* 1.) What are several different ways that you can describe different characteristics of cultures? How do these affect personality?
  + Head v. Heart
    - Heart: emphasizing fairness, mercy, gratitude, hope, love and religion
      * Aspects with which we treat each other as persons is more important in culture
      * Differences in abilities, goals, environments people place themselves into that then shape their personalities
    - Head: emphasizing artistic excellence, creativity, curiosity, critical thinking, and learning
      * Possibly more accurately: cultures of openness, cultures of creativity
      * Critical thinking and learning is more paramount in culture
  + Tough & Easy
    - –variety/number of goals that can be pursued
    - ease and number of ways of achieving goals
      * Tough:
        + fewer ways to prove yourself
        + certain type of personality type will allow you to succeed
        + stronger situations, less ways to succeed
      * Easy:
        + Wider range of personality distribution
        + More acceptable places for personalities to be expressed and rewarded in variation
  + Achievement
    - High need for achievement is associated with faster industrial growth
    - High Level of Achievement
      * Conscientiousness
  + Tightness and Looseness
    - Tolerance of deviation from proper behavior
    - Cultures that are ethnically homogenous and densely populated tend to be tighter
    - Expression of difference from cultural expectations
      * Tight:
        + Deviance not tolerated
        + Ostracism
        + Stronger social norms about deviance
        + Chronic situation (culture in general kind of is)
      * Loose:
        + Wider array of behavioral expressions
        + Longer distribution of expression of personality traits
  + Collectivism v. Individualism
    - Importance of desires, needs, and rights of the group v. the individual
    - The self and others
    - Independence and interdependence
    - Are people separate from each other?
      * Collectivism:
        + Community based efforts
        + Success of community
      * Individualism:
        + Emphasizes self importance
        + Success of self
        + Island, separate
* 2.) What are different ways to measure personality across cultures?
  + 1.) Comparing the same traits across cultures
    - compare components of big 5 across cultures
  + 2.) Comparing perceptions of culture
    - sterotypes of cultures, are they accurate?
    - How accurate are perceptions? Terracciano et al. (2005)
      * NEO-PI and NCS to individuals in 49 cultures and subcultures
      * NCS
      * Describe their culture and US culture
        + Consensus ranged from .09-.3
        + Median correlation was 0.00
        + Ranged from -.57 to +.40 (lots of variability)
        + Some no connection (opposite)
        + Some connection
        + Only significant positive correlations for New Zealand, Australia, Poland, and Lebanon

What do these correlations mean?

Only rated own country’s personality & perception and that of America

Self stereotypes and self personalities 🡪 correlation is 0 (No relationship)

Terracciono : makes claim that stereotypes are inaccurate and should not be used as personality measure for cultures

* + 3.) Comparing essential trait models across cultures
    - Does big 5 hold up across cultures?
    - Different traits for different cultures?
    - Is the meaning the same?
      * The big 5 are found in observer ratings in 50+ cultures.
      * Many variations have also been found
      * Translating the Big 5 into Spanish misses aspects of Spanish personality such as humor, good nature, and unconventionality
      * Difficulties of translations
      * Some argue only conscientiousness, extraversion, and agreeableness should be considered truly universal
        + Create endogenous scales

From inside each culture

Some of the Big 5 traits have emerged

Factors other than Big 5: unselfishness, gentle temper, positive valence, pleasantness of emotional experience, engagement/passion, etc.

Big Five is scaffold

* + - * Genetic underpinnings that behavior gets expressed in terms of big five
      * But also cultural aspects that create outside traits
    - 4.) Comparing trait manifestations across cultures
      * To what degree do people from different cultures think differently?
        + Holistic thinking

explaining events in context and seeking to integrate divergent points of view vs. explaining events in isolation and setting divergent points of view against each other

* + - * 5.) Comparing values across cultures
        + Values
        + The search for universal values
        + Goals everyone wants to achieve
* 3.) Are our perceptions of national character accurate or inaccurate? Why or why not?
  + Heine et al. (2208)
    - Are Terracciano et al. correct?
    - Personality exists within context of culture, in comparison within culture
      * Instead of correlating self-perceptions with stereotypes of cultures, should focus on conscientiousness where there are clear correlations with behavior
        + Ex. Measure walking speed between cultures
        + How fast is the postal workers’ speed
        + Accuracy of clocks in public banks
    - If culture is regarded as highly conscientious: perception of self- conscientiousness will be lower.
      * 🡪 Reference group effects
    - Heine: can’t take Terracciano as accurate because self reports aren’t accurate
      * Aggregate self and peer report measures of personality do not correlate with either behavioral or demographic indicators
      * Country rankings do not correlate with how cultural experts view the ranked countries, and thus are not validated by expert opinions
      * These measures do not correlation with impressions
* 4.) What is the evolutionary psychological approach to personality? How can the Big Five fit in an evolutionary framework?
  + Evolutionary Approaches to Personality
    - Individual Differences are Evolutionarily Important
      * Profound and consequential individual differences actually exist
      * Many if not all of these individual differences have a heritable component
      * Stable individual differences have been shown to have important consequences for evolutionarily relevant outcomes
      * Individuals often differ substantially within their own sex on characteristics that exhibit well-documented sex differences
      * Variety in behavior within genders, not all the same
      * Individual differences are pivotal to the vast majority of social adaptive problems
  + Big Five In Evolutionary Framework
    - What are actual variations in behavior that animals show & how do those relate to big five dimensions
    - Wield out tendency to apply humanistic characteristics to everything
    - Animals showing big five except conscientiousness until Chimpanzees (only to show reliable differences)
      * Nearest genetic neighbor to humans
      * Rely on well-developed Prefrontal cortex
* 5.) What are the three main systems of the BIS/BAS theory? How does the BIS/BAS theory explain behavior? How does it explain personality?
  + BIS & BAS: Two-factor system to explain motivation, personality, and behavior
  + Behavioral Inhibition System (BIS)
    - Reduce punishment
    - Situations that involve reward and threat
    - Approach and loss aversion
    - Anxiety
      * Can be physical or social avoidance
    - Amygdala – threat perception
    - Septo-hippocampal system
    - Medial septum- excites and inhibits the hippocampus
    - Hippocampus- memory & context
    - Lateral Septum – links hippocampus to reward centers
      * More sensitive to threats
  + Behavioral Activation System (BAS)
    - Increase reward
      * Ex. Food, gold, etc.
    - Dopaminergic system (Reward Pathway)
      * Ventral Tegmental Area
      * PFC
      * Hippocampus
  + Fight or Flight System (FFFS)
    - Immediately threating, punishing or frustrating stimuli
    - Fight (elimination) or Flight (active avoidance)
    - Fear
      * Amygdala (fear)
      * Hypothalamus (uncontrolled behavior)
      * Periaqueductal gray (pain & defensive behavior)
        + Reflex actions related to ^
* BIS & BAS
  + Reinforcement Sensitivity Theory
    - Studied under Eysenck🡪 relates to big 2
    - All (Eysenck) personality dimesnions are a function of individual differences in BIS, BAS & FFFS
    - BAS = Extraversion
    - Sensation-Seekers, Risk Takers
    - BIS & FFFS = Neuroticism
    - Stronger Behavioral inhibitions, avoidance motivation
* 6.) Discuss the composition, interrelationship, and functional meaning of the dark triad. How is it related to the big five? How do evolutionary psychologists explain its existence?
  + Three negative interpersonal traits: Narcissism, Psychopathy, Machiavelianism
  + Narcissism
    - Self-centered needs
    - That must be satisfied through others
  + Psychopathy (Sub-Clinical)
    - Lack of emotions and guilt
    - Manipulative
    - Shallowness
    - Superficial charm
    - Impulsivity
    - Unrealistically heightened self-image
    - Judged to be more attractive initially
  + Machiavelianism
    - Emotionally cool and detached
    - More likely to manipulate and deceive others
    - Lack of emotional involvement, rational in decisions
    - Look, Plan, Consider, Rationally Emotionally-detached, think about this before you behave
* Dark Triad:
  + Psychopathy 🡪 Machiavelianism = .31
  + Machiavelianism 🡪 Narcisism.25
  + Narcissism 🡪 Psychopathy = .50
    - Significant correlations
    - Strongest Relations between Big Five and Dark Triad
      * Conscientiousness & Agreeableness
        + Higher on these, lower on dark triad
  + If Evolution has shaped personality, how is the dark triad possible?
    - Associated with short-term exploitive interpersonal relationships
      * Agentic, social strategy
      * May have evolved to enable exploitation when peers are likely to avoid or punish defectors
      * Seek short term advantages before peers realize negatives
      * Highly intelligent, manipulative, able to find high status roles, jobs i.e. CEO’s of companies, politicians,
        + Pathological Liars
      * Higher in Dark Triad
        + Higher short-term mating motivations

Higher levels of Sociosexuality (casual sex)

Higher numbers of sexual partners

Seeking short term mate over long term mate

* + - * Men on average, higher in Dark Triad than women
      * Affects how individuals behave within a relationship
        + If in long term relationship

Act in Mate retention behaviors

Constructive or Negative

Ex. Listening, gifts, appreciation etc.

Vs. threatening, insulting, etc.

🡪 Act this way because they are more likely to lose their mates

* + - * Related to lower self-control
        + Related to preferring short term outcomes

Ex. $100 now or $1000 later

Goes with impulsivity esp. with Psychopathy

* + - * Even though Dark Triad would not lead to long term success, it does in short term success, which is why it does not die out
* 7.) What theoretical predictions do DeYoung et al. (2010) make about the brain areas involved in the Big Five? Why? What brain areas seem to be important for the Big Five?
* 8.) What is the main point of the Gosling & John (1999) article? What (in general) are the dimensions of personality they report that animals display?
* 9.) Why is it striking/important that only humans and chimpanzees showed evidence of conscientiousness as a unique factor? Why is it important/interesting to study animal personality?
* 10.) What does heritability mean? How is heritability calculated? What do we know about the heritability of personality? What are the limitations of heritability? In an age of molecular genetics techniques, how is heritability still a useful concept?
  + **Heritability**: the proportion of observed variation in a particular trait (as height) that can be attributed to inherited genetic factors in contrast to environmental ones
  + Calculating Heritability
    - (r MZ – r DZ) \*2
      * MZ = monozygotic twins
      * DZ = dizygotic twins
      * r= correlation coefficient
  + Limitations: Heritability doesn’t say anything about genetic v. environmental causes, heritability talks about variability, proportions of variability that is caused genetically v. environmentally
* 11.) What are twin studies? What are three potential issues with twin studies?
  + Twin Studies:
  + Potential Issues: three main assumptions that can be discounted
    - 1.) There are two types of twins, and researchers can reliably distinguish between them
      * 15% of parents are wrong about whether their twins are identical or fraternal
    - 2.) The results from twin studies are generalizable to the single-born population
      * Twins run in families
      * Older women are more likely to have MZ twins
      * IVF (Invitro-fertilization)
        + Expensive technique, parents couples higher SES, IQ, etc. affects twin population, more homologous
    - 3.) The environments of MZ and DZ twins are roughly equal
      * MZs are treated more similarly by parents and environment
      * MZs spend more time together
      * MZs share a closer emotional bond
        + Kringlen (1967) Genetics of Schizophrenia

Percentage of all twins, not of those with schizophrenia

Over 90% of MZs experienced “identity confusion” in childhood (only 10% of DZs)

Thought at some point that they were other twin

72% of MZs were “brought up as a unit” (only 19% of DZs were)

65% of MZs had an “extremely strong” level of closeness (only 19% of DZs)

* 12.) What are the strengths and drawbacks of different types of molecular genetic approaches to personality?
* 13.) Describe how personality disorders might simply represent extreme manifestations of traits that are desirable when they are in the “normal” range. What are examples?
* 14.) What are the broader implications of the ability to describe features of abnormal personality using common personality dimensions?
* 15.) What are the drawbacks of the way personality disorders are described in the DSM IV and Five?
* 16.) What are other frameworks for personality disorders? What are their strengths and weaknesses?
* 17.) How does personality relate to non-PD psychopathology?
* 18.) How does Oxytocin relate to Borderline Personality Disorder? How do we know this?
* 19.) What is the difference between the declarative and the procedural self? Describe at least two parts of the declarative and procedural selves and how those parts contribute to our persistent patterns of thinking, feeling, and behaving.
* 20.) How does self-esteem develop over the lifetime? Does it affect important life outcomes? How do we know this?
* 21.) What are life stories? How do life stories shape our personalities? How do life stories develop? How do stories help us develop and maintain the self?
* 22.) How do the big five factors develop over the lifetime? Are they set in plaster? How do we measure stability and development?
* 23.) What is temperament? What are the parts of temperament? How does it relate to the Big Five? What is the BPQ? Why is it used?
* 24.) Do parents have major effects on how their children’s personalities develop? Why or why not?
* 25.) What is the difference between accuracy and consensus in personality judgments?
  + Accuracy:
    - the extent to which other people’s judgment of a target personality agree with target’s judgment of their personality
    - agreement between observer and target
  + Consensus
    - How much do observers agree with each other
    - Agreement between observers
* 26.) What are the moderators of judgment accuracy?
* 27.) What are the four main questions Gosling et al. (2002) attempt to answer? What evidence do they provide and what are their conclusions for each of those four questions?
* 28.) Why Are Narcissists so Charming at First Sight? How do we know this?

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