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What is Personality?

- **Personality** = an individual's patterns of thinking, feeling, and acting
- Four perspectives
 1. **Psychoanalytic** = unconscious processes determine personality
 - *e.g.*
 - * Anal retentive
 - * Orally fixated
 2. **Humanistic** = personality is determined by self and fleshed out by self actualization
 3. **Social cognitive** = personality is determined by beliefs about one's self
 - *e.g.**
 - * Insecurity
 - * Belonging
 4. **Trait** = personality is determined by the presence of different types of traits

Psychoanalytic Perspective

- Essential premise is that psychosexual development is integral to our proper functioning
 - If something goes awry at some stage, you may develop a problem with that stage
- Techniques to discover psychosexual problems
 - **Free association** = the process of unearthing unconscious associations between ideas
 - * Basically, patient begins chaining ideas as they come to mind
 - Thought to be indicative of unconscious **resistance**
 - **Dream interpretation** = the process of understanding **latent meaning** in dreams
 - **Hypnosis** = inducing a mental state where the unconscious motivations and desires can be seen easier
- **Unconscious** = a storage space for **repressed impulses**
 - **Repressed impulses** = taboo thoughts, wishes, feelings, or memories
 - Is not available to the conscious mind; can only be seen indirectly

- **Preconscious** = a storage space for knowledge that can be invoked but not consciously so
 - Must be brought to memory by some stimulus
 - *e.g.*
 - * Events of the day so far
 - * Latent knowledge
- Three parts of personality
 1. **Id** = the element that composes our primal element of personality
 - **Pleasure principle** = the heuristic that immediate pleasurable is the most desirable good
 - At birth, the mind is only composed of the id
 - Sources of energy
 - * *Eros* = life instinct, perpetuate life
 - * *Thanatos* = risky, aggressive, self-destructive drive
 - **Libido** = roughly synonymous with “sex drive”
 2. **Superego** = the element that composes our moral intuition and aspirations
 - Moral intuitions are mostly inherited from observation and imitation
 - It has the power to generate *anxiety*
 - **Morality principle** = the heuristic that adherence to a code is the most desirable good
 3. **Ego** = the element that composes our conscious mind
 - Essential role is to balance the id and superego
 - **Reality principle** = the heuristic that external restrictions should be reconciled for maximum value
- **Psychosexual stages** = stages of development where the id focuses on one type of sensory pleasure

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Five Psychosexual Stages

1. **Oral** = pleasures are principally derived from oral stimuli
 - Birth to 18 months
2. **Anal** = pleasures come from relief from ending discomfort associated with holding in waste

- 18 months to 36 months
- 3. **Phallic** = pleasure comes from genitals
 - 3 years to 6 years
- 4. **Latency** = a period of dormant sexual feelings
 - 6 years to puberty
- 5. **Genital** = sexual maturation and seeking physical relationships
 - Puberty and after
- **Oedipus complex** = the propensity for a young boy to experience sexual desire for his mother and hatred for his “rival” father
 - Based on the Greek myth of Oedipus
- **Electra complex** = the propensity for a young girl to experience sexual desire for her father and hatred for her “rival” mother
 - Sometimes, your best ideas *don't* come while high on coke
 - * Freud loved him some coke
- **Castration anxiety** = a young boy's fear that the father will castrate him for vying for experiencing sexual desire towards his mother
 - *wat.*
- **Penis envy** = the effect of women feeling jealous of men for having a penis
 - Don't ask me. Freud was weird
- **Identification** = the process by which the dominant parent's values bleed into the superego of the child
- **Fixation** = the effect of having an unresolved conflict during some psychosexual stage
 - Results in a lack of closure—the person fixates on that conflict
- It's important to note that most of these ideas have been discredited and aren't practiced by modern psychodynamic psychologists

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Defense Mechanisms

- **Defense mechanisms** = methods of protection the ego employs to reduce anxiety by distorting perception

- **Repression** = a defense mechanism where anxiety-inducing thoughts are actively fought by the conscious mind
 - Results in those memories being still present, but only to the unconscious
 - **Regression** = a defense mechanism where an individual reverts to a psychosexual stage with an unresolved conflict
 - The individual feels less responsibility for their actions
 - **Reaction formation** = a defense mechanism where the ego substitutes taboo impulses for their opposites
 - Is a way to avoid situations
 - * For example, hiding an impulse that will lead to conflict with its opposite
 - **Projection** = a defense mechanism where taboo impulses will be attributed to others
 - **Rationalization** = a defense mechanism where unsavory reasons for one's actions are justified with logic rather than the emotions that *really* drive them
 - **Displacement** = a defense mechanism where aggressive or sexual impulses are directed towards a person or object that is less threatening
 - You deal with your anger at your boss by hurting your spouse, etc
 - **Sublimation** = a defense mechanism where harmful impulses are directed into a more socially appropriate activity
 - *e.g.*
 - * Lifting weights to deal with anger towards the bourgeoisie
 - *Proletarian gains.*
 - * Writing poetry to deal with inappropriate sexual impulses
 - **Denial** = a defense mechanism where the negative impulse is simply ignored
 - Is different from repression in that it can still be accessed by the conscious mind
 - * It just isn't acknowledged
 - **Undoing** = a defense mechanism where the guilt for indulging a negative stimulus is counterbalanced with a positive thing
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Understanding the Unconscious

- **Projective test** = a psychological test where the interpretation of ambiguous stimuli is used to determine unconscious processes
 - *e.g.*
 - * **Rorschach inkblot test** = a test where 10 blots of ink are placed on a piece of paper and folded to form a symmetry
 - Developed by Hermann Rorschach
 - * **Thematic apperception test (TAT)** = a psychological test where spontaneously created narratives are used to determine unconscious processes
 - Shortcomings
 - * Examiner interaction may bias results
 - * Scoring and interpretation is very subjective
 - * Unreliable results
 - * Have no predicting power
- **Terror-management theory** = the theory that the principle unconscious struggle is to grapple with the fact that we will die
 - Religion can be understood as a coping mechanism for this anxiety

Neofreudian Approach to Personality

- **Alfred Adler**
 - Believed that humans are motivated to be superior
 - * Pursued to compensate for feelings of inferiority or inadequacy when you're young
 - * **Superiority complex** = the effect of someone overcompensating for a traumatic failure by overemphasizing their achievements and importance
- **Karen Horney**
 - Believed that humans are motivated to have human love and security
 - * She studied anxiety relating to human relationships
 - * **Basic anxiety** = the basic sense of unease caused by being isolated and without help in a hostile and unforgiving, unloving world
 - Sought to counterbalance Freud's masculine bias
 - * Argued that Freud was wrong on

- Penis envy
- Women have weak superegos

- **Carl Jung**

- **Universality of themes** = a similarity of cultural knowledge of certain narrative tropes
 - * **Archetypes** = the preconceived notions of different roles that people can play
- **Collective unconscious** = a term for the storage space for these culturally acquired beliefs
- **Persona** = the outer behavioral pattern one adopts to hide their true feelings from others
- Is credited with coming up with the idea of **introversion** and **extroversion**

Humanistic Approach to Personality

- **Self-actualization** = the state of having fulfilled the need to realize one's potential
 - Can manifest in a lot of different ways
- **Unconditional positive regard** = a complete acceptance of another person
 - Is required to truly improve one's self
- **Self-concept** = the totality of our identity and notions of about who we are
- **Spotlight effect** = our propensity to overestimate the extent to which people judge us
 - We feel worse about our appearance, performance, and failures as a result
- **Self esteem** = one's notion of self worth
- **Self-serving bias** = the propensity for one to perceive their actions and thoughts in a favorable light
- **Individualism** = the behavior of emphasizing your own goals and basing your identity on individual achievements rather than on collective social goals or identity
- **Collectivism** = the behavior of emphasizing the goals of a social group and defining your identity in terms of that group

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Trait Theory of Personality

- **Trait** = a unique pattern of behavior
 - Associated with Gordon Allport
- **Rayman Cattell** = a psychologist who developed the “16 personality factors”
 - *e.g.*
 - * Self Assured vs Apprehensive
 - * Undisciplined vs Controlled
- **Hans Eysenck** = psychologist who developed a two-dimensional plane describing personality
 - Two axes
 1. Stable vs Unstable
 2. Introverted vs Extraverted

	Unstable	Stable
Introverted	Melancholic	Phlegmatic
Extroverted	Choleric	Sanguine

- **Personality inventory** = a questionnaire meant to assess what traits one has
 - Shortcomings
 - * Relies on client honesty
 - * Very long tests
 - Can cause fatigue and skew accuracy
 - * Sometimes people aren't the best judges of their behavior
 - **Minnesota Multiphasic Personality Inventory(MMPI)** = the most widely researched and used personality inventory
 - * Initially developed as a diagnostic tool for emotional disorders
 - * Now is used broadly as a screening purpose
 - Like a test you take to make sure you are fit for service, etc
 - * 500 true or false questions
- Type A vs Type B
 - **Type A** = a personality category characterized by an intense, focused drive towards achieving goals

- * Heavily oriented around tasks and completing things
- **Type B** = a personality category characterized by a diminished emphasis on task completion and goal setting
 - * More laid back and easy-going

Five Factor Model of Personality

- Basic principle is that five characteristics are inherited or present at a very young age
1. Openness vs Close-minded
 2. Conscientiousness vs Undisciplined
 3. Extraversion vs Introversion
 4. Agreeable vs Antisocial
 5. Neuroticism vs Emotional stability

Social Cognitive Perspective of Personality

- **Social cognitive theory** = a theory of personality that emphasizes the importance of observational learning and interpersonal effects
- **Reciprocal determinism** = the model of personality that is affected by interactions between behavior, environment, and mental processes
- **Self-efficacy** = one's confidence that they can do the things a situation requires
- **Personal control** = one's confidence that their environment can be changed through action
 - A poor sense of personal control is essentially just hopelessness
- **External locus of control** = the vectors that affect one's environment that cannot be controlled
- **Internal locus of control** = the vectors that affect one's environment that can be controlled through action
- **Learned helplessness** = the effect where one's mental model of internal and external loci of control stay persistent, and one believes they have no control over their situation when they really do