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| 1. In your own words, define *personality* and provide some examples of personality traits.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 2. Explain how Freud developed his view of the unconscious mind.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 3. Explain the structure of the mind, according to Freud. Make sure you include a discussion of what each structure is responsible for and how the structures interact.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 4. Fourteen-year-old Willow was arguing with her mother about dating. During the argument, she developed a paralysis of her left arm. Her doctor can find no physical cause for the paralysis. Use Freud’s psychoanalytic perspective to explain how the paralysis may be Willow’s attempt to deal with an unconscious conflict between her id and superego.  ​   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 5. Outline Freud's proposed stages of psychosexual development.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 6. Explain how, according to Freud, defense mechanisms protect a person from anxiety.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 7. According to a number of distinguished psychologists, a major purpose of the defense mechanisms described by Freud is the protection of self-esteem. Give an example of how repression, reaction formation, projection, rationalization, displacement, and denial could each be used to protect or even enhance a positive self-image.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 8. Freud laid the foundation for the psychoanalytic view of the unconscious mind. Some theorists, however, disagreed with Freud's view. Explain the controversy surrounding some of Freud's ideas and describe which ideas were easily accepted by those who followed in his footsteps.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 9. Discuss how Freud's ideas would stand up to today's modern-day research findings and theoretical perspectives.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 10. Compare and contrast the projective tests described in the text. Give an example of an appropriate use of each test and provide criticisms of the Rorschach test in particular.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 11. Generally, how did humanistic theorists view personality? Compare the views of the two pioneering humanistic theorists.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 12. Outline Abraham Maslow’s concept of the self-actualizing person and provide at least one example.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 13. Mario and Zoe want to raise their 3-year-old son in a way that promotes a positive self-concept. How does Carl Rogers describe a positive self-concept? What would Rogers suggest that Mario and Zoe do to promote a growth-promoting social climate that would help their child develop a positive self-concept?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 14. Explain how a therapist who adheres to Carl Rogers’ view would evaluate a person’s self-concept.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 15. Outline both the praises and criticisms of humanistic theories.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 16. Explain how the trait theories focus on describing the various aspects of personality.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 17. Research has shown that identical twins are more similar than fraternal twins, nontwin siblings, and adopted children. Discuss the influence of genes on temperament and behavioral style.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 18. Differentiate between the personality traits introversion and extraversion, and explain the differences between introversion and shyness. Discuss the evidence that suggests that Western cultures prize extraversion over introversion. What are some of the benefits of having an introverted personality?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 19. Professor Villafranco is interested in assessing whether personality inventories are more useful than projective tests. First, explain what personality inventories are. Then, explain both their strengths and their weaknesses.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 20. Identify the Big Five personality traits and give an example of each. How stable are these traits over time and how well do they apply to various cultures? Discuss how these traits reflect differing brain structures.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 21. At parties with friends, Tricia demonstrates personality traits that are very different from those she exhibits when she is at home with her parents. Using your knowledge of the person-situation controversy, explain why the variability of Tricia’s behavior in different situations is not surprising.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 22. Albert Bandura views the person-environment interaction as reciprocal determinism. “Behavior, internal personal factors, and environmental influences,” he said, “all operate as interlocking determinants of each other.” Discuss three ways in which individuals and the environment interact. Explain how genes and environment can interact to influence traits and personality and discuss one study that supports this interaction.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 23. Describe the assessment center approach and explain why it is more useful than a personality test or an interviewer’s intuition.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 24. Professor Kumar is a critic of the social-cognitive theory of personality. What is he likely to state in his criticisms?   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 25. Some have suggested that it's hard to love others if you can't feel uniformly positive about yourself. Others have suggested that uniformly positive self-esteem can lead us to overvalue ourselves and undervalue others. What do you consider to be the strengths and weaknesses of these contrasting positions? Use psychological research to support your positions.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 26. Explain what self-serving bias is and give an example from your own life and from the life of someone you know well.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 27. Compare and contrast defensive self-esteem and secure self-esteem.   |  |  | | --- | --- | | *ANSWER:* |  | |

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| 28. Describe how differences between individualist and collectivist cultures are likely to manifest themselves in the processes of group identification, name selection for children, and group-versus-individual goals in athletics and work.   |  |  | | --- | --- | | *ANSWER:* |  | |