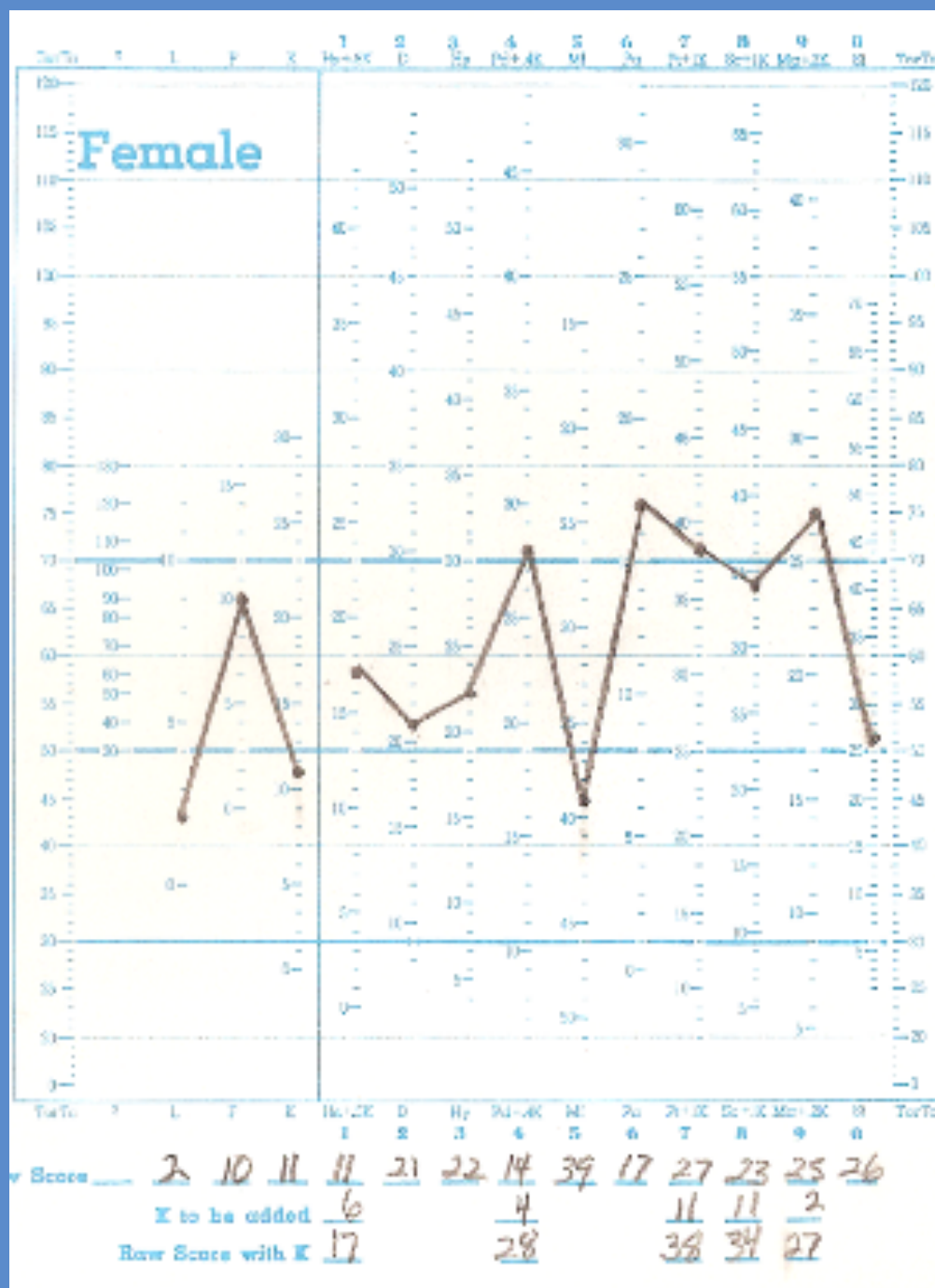


Row Score 3 10 11 11 38 29 25 34 2 30 25 21 36

K to be added 6 4 11 11 2

Row Score with K 17 29 42 36 23





Male

| Totals | Y | I | P | X | He+K | S | Hy | He+K | VI | R | St+K | St+K | He+K | S | Totals |
|-------------------|---|---|----|---|------|----|----|------|----|----|------|------|------|---|--------|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | | | | | | |
| Scores | 5 | 9 | 16 | 3 | 17 | 22 | 21 | 38 | 15 | 9 | 5 | 23 | 20 | | |
| X to be added | | | | | 8 | | 6 | | | 16 | 16 | 3 | | | |
| Raw Scores with X | | | | | 11 | | 27 | | | 24 | 21 | 26 | | | |

Chapter 11

Review

Humanistic Perspective

- Fromm – loneliness; needs; character orientations
- Rogers –phenomenal field; discrepancies and incongruencies; anxiety; unconditional positive regard;

Trait Theory

- Cattell – psychological testing; MMPI

Social-Cognitive Approach- George Kelly

- Personal Construct Theory -
Each person creates a set of unique cognitive constructs about environment. Prediction.
- Construct Alternativism -
We are free to revise or replace constructs with other alternatives. Adaptability.
- Processes -
Ways we anticipate events. Future oriented for control; consequences.



Social-Cognitive Approach- George Kelly

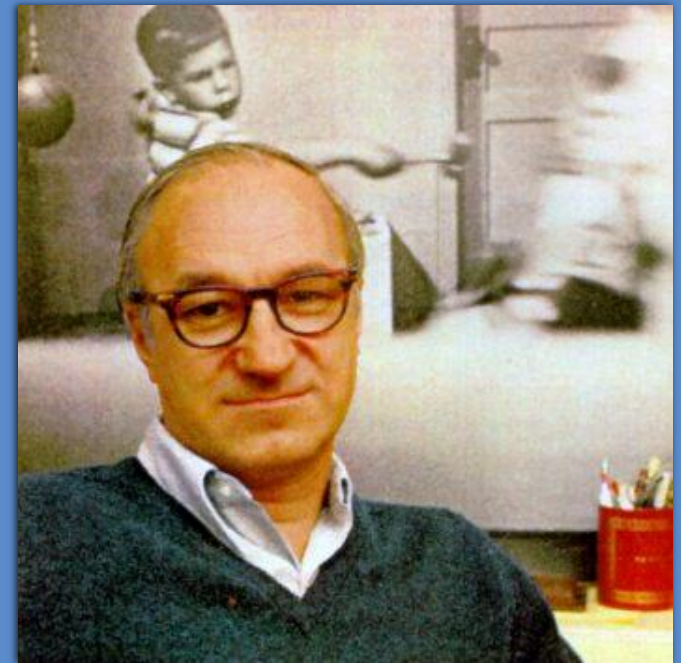
- Cognitive Complexity –
Ability to discriminate, see variety
among people
- Cognitive Simplicity-
Less discrimination
- Fixed Role Therapy –
Client first plays a role, then lives it



Film – Social Cognition Model

Social-Cognitive Approach - Albert Bandura

- Basic idea - behavior is influenced by interaction between individual and situations
- Beliefs, thoughts, cognitive activity important - cancer; Simonton studies



Social-Cognitive Approach - Albert Bandura

- Latent learning without reinforcement
- Observational learning – pioneered research
- Violence on TV

Social-Cognitive Approach - Albert Bandura

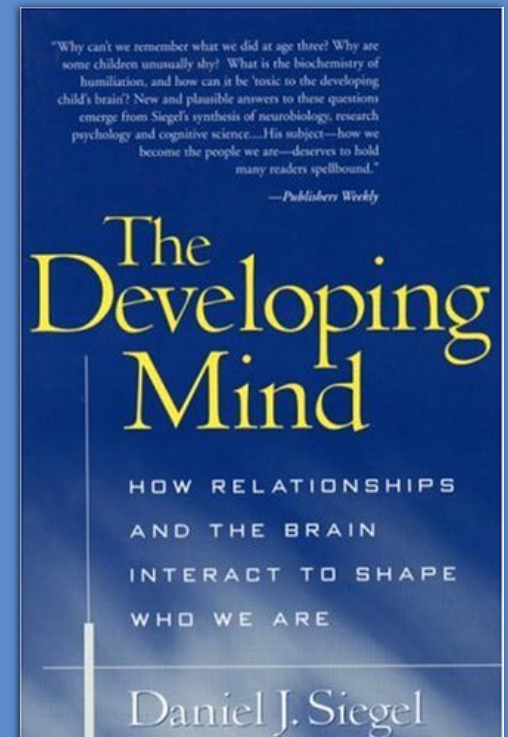
- Terms –
 - Vicarious reinforcement
 - Disinhibition -
 - weakening of a restraint thru exposure to a model – ex. mobs
 - Self-reinforcement -
 - can be tangible or emotional

Social-Cognitive Approach - Albert Bandura

- Self-efficacy -
 - learned expectations regarding one's success in performance of certain behavior
- Reciprocal determinism -
 - interaction between individuals and E
- Triadic reciprocity –
 - behavior, cognition, and E variables are reciprocal determinants of each other

Biological & Evolutionary Approaches - Daniel J. Siegel

- Nature vs. nurture-
 - Genetic components in temperament
- State of mind-
 - Repeated patterns of activity in brain become engrained
- Self-states-
 - Multiple selves
- Authentic self-states



Film – Personality Brain





Exploring the Self

- Self-esteem
- Self-serving bias
- Individualist vs. collectivist cultures

Chapter 11

Review

Social-Cognitive Perspective

- Kelley – personal construct theory; cognitive complexity / simplicity; fixed role therapy
- Bandura – interaction between individual and situations; disinhibition; self-efficacy; reciprocal determinism

Chapter 11

Review

Biological Perspective

- Siegel – states of mind; authentic self--states; reality

Self

- Self-esteem; self-serving bias; individualist/ collectivist culture