**Study Guide**

**Introduction to Psychology**

**Chapter 13: Personality**

**Psychoanalysis**

1. What is personality as opposed to character or temperament?

2 Who and what was Sigmund Freud? What personality theory perspective did he author?

3. What were his two primary assumptions? (sex as a motivator and the existence of the unconscious mind.) What is the most important factor in behavior and personality according to Freud?

4. Describe Freud's model of the personality. How many parts are there? Describe the id, ego, and superego. How is consciousness represented?

5. What is the purpose of ego defense mechanisms? Describe repression, regression, denial, reaction formation, projection, rationalization, and displacement.

6. What happens if a child becomes “fixated” at a given stage?

7. How did Karen Horneye disagree with Freud? How did Adler disagree with him? What kind of theory did Erikson develop?

8. What is the overall evaluation of Freud’s theory?

**Behaviorism**

9. What does the social-cognitive perspective emphasize? What cognitive processes are considered in this perspective? Describe reciprocal determinism. What factors interact in it?

10. What is self-efficacy, and what increases it?

**Humanism**

11. When did Humanism become a force in psychology, and why was it called the “Third Force” or “Third Wave”?

12. What did Carl Rogers believe about human nature; what did he believe was needed to achieve human potential?

14. What is the difference between the real and the ideal self?

15. What is the difference between conditional and unconditional positive regard?

16. What is Carl Roger’s definition of a fully-functioning person?

17. What are the primary criticisms of the humanistic perspective?

**Trait Theory**

18. What is a trait? Who developed the first list of about 200 traits?

19. What is the difference between a surface and a source trait?

20. Who reduced the number of traits to 16?

21. You should be able to recognize a description of each of the “Big 5” personality traits (OCEAN).

22. What is a trait-situation interaction?

23. Are genetics believed to have any effect on personality?

24. What is a projective test? You should be able to recognize a description of the Rorschach and of the TAT. What is the problem in scoring projective tests?

25. How are personality traits usually measured? You should be able to describe a personality or self-report inventory.