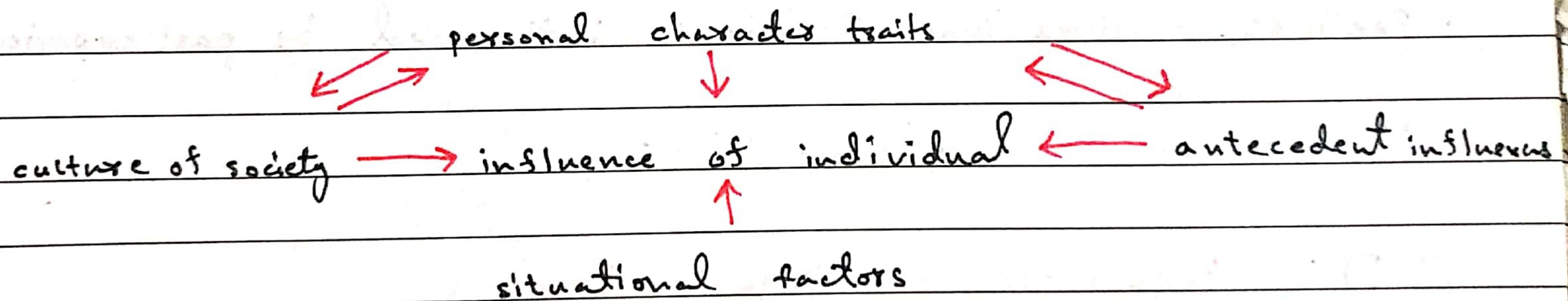


Personality

Characteristic patterns of thoughts, feelings, and behaviors that makes a person unique

: Latin word : Persona --- mask



: Personality can limit or expand choices in life

Date.....20.....

Theories of Personalities:

Psychoanalysis Theory: Sigmund Freud

"Turn your eyes inward, look into your own depth, learn to first know yourself."

Three levels of Awareness:

Conscious: Here & now

Aware of

Pre-Conscious: Stored Memory

Can be retrieved

Unconscious: Where memory can't reach

Effect the behaviour

- Most important personality processes occur below the conscious awareness.

- Feelings, Motives and Decisions influenced by past experience.

Structure of Personality:

ID: Reservoir of Psychic Energy

- Instant gratification of wants and needs (selfish desires)
- Most primitive part of mind & operates according pleasure principle

Ego: Executive of Personality

- Works on reality principles.
- Mediates b/w id, superego, and environment.
- Developed at age of 3.

Date.....20.....

SUPER EGO: Upholder of values and ideals.

- Moral and ethical restraints. (Placed by caregivers)

"Super ego's reason based on moral values while ego's decision based on "what others will think" or consequences.

- Ego is strongest for healthy mind.
- Id for selfishness (criminal mind).
- Superego, driven by rigid morals.

Defense Mechanism: Dealing with difficult feelings by using the mind.

Denial: Refusal to accept reality.

Displacement: Taking out impulse/negative emotions on a less threatening target.

Projection: Placing one's own unacceptable thoughts onto others

Regression: Using previous developmental behaviours when faced with overwhelming stress.

Repression: Conflicting events out of conscious memory.

Sublimation: Acting out unacceptable impulses in a socially acceptable way.

Rationalization: Making up acceptable excuses for unacceptable behaviours.

Humor: focusing on humorous aspects of an uncomfortable situation

Suppression: Voluntary exclusion from awareness.

Date.....20.....

Humanistic Theory : Carl Rogers

"When I accept myself then
I will change"

• People are inherently good and creative and
everyone is unique.

• People are free to choose decisions.

Main Components for a personality to grow:

- Environment that helps to grow.
- Genuineness : Being honest, self-disclosure
- Acceptance: acknowledge feelings and problems
- Empathy: Being listened to and understood

Self-Concept : • How someone think, evaluate & perceive themselves.
• Collection of beliefs about oneself comprised real & ideal self.

InCongruent: Little overlap in self & ideal. Self-Actualization difficult.

Congruent: More overlap. Person can self-Actualize.

Five Factor model of Personality :

1- Extraversion: Traits: excitability, sociability, assertiveness,
emotional expressiveness.

2- Agreeableness: Trust, Kindness, cooperative, good-nature.

3- Conscientiousness: Thoughtfulness, self-discipline, goal-driven.

Date.....20.....

4- Neuroticism: unstable emotion, anxiety, moodiness, sadness

5- Openness: Imaginations, ideas, feelings, broad range of interests.

Emotional Intelligence

Complex state of feeling that results in physical and psychological changes that influence thought and behaviour.

Components Of Emotion:

1- Subjective: You, How Someone experience the emotion.
(conscious experience)

2- Psychological: How body react to emotion.

3- Expressive: How someone behave in response to emotion.

: There is no good & bad emotions, but there are good and bad ways of expressing emotions.

Positive Emotions: Love, Appreciate, Happiness, Hope, Enthusiasm, Confidence, Gratitude, Patient, Trust, Vulnerable, optimistic.

Negative Emotions: Fear, Anger, Guilt, Depression, Jealousy, Anxiety, Resentment, Envy, Frustration, Shame, Offended, Regret, Sad, worried.

Date.....20.....

Importance Of Emotions: You understand others
Helps: better relationships, Avoid danger, other understands you.

∴ EQ > IQ

Components Of Emotional Intelligence:

- 1-**Self-Awareness:** Know your emotions
- Being aware of different aspects of self including feeling, thinking, doing.
- Know your strength & weakness.
- Being aware of your actions, mood & emotions on others.
- Put you in charge not your emotions.

How improve:

- Ask for feedback: modify incorrect views of yourself.
- Know Strength & Weakness • Self-Reflect • Practice saying 'No'
- Monitor your self-talk • Question your decisions.

2-**Self-Management:** Expressing your emotions appropriately.

- Work on accepting your emotions.

3-**Social Awareness:** Empathy / Understanding others feelings.

4-**Social Skills/Relationship Management:**

- interact well with others.

How improve: Good eye contact, Notice others' social skills, show interests in others.

Date.....20.....

Communication And Social Skills:-

Communication: Process of sending and receiving information through verbal & non-verbal means.

Communication Process: Sender → Message → Encoding →
→ channel → Receiver → Decoding → Feedback

Functions of Communication: Informing, Persuading, Integrating,
Creating Relationships, Making decisions, Reducing misunderstanding

Types of Communication:

- Verbal: Oral/spoken, written.

- Non-Verbal: Facial expressions, gestures, appearance, body

FCs of Communication:

- Complete: Message will have all the info required by receiver to respond.

- Conciseness: Communicate with least possible words.

- Coherent: Message have a logical flow.

- Clarity: Focus on a single message at a time.

- Concrete: clear and specific rather general and fuzzy.

- Courtesy: Respect for audience or receiver.

- Correctness: No grammatical errors.

Correct facts & figures.

Date.....20.....

Communication Styles:

- **Passive:**
 - Door mat • Not willing to stand for ^{their} position
 - Don't respond clearly to hurtful or anger situations.
 - Wants to avoid conflicts.
 - No eye-contact • Low pitch voice.
- **will often:**
 - Fail to assert for themselves.
 - Fail to express feelings.
- **Feelings:**
 - Anxious bcz life out of their control.
 - Confused bcz ignore their own feelings.
 - Depressed bcz feel stuck & hopeless.
- **Aggressive:**
 - Hammer • Stand for their rights but violates others'
 - creates win/lose situations • My way or highway
 - People avoids them.
- **will often:**
 - Dominate, blame, criticise, attack others
 - Impulsive (act without thinking) • loud voice
 - Bad listener • use 'You' statements • act rude
- **Feelings:**
- **Passive-Aggressive / Snake:**
 - Passive front aggressive behind
 - face don't match their feelings. • Use Sarcasm
 - Deny there is a problem • Appear Co-operative

Date.....20.....

- **Assertive:** • Respect • Stand for their rights without violating others' • creates win/win situations • Balance everyone's needs.
- Value themselves • Good statements • Good listeners
- Feel competent & in control

Social Skills: Behavioral strategies that allows to initiate and maintain positive interactions with others.

- Learned abilities • Also called: Interpersonal skills or soft skills

e.g: Empathy, active listening, leadership skills, body language, words, tone of voice

- why important?
- Helps communicate your needs.
 - build successful relationships
 - Navigate tricky social situations
 - Be considered for career opportunities

Consequence of Absence: • Difficulties in interpersonal relations.

- Negative response from others • peer rejection • poor performance

How to improve social skills:

- 1- Complement Someone: Best way to break the ice
- 2- Join a class or club
- 3- Commit names to memory
- 4- Choose general conversation topic
- 5- Talk about positive things
- 6- Look attentive
- 7- End conversation gracefully