

Personality

- Distinctive and relatively enduring ways of thinking, feeling and acting that characterise a person's responses to life situations

Freud's Psychodynamic Perspective

- Personality exists in three separate but interacting structures
 - Id – innermost core of personality
 - No direct contact with reality and functions irrationally
 - Present at birth and the source of psychic energy
 - Ego – direct contact with reality and functions at a conscious level
 - Reality Principle – testing reality to decide when and under what conditions the id can safely discharge its impulses and satisfy its needs
 - Superego – the moral arm of personality
 - Develops by age 4 or 5

Conflict, Anxiety and Defence

- Repression – pushes anxiety arousing impulses or memories into unconscious mind
- Denial – refusing to acknowledge anxiety-arousing aspects of the environment
- Displacement – unacceptable impulse is repressed and redirected at a safer substitute target
- Intellectualisation – Emotion connected with an upsetting event is repressed and situation is dealt with as intellectually interesting
- Projection – Unacceptable impulses is repressed and then attributed to other people
- Rationalisation – Person constructs a fake but plausible explanation or excuse for an anxiety-arousing behaviour that has occurred
- Reaction formation – anxiety arousing impulse is repressed and energy finds release in an exaggerated expression of the opposite behaviour
- Sublimation – repressed impulse is released in the form of a socially acceptable or admired behaviour

Psychosexual Development

- Psychosexual stages during which the id's pleasure-seeking tendencies are focused on specific pleasure-sensitive areas of the body
- Fixation – state of arrested psychosexual development in which instincts are focused on a particular psychic theme
- Regression – psychological retreat to an earlier psychosexual stage

Neoanalytic Approach

- Belief that Freud did not give social and cultural factors enough of a role
- Objective Relations Theory – Focus on images or mental representations that people form of themselves and other people as a result of early experiences with caregivers

Alfred Adler

- Humans are inherently social
- Motivated by social interest
 - Desire to advance the welfare of others
- Strive for Superiority – drives people to compensate for real or imagined defects within themselves (Inferiority Complex)

Carl Jung

- Personal Unconscious – based on life experiences
- Collective Unconscious – consists of memories accumulated throughout the entire history of human race
- Memories are represented by archetypes – inherited tendencies to interpret experiences in certain ways

Phenomenological-Humanistic Perspective

- Phenomenology – Emphasis on primacy of immediate experiences
- Personal Construct Theory - Cognitive categories into which individuals sort the people and events in their lives

Carl Roger's Theory of Self

- The Self – An organised, consistent set of perceptions of and beliefs about oneself
 - Guides our perceptions and directs behaviour
- Self-consistency – An absence of conflict among self-perceptions
- Congruence – consistency between self-perceptions and experience
- Positive regard – Innate need for acceptance, sympathy and love from others
 - Unconditional positive regard – communicates that the person is inherently worthy of love, regardless of accomplishments or behaviour
 - Positive Self Regard – Desire to feel good about ourselves

Personality Traits

- Relatively stable cognitive, emotional and behavioural characteristics of people that help establish their individual identities and distinguish them from others

Five Factor Model

- O – Openness vs. closedness to experience
- C – conscientiousness vs. lack of direction

- E – Extraversion vs. introversion
- A – Agreeableness vs. antagonism
- N – Neuroticism vs. emotional stability

Biological Foundations of Personality

- Genetic factors account for up to half of variance in personality test scores
- Personality is attributed to genetically controlled mechanisms based on natural selection
- Introversion-extroversion may reflect a customary level of arousal
- Differences in temperament are assumed to have a biological basis

Social-Cognitive Perspective

- Combine the behavioural and cognitive perspectives into an approach to personality that stresses the interaction of a thinking human with a social environment that provides learning experience
- Reciprocal Determinism – the person, the persons behaviour and the environment all influence each other
- Internal-External Locus of control – expectancy concerning the degree of personal control we have in our lives
- Self-Efficacy – Beliefs concerning the ability to perform behaviours needed to achieve desired outcomes
 - High self-efficacy means high confidence in abilities
 - Determinants of Self Efficacy:
 - Performance Experience
 - Observational Learning
 - Verbal Persuasion