

# **Personality Analysis and Types of Personality**

**Topic-25**

# Personality

- Personality refers to the unique and enduring patterns of thoughts, feelings, and behaviors that characterize an individual.
- It encompasses the distinctive ways in which a person thinks, feels, and acts in various situations and over time.
- Personality traits are the relatively stable attributes that influence how individuals respond to their environment and interact with others.

# Personality

- Examples of personality can be found in how we describe other people's traits.
- **For instance**, "She is generous, caring, and a bit of a perfectionist," or "They are loyal and protective of their friends."

# Personality

- Personality analysis involves the study and categorization of various types of personality traits, characteristics, and patterns that individuals exhibit.
- Different personality theories propose different approaches to understanding and classifying personalities.

# Types of Personality

- Here are a few prominent theories and their associated types:
  - ❑ Myers-Briggs Type Indicator (MBTI)
  - ❑ Big Five Personality Traits
  - ❑ Psychodynamic Theory
  - ❑ Humanistic Theory
  - ❑ **Trait Theory**
  - ❑ **Social-Cognitive Theory**
  - ❑ **Type A and Type B Personalities**

# Myers-Briggs Type Indicator (MBTI)

- The Jung Typology, often referred to as the **Myers-Briggs Type Indicator** (MBTI), is a popular personality assessment tool based on Carl Jung's theory of psychological types.
- The MBTI categorizes people into 16 different personality types based on their preferences in four areas.

# The Four Dichotomies

- ❑ **Extraversion (E) vs. Introversion (I)**
- ❑ **Sensing (S) vs. Intuition (N)**
- ❑ **Thinking (T) vs. Feeling (F)**
- ❑ **Judging (J) vs. Perceiving (P)**
- Each type is represented by a four-letter code (e.g., INTJ, ESFP)

# Extraversion (E) vs. Introversion

- **This dichotomy reflects how individuals prefer to direct their energy.**
- ❑ **Extraversion (E):** People who prefer Extraversion tend to draw energy from the outer world of people, activities, and things. They are often sociable, outgoing, and enjoy engaging with others.
- ❑ **Introversion (I):** Those who prefer introversion gain energy from their inner world of thoughts, reflections, and ideas. They are typically more reserved, thoughtful, and introspective.



# Sensing (S) vs. Intuition (N)

- **This dichotomy relates to how individuals gather information and process it.**
- ❑ **Sensing (S):** People who prefer sensing tend to focus on concrete facts, details, and immediate experiences. They rely on information that is directly observable, tangible, and grounded in the present reality.
- ❑ **Intuition (N):** Those who prefer intuition are more inclined to focus on patterns, possibilities, and future potentials rather than just what is immediately observable. They are imaginative, innovative, and often see the big picture rather than getting bogged down in specifics.

# Thinking (T) vs. Feeling (F)

- **This dichotomy concerns how individuals make decisions.**
- ❑ **Thinking (T):** People who prefer Thinking make decisions based on logic, analysis, and objective criteria. They prioritize fairness, consistency, and rationality in their decision-making process.
- ❑ **Feeling (F):** Those who prefer Feeling make decisions based on personal values, emotions, and the impact on others. They prioritize empathy, harmony, and understanding in their interactions and decisions.

# Judging (J) vs. Perceiving (P)

- **This dichotomy reflects how individuals approach the external world.**
- ❑ **Judging (J):** People who prefer Judging like structure, organization, and closure. They prefer to have things planned, settled, and decided. Judgers are often focused on achieving goals, making decisions, and following through on tasks in a timely manner.
- ❑ **Perceiving (P):** Those who prefer Perceiving are more flexible, spontaneous, and adaptable. They prefer to keep their options open, explore possibilities, and enjoy the process rather than aiming for closure. Perceivers are often open-minded, adaptable to change, and comfortable with last-minute adjustments.

# Myers-Briggs Type Indicator (MBTI)

- Each dichotomy represents a pair of preferences, and individuals indicate their preference on each pair based on how they tend to naturally approach situations.
- **For example**, someone might prefer Extraversion (E), Intuition (N), Feeling (F), and Judging (J), resulting in the personality type ENFJ.

# Big Five Personality Traits

- **The Big Five Personality Traits**, also known as the **Five-Factor Model (FFM)**, is a widely accepted framework in psychology for understanding and categorizing human personality.
- The Big Five model includes five broad personality traits: **Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism** (often remembered as **OCEAN**).

# Openness to Experience

- **Openness to Experience** is about how **open-minded, imaginative, and curious** someone is.
- If you're high in openness, you're **likely creative, adventurous, and always ready to explore new ideas.**
- You enjoy novelty and might be the first to try something different.

# Openness to Experience

- On the flip side, individuals with lower levels of Openness to Experience may exhibit a more **"closed" or "conventional" personality.**
- They may prefer routine and familiarity, be more practical in their approach to problems, and **may be less interested in exploring unconventional or novel ideas.**

# Openness to Experience

- They find comfort in the familiar and may not be as interested in trying out new things.
- In terms of personality types, individuals who score high on Openness to Experience are often described as having a **more "open" or "exploratory" personality.**
- On the other hand, individuals with lower levels of Openness to Experience may exhibit a more **"closed" or "conventional" personality.**



# Conscientiousness

- Conscientiousness refers to the degree to which individuals are **organized, responsible, reliable, goal-oriented, and self-disciplined.**
- People high in Conscientiousness tend to be **diligent, thorough, and focused on achieving their goals.**
- On the other hand, those low in this trait may be more spontaneous, **flexible, and less concerned with detailed planning.**

# Conscientiousness

- In terms of personality types, individuals who score high on Conscientiousness are often described as having a more **"conscientious" or "organized" personality.**
- On the flip side, individuals with lower levels of Conscientiousness may exhibit a more **"easygoing" or "carefree" personality.**

# Extraversion

- Extraversion refers to the extent to which individuals are **outgoing, sociable, assertive, and energetic**.
- People high in Extraversion tend to be **sociable, enjoy social interactions, and derive energy from being around others**.
- In contrast, individuals low in Extraversion (introverts) may be more **reserved, reflective, and prefer solitary activities**.

# Extraversion

- In terms of personality types, individuals who score high on Extraversion are often described as having an **"extraverted" or "outgoing" personality.**
- Conversely, individuals with lower levels of Extraversion may exhibit an **"introverted" or "reserved" personality.**

# Agreeableness

- Agreeableness refers to the extent to which individuals are **cooperative, polite, kind, friendly**.
- People high in Agreeableness tend to be **warm, empathetic, and cooperative, valuing interpersonal harmony**.
- Those low in Agreeableness may be more **competitive, assertive, and less concerned with maintaining social harmony**.

# Agreeableness

- In terms of personality types, individuals who score high on Agreeableness are often described as having an **"agreeable" or "compassionate" personality.**
- On the other hand, individuals with lower levels of Agreeableness may exhibit a more **"assertive" or "competitive" personality.**
- They may be more focused on their own goals and less concerned with avoiding conflict or pleasing others.

# Neuroticism (Emotional Stability)

- Neuroticism reflects the extent to which individuals experience negative emotions, such as **anxiety, depression, irritability, and moodiness.**
- People high in Neuroticism tend to be more **emotionally reactive and may experience heightened levels of stress and worry.**
- On the other hand, those low in Neuroticism (high in Emotional Stability) are more **emotionally stable, resilient, and better able to handle stress.**

# Neuroticism (Emotional Stability)

- In terms of personality types, individuals who score high on Neuroticism are often described as having a more **"neurotic" or "emotionally reactive" personality.**
- Conversely, individuals with lower levels of Neuroticism (high in Emotional Stability) may exhibit a more **"emotionally stable" or "resilient" personality.**
- They are typically less reactive to stress, more composed, and better able to maintain emotional equilibrium even in challenging situations.



# Psychodynamic Theory

- **Sigmund Freud**, a key figure in psychology, introduced a theory of personality that had a significant impact on the field.
- According to Freud's psychoanalytic theory, our personality is shaped by three main parts of the mind: **the id, ego, and superego**.

# Freud's Structure of the Human Psyche



**Id:**

Instincts



**Ego:**

Reality



**Superego:**

Morality

# The Id

- In Sigmund Freud's psychodynamic theory of personality, the **"Id"** is one of the three components of the mind, along with the **"Ego"** and the **"Superego"**.
- The id is the primitive, instinctual, impulsive side of our minds, always seeking immediate pleasure without caring about the consequences or what society thinks.

# The Id

- It is the part of us that just wants to satisfy basic needs and desires right away, kind of like a child throwing a tantrum to get what it wants.
- The id **operates in our unconscious**, and it's all about instant gratification, whether it's for food, water, or other basic instincts.
- While it's necessary for acknowledging our needs, it can sometimes clash with the rules of the outside world.
- That's where the ego and superego come in to help balance things out.

# The Id

## Example:

- Imagine a student with an approaching deadline for a major assignment who decides to procrastinate and engage in enjoyable activities instead. The id prioritizes the pleasure of the moment over the stress of impending responsibilities.

# The Id

## Example:

- Imagine a person walking through a crowded market feeling a sudden, intense desire for an expensive item he cannot afford. The id, seeking immediate pleasure and gratification, might prompt the individual to act impulsively by attempting to steal the desired item. In this situation, the id disregards the consequences of breaking the law and the potential harm to others, focusing solely on the immediate satisfaction of obtaining what it craves.
- This example highlights how the id's drive for immediate pleasure, when unchecked, can lead individuals to engage in impulsive and socially unacceptable behavior.

# The Id

- Even as people grow and mature, the id—the impulsive and childish part of personality, sticks around as a primal force throughout life.
- It is the development of the ego and the superego that allows people to control the id's basic instincts and act in ways that are both realistic and socially acceptable.

# The Ego

- **The ego**, in Freudian psychoanalytic theory, **serves as the problem solver**.
- It comes from the id and operates on the **reality principle**, the ego acts as a mediator between the impulsive desires of the id (what do you want) and the moral constraints of the superego (what you should do).



# The Ego

- **Imagine** you're on a tight budget (superego says save money), but you really want a new gadget (id's desire).
- The ego might suggest looking for discounts or waiting for a sale—a realistic compromise that satisfies both your desire and your financial responsibility.

# The Ego

- Or, consider a situation where you have a deadline for work (super ego's demand) but really want to binge-watch a show (id's desire).
- The ego might suggest working for a set time and then rewarding yourself with an episode—a balanced approach that considers both your responsibilities and desires.
- In these everyday scenarios, the ego plays the role of a practical negotiator, finding solutions that work for the immediate desires of the id and the moral considerations of the superego.

# The Superego

- **The superego** is a concept in Freudian psychoanalytic theory that represents one of the three components of the human psyche.
- Superego is like having a little voice in your head that reminds you about right and wrong, based on what you've learned from family, society, and culture.
- **For instance**, if you're tempted to take credit for someone else's work at school (id's desire for success), the superego kicks in, saying, "That's not fair; it's wrong to cheat."

# The Superego

- Or, a man realizes that the cashier at the store forgot to charge him for one of the items he had in his cart. He returns to the store to pay for the item because his internalized sense of right and wrong urge him to do so.
- In everyday situations, the superego acts as your moral guide, influencing decisions by echoing the values and principles you've absorbed from your surroundings.

# Humanistic Theory

- Abraham Maslow is best known for his concept of "Self-Actualization" within the context of personality.
- Maslow proposed a hierarchy of needs, often depicted as a pyramid, where basic physiological needs form the base, and higher-level psychological needs lead to self-actualization at the pinnacle.

# Maslow's Hierarchy of Needs



- ◀ The need for development, creativity, growth.
- ◀ The need for self-esteem, power, control, recognition.
- ◀ The need for love, belonging, inclusion.
- ◀ The need for safety, shelter, stability.
- ◀ The need for air, food, water, health.

# Physiological Needs

- At the bottom of the hierarchy are physiological needs, which are considered universal.
- Among the physiological needs are **air, water, food, sleep, health, clothes, and shelter.**
- These needs' positioned at the bottom of the pyramid signifies they are fundamental to human wellbeing and will always take priority over other needs.
- These needs must be met before an individual can move on to higher levels of the hierarchy.

# Safety Needs

- Once physiological needs are satisfied, people seek safety and security.
- If people do not feel safe in their environment, they are unlikely to guide attention toward trying to meet higher-order needs.
- In particular, safety needs include protection from violence and theft, emotional stability and well-being, health security, and financial security.



# Belongingness and Love Needs

- According to Abraham Maslow's hierarchy, the need for love and belonging comes after the satisfaction of physiological and safety needs.
- These needs encompass the need for affection, love, and acceptance from others, including family, friends, and romantic partners.
- They involve forming and maintaining meaningful relationships and feeling a sense of belonging within social groups or communities.

# Belongingness and Love Needs

- Meeting these needs is essential for mental health and emotional well-being, helping to prevent loneliness and depression.
- Additionally, satisfying these needs boosts self-esteem and supports personal growth, allowing individuals to move on to higher levels of Maslow's hierarchy, such as esteem needs and self-actualization.

# Esteem Needs

- Esteem Needs, as outlined in Abraham Maslow's hierarchy of needs, represent the desire for both self-respect and recognition from others.
- Meeting esteem needs fosters self-confidence and a positive self-image.
- **These needs can be categorized into two main types:**
  - ❑ Internal Esteem Needs
  - ❑ External Esteem Needs

# Esteem Needs

- **Internal Esteem Needs:** These are related to developing a positive self-regard, self-respect, and a sense of personal competence. **Internal esteem needs include:**
  - **Self-Respect:** Feeling confident in one's abilities and having a positive self-image.
  - **Self-Esteem:** Having a sense of accomplishment, competence, and self-worth based on personal achievements and mastery of skills.
  - **Autonomy:** Feeling a sense of control over one's life and decisions, which contributes to a sense of independence and self-reliance.

# Esteem Needs

- **External Esteem Needs:** These involve gaining recognition, respect, and approval from others in society. **External esteem needs include:**
  - **Recognition:** Receiving acknowledgment and praise for achievements, talents, or contributions from peers, colleagues, and society.
  - **Respect:** Being valued and esteemed by others, which may manifest in admiration, status, or prestige within social or professional contexts.
  - **Social Status:** Attaining a position or role in society that garners respect and influence, such as leadership roles, awards, or public recognition.

# Esteem Needs

- Maslow believed that fulfilling esteem needs is essential for individuals to progress towards self-actualization, the highest level of his hierarchy where individuals realize their full potential and achieve personal fulfillment.

# Self-Actualization

- Self-actualization is the highest level of psychological development in Abraham Maslow's hierarchy of needs.
- Maslow's concept of self-actualization refers to the innate human drive to achieve one's full potential and become the best possible version of oneself.

## Self-Actualization Involves:

- ❑ **Personal Growth:** Continuously striving to improve and develop one's talents, abilities, and skills.
- ❑ **For example:** An individual feels nervous about speaking in front of others but wants to overcome their fear. He joins a public speaking club, attends workshops on presentation skills, and practices delivering speeches to small groups. With practice and constructive feedback, he becomes more confident and proficient in public speaking, achieving personal growth in communication skills.



## Self-Actualization Involves:

- ❑ **Fulfillment:** Finding deep satisfaction and meaning in life through pursuing and achieving meaningful goals.
- ❑ **For example,** Someone volunteers regularly at a local animal shelter because he deeply cares about animal welfare. By dedicating his time and effort to caring for animals in need, he finds fulfillment in making a positive impact on the lives of vulnerable creatures and contributing to the community's well-being.

## Self-Actualization Involves:

- ❑ **Authenticity:** Living in accordance with one's core values, beliefs, and interests, rather than conforming to societal expectations.
- ❑ **For example:** if someone chooses to pursue a career in environmental conservation because he genuinely cares about protecting the planet, despite societal pressures to pursue more lucrative professions. He prioritizes his values over external rewards, leading a more fulfilling and meaningful life.

# Self-Actualization Involves:

- ❑ **Peak Experiences:** Peak experiences are extraordinary moments that bring immense joy, creativity, and clarity, leaving a person feeling deeply fulfilled and connected.
- ❑ **For instance,** an athlete may experience a peak moment during a championship game, where he performs at his best, effortlessly maintaining intense focus and achieving a significant victory.

# Self-Actualization

- According to Maslow, self-actualization is a rare achievement because it requires individuals to have met their more basic needs (such as physiological, safety, love, and esteem needs) before they can fully focus on personal growth and fulfillment.
- Once these lower-level needs are satisfied, individuals can direct their energy towards realizing their potential in areas such as creativity, problem-solving, personal relationships, and contributions to society.

# Self-Actualization

- *“A musician must make music, an artist must paint, a poet must write, if he is to be ultimately happy. What a man can be, he must be. This need we may call self-actualization.”*
- In essence, self-actualization is about becoming the best version of oneself and experiencing a deep sense of purpose and fulfillment in life.

# Abraham Maslow's Concept of Personality

- Abraham Maslow introduced the concept of personality within the framework of his hierarchy of needs.
- In Maslow's perspective, personality is shaped and expressed based on an individual's progress through various levels of needs, as outlined in his hierarchy.
- According to Maslow, as individuals satisfy their basic physiological and safety needs, they move towards higher-order needs such as belongingness, esteem, and self-actualization, their personality traits and characteristics are shaped accordingly.

# Abraham Maslow's Concept of Personality

- The concept emphasizes that personality development is intricately linked to the fulfillment of these hierarchical needs.
- Maslow proposed that individuals with a self-actualized personality exhibit traits such as **autonomy, creativity, spontaneity, ethical and moral integrity, and a focus on personal growth and peak experiences.**
- Personality, in Maslow's view, is not static but evolves as individuals progress in their pursuit of fulfilling higher-level needs and realizing their full potential.

# Concept of Personality by Swami Vivekananda

- Swami Vivekananda, the influential Indian spiritual leader and philosopher, did not create a structured theory of personality like Freud or Jung.
- Instead, his teachings and philosophy offer ideas about the self, human potential, and personal growth, which connect to the broader concept of personality.



# Physical Self

- Swami Vivekananda emphasized the significance of a **healthy body** in shaping a well-rounded personality.
- He believed that a healthy body is essential for spiritual and mental well-being.
- Physical self-development involves **maintaining good health, practicing yoga and physical exercises, and leading a balanced lifestyle.**

# Physical Self

- Additionally, Vivekananda believed that a healthy body helps us serve others selflessly.
- When we're healthy, we have the energy and strength to make a positive impact on society.
- His teachings show how our physical, mental, and spiritual well-being are all connected in shaping a meaningful and fulfilling life.

# Energy Self

- Swami Vivekananda's idea of the Energy Self shapes one's personality as the energy we have inside us can greatly influence **how we think and act.**
- The energy derived from within oneself has the power to transform and **influence one's mental processes and behaviors.**
- Vivekananda emphasizes that understanding and intentionally directing this internal energy can contribute to a positive and dynamic personality.

# Energy Self

## **For Example:**

- Individuals who cultivate positive thoughts and maintain an optimistic outlook on life demonstrate the influence of their inner energy. Despite external challenges, they draw upon their inner reservoir of positive energy to approach situations with resilience and hope.

# Energy Self

- Vivekananda believed that individuals should conserve and direct their vital energy, avoiding wasteful or destructive habits.
- This dimension includes practices such as pranayama (breath control) to increase energy, vitality, and bring solace to the mind.

# Energy Self

- Feelings of intolerance, impatience, anger and anxiety can be effectively controlled by the energy self which contribute to the formation of a calm, patient, and composed personality.
- The individual would likely exhibit traits of emotional stability, resilience, and a positive outlook on life.

# Intellectual Self

- Swami Vivekananda emphasized the importance of developing intellectual capacities through education, study, and critical thinking to shape one's personality.
- Those who prioritize these pursuits typically demonstrate traits such as curiosity, open-mindedness, and a dedication to continuous learning.
- Such individuals prioritize intellectual pursuits, engage in thoughtful analysis, and strive to comprehend the complexities of the world.

# Intellectual Self

- By actively engaging in intellectual pursuits like learning, critical thinking, and self-reflection, individuals not only improve their cognitive abilities but also cultivate a more enlightened and discerning personality.
- Intellectual growth promotes the development of wisdom, problem-solving skills, and a broadened perspective, all essential aspects of a well-rounded and intellectually vibrant personality.



# Mental Self

- Swami Vivekananda emphasized the importance of developing mental strength, emotional resilience, and a positive mindset to shape one's personality.
- People who prioritize their Mental Self often show traits such as emotional stability, adaptability, and a constructive approach to challenges.

# Mental Self

- This personality type is characterized by the ability to handle stress, maintain emotional equilibrium, and approach difficulties with a positive and optimistic mindset.

# Blissful Self

- Swami Vivekananda's concept of the Blissful Self suggests that true happiness—inner joy, contentment, and spiritual fulfillment—comes from within oneself, not just from external circumstances.
- This perspective encourages people to cultivate a positive and calm outlook, which leads to a harmonious and joyful life.

# Blissful Self

- It emphasizes that genuine satisfaction and fulfillment in life come from nurturing inner peace, spiritual awareness, and a positive mindset.
- Embracing the Blissful Self promotes shifting focus from material goals to spiritual development, highlighting how inner peace is essential for a truly satisfying life.

# Blissful Self

- Individuals embodying the Blissful Self often radiate **positivity, inner joy and contentment outwardly, influencing their interactions and relationships with others in a positive and harmonious manner.**

# Conclusion

- In summary, these influential figures have contributed diverse perspectives to the concept of personality.
- **Freud and Jung** delved into the **subconscious realms**, **Maslow** focused on **human potential and self-actualization**, **Vivekananda** emphasized **spirituality**.
- Each approach offers valuable insights into the multifaceted nature of personality.

**THANK YOU**