OBJECTIVES:
- compare and contrast the major theories and approaches to explaining personality
- describe and compare research methods that psychologists use to investigate personality
- identify frequently used assessment strategies and evaluate relative test quality based on reliability and validity of the instruments
- speculate how cultural context can facilitate or constrain personality development, especially as it relates to self-concept
- identify key contributors to personality theory

KEY TERMS/CONCEPTS:
- personality
- character
- temperament
- unconscious mind
- id
- pleasure principle
- ego
- reality principle
- superego
- conscience
- defense mechanisms
- psychosexual stages
- penis envy
- Oedipus complex
- Electra complex
- collective unconscious
- archetypes
- inferiority complex
- basic anxiety
- habits
- reciprocal determinism
- self-efficacy
- locus of control
- expectancy
- self-actualizing tendency
- self-concept
- real self
- ideal self
- positive regard
- unconditional positive regard
- conditional positive regard
- trait
- surface traits
- source traits
- introversion
- factor analysis
- five-factor model, or the Big Five [OCEAN]
- extraverts
- introverts
- trait-situation interaction
- behavioral genetics
- heritability
- halo effect
- projective tests
- Rorschach Inkblot Test
- Thematic Apperception Test (TAT)
- personality inventory
- MMPI-2

Major People
- Alfred Adler
- Carl Jung
- Karen Horney (horn-EYE)
- Albert Bandura
- Julian Rotter
- Carl Rogers
- Abraham Maslow
- Gordon Allport
- Robert McCrae and Paul Costa
Essential Understanding:
1. **Personality** refers to patterns of behavior that remain constant across situations.
2. There are different approaches to personality, including psychoanalytic, trait, humanistic, and learning theories.
3. **Sigmund Freud** is responsible for the **psychanalytic approach**, which states that we are controlled by unconscious conflicts.
4. **Trait theorists** argue that our personality is simply a collection of traits.
5. **Humanistic** theorists argue that humans are basically good and strive for perfection.
6. **Learning theorists** argue that personality is nothing more than a shorthand description for clusters of behavior.

Study Questions:
1. What is personality?
2. How did Freud’s view of the mind and personality form a basis for psychodynamic theory?
3. What development stages did Freud propose?
4. Describe Freud’s views on how people defend themselves against anxiety.
   a. Which of Freud’s defense mechanisms have you found yourself employing?
5. Discuss how contemporary psychologists view Freud’s psychoanalytic perspective.
6. What methods have been used by psychodynamic clinicians to assess the unconscious processes?
7. Who first proposed the social-cognitive perspective, and how do social-cognitive theorists view personality development?
8. How do social-cognitive researchers explore behavior, and what criticisms have they faced?
9. How do humanistic psychologists view personality, and what was their goal in studying personality?
   a. Have you had someone in your life who accepted you unconditionally? Do you think this person helped you to know yourself better and to develop a better image of yourself?
   b. What does it mean to be “empathetic”? To be “self-actualized”?
10. How have humanistic theories influenced psychology? What criticisms have they faced?
11. How does the trait perspective conceptualize personality?
12. What part do biology, heredity, and culture play in personality?
   a. How do individualist and collectivist cultures influence people? Which concept best describes you—collectivist or individualist? Do you fit completely in either category, or are you sometimes a collectivist and sometimes an individualist?
13. What are the different methods used to measure personality? Who uses what method? What are advantages/disadvantages of the methods used?