Introduction to Personality & Research Methods

I. What Is Personality?
II. Why Do We Use a Concept of Personality?
III. Personality Defined
IV. Major Perspectives
V. Understanding Human Aggression
VI. Constructs & Operational Definitions
VII. Personality Assessment & Measurement
I. What Is Personality?
II. Why Do We Use a Concept of Personality?
III. Personality Defined

• As a construct...
• Personality refers to 1) consistent behavioral patterns and 2) intrapersonal processes originating within the individual.
III. Personality Defined

• As a field of study...
• Personality is the scientific study of cognitive, affect, and behavioral individual difference variables and the ways in which these variables interact with situational variables to influence behavior.
• Personality psychology is concerned with the measurement of such variables and with the factors responsible for their development, behavioral expression, and change.
IV. Major Perspectives

• Psychodynamic
• Biological
• Trait
• Humanistic/Existential
• Behavioral/Social Learning
• Cognitive
The Psychodynamic Approach

- Internal personality dynamics
- Unconscious conflicts
- Impulses versus defenses
- Importance of childhood
The Biological Approach

- The human animal
- Brain & biochemical processes
- Genetics
- Evolutionary factors
Trait Approach

- Behaviors are trait driven
- Traits as stable over time and across situations
- Focus on identifying essential traits
- Prediction of behavior from traits
The Humanistic Approach

• Freedom & inherent goodness
• Self-actualization
• Phenomenological emphasis
• Centrality of the self
The Behavioral Approach

- Importance of past and present environment
- Changeability of the individual
- Humans as reactors
- Centrality of learning
The Cognitive Approach

- Humans as information processors
- Emphasize thinking, planning, & memory
- Role of beliefs, expectations, & schemas
- Mental construction of reality
Interacting Causes

\[ B = f(P, E) \]

- Translation: “Behavior is a function of the person and environment” - Kurt Lewin
Interacting Causes

• The Person:
  – Biological causes
  – Cognitive causes
  – Intra-psychic causes
  – Trait causes

• The Environment
  – Behavioral causes
  – Trait causes
V. Understanding Human Aggression
Biological Approach
Behavioral Approach

• Classical conditioning
• Operant conditioning
• Modeling
Relation Between Amount of Violent TV at Age 8 and Seriousness of Criminal Acts by Age 30
(Eron, 1987)
Cognitive Processes in Aggression

• Diabolical enemy image/moral self image
• Appeal to moral principles
• Displacement of responsibility
• Diffusion of responsibility
• Dehumanization of the enemy
Psychodynamic Approach

• Over-controlled hostility (Edwin Megargee)
• The habitually violent (Hans Toch)
  – Self-defenders
  – Self-indulgers
  – Bullies and sadists
  – Self-image compensators
Humanistic Approach
Trait Approach
VI. Constructs & Operational Definitions
"I think you should be more explicit here in step two."
VII. Personality Assessment & Measurement
Psychoanalytic Perspective

I.  Introduction
II.  Psychoanalytic Theory
III. Models of the Mind
IV. Instincts & Tension Reduction
V.  Psychosexual Development
VI.  Impulses & Defense
VII. How the Unconscious Reveals Itself
VIII. Explanations for Psychopathology
IX.  Research & Applications
I. Introduction
II. Psychoanalytic Theory

• Uses of the term “Psychoanalysis”
  – Theory of personality
  – Method for understanding the mind
  – Method for treating psychological disorders
III. Models of the Mind

• Levels of Awareness
  – Conscious
  – Preconscious
  – Un/Subconscious

• Personality Structures
  – Id (pleasure principle)
  – Ego (reality principle)
  – Superego (morality principle)
“Double Scotches for me and my super-ego, and a glass of water for my id, which is driving.”
## Comparison of Personality Structures

<table>
<thead>
<tr>
<th></th>
<th>Id</th>
<th>Ego</th>
<th>Superego</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nature</strong></td>
<td>Biological aspect</td>
<td>Psychological aspect</td>
<td>Social aspect</td>
</tr>
<tr>
<td><strong>Contribution</strong></td>
<td>Instinct/Impulses</td>
<td>Self</td>
<td>Conscious</td>
</tr>
<tr>
<td><strong>Time Orientation</strong></td>
<td>Immediate present</td>
<td>Present</td>
<td>Past</td>
</tr>
<tr>
<td><strong>Level</strong></td>
<td>Unconscious</td>
<td>Conscious &amp; unconscious</td>
<td>Conscious &amp; unconscious</td>
</tr>
<tr>
<td><strong>Principle</strong></td>
<td>Pleasure</td>
<td>Reality</td>
<td>Morality</td>
</tr>
<tr>
<td><strong>Purpose</strong></td>
<td>Seek pleasure: avoid pain</td>
<td>Adapt to reality; know true &amp; false</td>
<td>Represent right &amp; wrong</td>
</tr>
<tr>
<td><strong>Aim</strong></td>
<td>Immediate gratification</td>
<td>Safety &amp; compromise</td>
<td>Perfection</td>
</tr>
<tr>
<td><strong>Process</strong></td>
<td>Irrational</td>
<td>Rational</td>
<td>Illogical</td>
</tr>
<tr>
<td><strong>Reality</strong></td>
<td>Subjective</td>
<td>Objective</td>
<td>Subjective</td>
</tr>
</tbody>
</table>
**Ego:** Rational, planful, mediating dimension of personality

**Superego:** Moralistic, judgmental, perfectionist dimension of personality

**Id:** Irrational, illogical, impulsive dimension of personality

**Conscious:** Information in your immediate awareness

**Preconscious:** Information that can easily be made conscious

**Unconscious:** Thoughts, feelings, urges, and other information that is difficult to bring to conscious awareness
IV. Impulses & Tension Reduction

- Libido: life energy
- Thanatos: death or aggressive impulse
V. Psychosexual Development

• Each stage has a body area that is focused on for pleasure/gratification (erogenous zones)
Psychosexual Stages

• Oral Stage (birth – 18 months)
• Anal Stage (18 months – 3 yeas)
• Phallic Stage (3 – 6 years)
• Latency Stage (6 – 13 years)
• Genital Stage (13 years –)
Fixation

• Getting stuck in a stage due to:
  – Trauma
  – Receiving too much or too little of what is needed from parents
"First of all class—some food for thought: let me say that I have consumed vast quantities of the psychodynamic literature and, after chewing it over, I still find it difficult to swallow this garbage about there really being such a thing as an 'oral dependent personality'..."
VI. Impulses & Defense

• Anxiety: a warning signal that something bad is about to happen
• Anxiety signals the ego to use defenses
• Anxiety ~ air raid siren warning of an impending air attack
• Ego defenses ~ anti-aircraft guns designed to combat the enemy planes
Ego Defense Mechanisms

- Repression (The master defense): blocking mental content from conscious awareness
- Sublimation
- Denial
- Displacement
- Intellectualization
- Projection
- Rationalization
- Reaction Formation
- Regression
VII. How the Unconscious Reveals Itself

A. Hypnosis
B. Free Association
C. Dream Analysis
WARNING: THE FOLLOWING DREAM MAY CONTAIN PORTIONS DEALING WITH SEX AND VIOLENCE. VIEWER DISCRETION ADVISED.
VII. How the Unconscious Reveals Itself

D. Projective Tests
The Rorschach Inkblot Test
The Rorschach Inkblot Test
Issues Considered When Scoring the Rorschach (Exner Scoring System)

• Human?
• Animal?
• Movement?
• Whole blot?
• Part of the blot that is described
• How typical is the response given (ordinary, unusual, or “-”)

Thematic Apperception Test (TAT)
Thematic Apperception Test (TAT)
VII. How the Unconscious Reveals Itself

E. Freudian Slips
Freudian slide
VII. How the Unconscious Reveals Itself

F. Accidents

G. Symbolic behavior

H. Transference reactions
VIII. Explanations for Psychopathology

- Somatoform Disorders
- Obsessive-Compulsive Disorder (OCD)
- Depression
IX. Research & Applications

• Psychodynamic Activation Method (PAM)
Silverman et al. (1978)

Dart Throwing Score

- Beating Dad is wrong
- Beating Dad is OK
- People are Walking

Pre | Post
---|---

0 | 0
100 | 100
200 | 200
300 | 300
400 | 400
500 | 500
600 | 600
IX. Research & Applications

• Theory of Humor
Testable Hypothesis

• People ought to rate jokes with hostile or sexual humor as funnier than non-hostile or non-sexual jokes.
• If humor provides a cathartic release of tension, then people ought to find hostile humor funnier when angry
• If hostile humor releases feelings of anger, then angered people should be less aggressive if they hear hostile humor
• The greater the tension build up, the funnier the joke.
Jokes in which condition were rated the funniest?

<table>
<thead>
<tr>
<th>Type of Humor Heard</th>
<th>Hostile</th>
<th>Non-Hostile</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insulted?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insulted</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Not Insulted</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
IX. Research & Applications

• Brain Activation
  – Shevrin et al. (1996)
  – Subliminally showed people different psychoanalytically relevant words and noted different brain activation patterns
Case of “Bob”  
Shevrin et al. (1996)

• Symptoms
  – Socially anxious, avoided social situations, feared disapproval & rejection

• Presumed unconscious issues:
  – Hidden rage at those who would stand in the way of his grand ambitions and desire for control
  – Social anxiety allowed safe release of the rage energy
  – Rage projected onto others, world viewed as a scary, threatening place
Subliminal Words Presented to “Bob”

- Conscious symptoms: tense, dancing, groups

- Unconscious conflict words: penetrate, violence, take control

- Positive words: happy

- Negative words: stench
Neoanalytic Theories

I. Introduction
II. Alfred Alder
III. Carl Jung
IV. Erik Erikson
V. Karen Horney
VI. Strengths
VII. Weaknesses
Some Freudian Ideas Challenged by Neoanalysts

- Early determination of personality
- Emphasis on instinctual influences
- Negative tone of theory
- Role of the unconscious
II. Alfred Adler

- Individual Psychology
- Inferiority & striving for superiority
  - Inferiority complex
  - Unhealthy striving
  - Healthy striving (striving with social interest)
- Parenting
  - Pampering versus neglect
III. Carl Jung

• Analytic Psychology
• Personal unconscious versus collective unconscious
Jung’s Collective Unconscious

A mental storehouse of ancestral experiences dating to the dawn of humanity that is common to all people.

The collective unconscious contains archetypes, which are “primordial images that predispose us to comprehend the world in a particular manner.”
Some Jungian Archetypes

- Anima
- Animus
- Shadow
- Birth
- Death
- Power
- Trickster/clown
- Order
- Mad Magician
- Unity
- God
- Mother
- Father
- Child
- Quarternity
- Hermaphrodites
Jung’s Theory of Psychological Types

• Basic Attitudes
  – Extraversion
  – Introversion

• Psychological Functions
  – Thinking (rational)
  – Feeling (rational)
  – Sensing (irrational)
  – Intuitive (irrational)
### Jung’s Eight Psychological Types

<table>
<thead>
<tr>
<th>Function</th>
<th>Extraversion</th>
<th>Introversion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thinking</td>
<td>Focus is on learning about the external world. Practical, objective thinker. Interested in facts. Makes a good scientist. Interesting in applying logic and using rules.</td>
<td>Interested in understanding own ideas. Reflective, interested in philosophical issues and the meaning of one’s own life. May be stubborn, distant, or arrogant.</td>
</tr>
<tr>
<td>Feeling</td>
<td>Likely to be moody, capricious. Easily conforms to the group norm. Likes to follow fads and fashions. Can be highly emotional at times. Can change emotions quickly in new situations.</td>
<td>Has deep emotional experiences, but keeps them to him/herself. May appear silent and self-assuredly cold, but really is hiding strong emotions underneath the surface. Often a nonconformist.</td>
</tr>
</tbody>
</table>
### Jung’s Eight Psychological Types

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<th>Function</th>
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<tbody>
<tr>
<td>Sensing</td>
<td>Interested in experiencing the external world. Often sensual and can become obsessed with seeking pleasure. May live life for the pleasure of the moment.</td>
<td>More interested in own thoughts and inner sensations than external objects. May be able to express him/herself only through outlet such as music or art, and these expression are typically not understood by many.</td>
</tr>
<tr>
<td>Intuitive</td>
<td>Constantly seeking new challenges and interests in the external world. Gets bored easily with jobs and relationships. Likes novelty. Tends to be unstable and flighty.</td>
<td>Likes new ideas but has difficulty communicating them to others. May view self as a prophet or dreamer whose ideas are carried out by others. Often fails to understand reality or social norms, thus impractical in planning.</td>
</tr>
</tbody>
</table>
Psychological Types & the MBTI

- Introversion – Extraversion
- Thinking – Feeling
- Sensing – Intuiting
- Judging – Perceiving
# Career Settings & Psychological Type

<table>
<thead>
<tr>
<th>Type</th>
<th>Career Setting</th>
</tr>
</thead>
<tbody>
<tr>
<td>Extravert</td>
<td>Work requiring group interactions, meeting with people, and social gatherings. Lost of travel, speeches, &amp; variety</td>
</tr>
<tr>
<td>Introvert</td>
<td>Quiet, solitary desk work. Few interruptions. Jobs requiring concentration and thinking.</td>
</tr>
<tr>
<td>Thinking</td>
<td>Work including a lot of problem solving, especially when logic is required. Work with numbers, problems with clear solutions.</td>
</tr>
<tr>
<td>Feeling</td>
<td>Service jobs, especially those that benefit underprivileged groups. Work provides personal satisfaction.</td>
</tr>
<tr>
<td>Sensing</td>
<td>Work requiring attention to details. Short-term, tangible, and immediate goals and relevance.</td>
</tr>
<tr>
<td>Intuitive</td>
<td>Nonrepetitive tasks with new challenges. Abstract problems requiring insight and contemplation.</td>
</tr>
<tr>
<td>Judging</td>
<td>Highly organized and structured work. Tasks that can be completed before new ones are begun.</td>
</tr>
<tr>
<td>Perceptive</td>
<td>Work requiring an ability to adapt to new circumstances. Tasks calling for new, open-minded approaches to problems.</td>
</tr>
</tbody>
</table>
IV. Erik Erikson

- Ego Psychology
- “Identity crises”
- Stage model of psychosocial development
Stages of Psychosocial Development

- Infant
- Toddler
- Pre-schooler
- Grade-schooler
- Teenager
- Young Adult
- Middle-age Adult
- Older Adult

Increases in Complexity

1. Trust vs. Mistrust
2. Autonomy vs. Shame & Doubt
3. Initiative vs. Guilt
4. Industry vs. Inferiority
5. Identity vs. Role Confusion
6. Intimacy vs. Isolation
7. Generativity vs. Stagnation
8. Integrity vs. Despair

Proposed by Erik Erikson
V. Karen Horney

• Feminine Psychology

• Neurosis
  – For Freud: The result of fixated psychic energy and the intrusion of id impulses.
  – For Horney: A process in which human relationships are disturbed.

• Neurotic Trends
  – Move towards
  – Move against
  – Move away
VI. Strengths

- Elaboration of concepts ignored or deemphasized
- Generative; inspired many new ideas
- Influenced some future theorists
- Made psychoanalytic concepts easier to understand
VII. Weaknesses

- Hard to test many ideas scientifically
- Criticized for being incomplete