

➤ The Psychoanalytic Perspective

- ◆ exploring the unconscious
 - free association
 - psychoanalysis
 - iceberg analogy
 - unconscious
 - preconscious
 - personality structure
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 - ego
 - superego
 - personality development
 - psychosexual stages of development
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 - anal stage
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 - Thematic Apperception Test (TAT)
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- ◆ evaluating the psychoanalytic perspective
 - the neo-freudians
 - Adler
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 - * collective unconscious vs. personal unconscious
 - * archetypes
 - * persona
 - Freud's ideas today
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- the unconscious mind

- Freudian theory as science

➤ The Trait Perspective

- Sheldon's body types

- Myer's-Briggs types

◆ exploring traits

- factor analysis

- Eysenck's trait dimensions

- BFI – the “Big Five” (Eysenck + 3)

- biology & personality

◆ assessing traits

- personality inventories

- MMPI

- * empiric validity (standardization)

- peer reports

◆ evaluating the trait perspective

- the person-situation controversy

- consistency of expressiveness

➤ The Humanistic Perspective

◆ exploring the self

- Maslow -self-actualization
- Rogers – client centered perspective
 - conditions for growth
 - genuineness
 - acceptance
 - * unconditional positive regard
 - empathy
- self-concept
 - the “ideal self”

◆ assessing the self

- research findings
- benefits of self-esteem
- cultural aspects of self-esteem
- the pervasiveness of self-serving bias
- culture and the individual self

◆ evaluating the humanistic perspective

➤ The Social-Cognitive Perspective

◆ exploring behavior in situations

- reciprocal determinism

- personal control

- locus of control

- * internal vs. external locus of control

- learned helplessness

- optimism

◆ assessing behavior in situations

◆ evaluating the social-cognitive perspective

Chapter 15 – Personality Theories
Reading/Study Questions

1. Define personality, and explain how its study differs from that of other psychological research interests.
2. Describe how Freud's search for the psychological roots of nervous disorders led to his study of the unconscious, and explain psychoanalysis.
3. Describe Freud's view of personality structure.
4. Outline and describe Freud's psychosexual stages of personality development.
5. Explain Freud's view of maladaptive behavior and describe how defense mechanisms operate.
6. Explain how projective tests are used to assess personality, and describe research findings regarding their validity and reliability.

Chapter 15 – Personality Theories

1. The psychoanalytic perspective on personality was proposed by _____ . A second, historically significant perspective was the _____ approach, which focused on people's capacities for _____ and _____ .
2. At first, Freud thought _____ would unlock the door to the unconscious. The technique later used by Freud, in which the patient relaxes and says whatever comes to mind, is called _____ .
3. Freud called his theory and associated techniques, whereby painful unconscious memories are exposed, _____ .
4. According to this theory, the mind is like an iceberg in that many of a person's thoughts, wishes, and feelings are hidden in a large _____ region. Some of the thoughts in this region can be retrieved at will into consciousness; these thoughts are said to be _____ . Many of the memories of this region, however, are blocked, or _____ , from consciousness.
5. Freud believed that a person's _____ wishes are often reflected in his or her dreams and _____ of the tongue or pen. Freud called the remembered content of dreams the _____ , which he believed to be a censored version of the dream's true _____ .
6. Freud believed that all facets of personality arise from conflict between our _____ impulses and the _____ restraints against them.
7. According to Freud, personality consists of three interacting structures: the _____ , the _____ , and the _____ .
8. The id is a reservoir of energy that is primarily _____ (conscious/unconscious) and operates according to the _____ principle.
9. The ego develops _____ (before/after) the id and consists of perceptions, thoughts, and memories that are mostly _____ (conscious/unconscious). The ego operates according to the _____ principle.

Explain why the ego is considered the “executive” of personality.

Explain how this complex of feelings is resolved through the process of identification.

10. The personality structure that reflects moral values is the _____, which Freud believed began emerging at about age _____.
11. A person with a _____ (strong/weak) superego may be self-indulgent; one with an unusually _____ (strong/weak) superego may be continually guilt-ridden.
12. According to Freud, personality is formed as the child passes through a series of _____ stages.
13. The first stage is the _____ stage, which takes place during the first 18 months of life. During this stage, the id’s energies are focused on behaviors such as _____.
14. The second stage is the _____ stage, which lasts from about age _____ months to _____ months.
15. The third stage is the _____ stage, which lasts roughly from ages _____ to _____. During this stage the id’s energies are focused on the _____. Freud also believed that during this stage children develop sexual desires for the _____ (same/opposite)-sex parent. Freud referred to these feelings as the _____ in boys. Some psychologists believe that girls experience a parallel _____.
16. Freud believed that _____ with the same-sex parent is the basis for _____.

17. During the next stage, sexual feelings are repressed: this phase is called the _____ stage and lasts until adolescence.
18. The final stage of development is called the _____ stage.
19. According to Freud, it is possible for a person’s development to become blocked in any of the stages; in such an instance, the person is said to be _____. People who are messy and disorganized, or highly controlled and compulsively neat, were said to be anal _____ and anal _____, respectively.

20. The ego attempts to protect itself against anxiety through the use of _____ . The process underlying each of these mechanisms is _____ .
21. Dealing with anxiety by returning to an earlier stage of development is called _____ .
22. When a person reacts in a manner opposite that of his or her true feelings, _____ is said to have occurred.
23. When a person attributes his or her own feelings to another person, _____ has occurred.
24. When a person offers a false, self-justifying explanation for his or her actions, _____ has occurred.
25. When impulses are directed toward an object other than the one that caused arousal, _____ has occurred.

Defense Mechanisms

- _____ 1. displacement
- _____ 2. projection
- _____ 3. reaction formation
- _____ 4. rationalization
- _____ 5. regression

Manifestations

- a. nail biting or thumb sucking in an anxiety-producing situation
- b. overzealous crusaders against "immoral behaviors," who don't want to acknowledge their own sexual desires
- c. saying you drink "just to be sociable" when in reality you have a drinking problem
- d. thinking someone hates you when in reality you hate that person
- e. a child who is angry at his parents and vents this anger on the family pet, a less threatening target

26. Defense mechanisms are _____
(conscious/unconscious) processes.
27. Tests that provide subjects with ambiguous stimuli for interpretation are called _____ tests.
28. Henry Murray introduced the personality assessment technique called the _____ Test.
29. The most widely used projective test is the _____, in which subjects are shown a series of _____.
Generally, these tests appear to have _____ (little/significant) validity and reliability.
30. The theorists who established their own, modified versions of psychoanalytic theory are called _____.
These theorists typically place _____ (more/less) emphasis on the conscious mind than Freud did and _____ (more/less) emphasis on sex and aggression.

Briefly summarize how each of the following theorists departed from Freud.

- a. Adler _____

- b. Horney _____

- c. Jung _____

31. Today's psychologists _____ (accept/reject) the idea that people inherit a common reservoir of experiences, which _____ (which theorist?) called a _____.
32. More recently, some of Freud's ideas have been incorporated into _____ theory. Unlike Freud, the theorists advocating this perspective do not believe that _____ is the basis of personality. They do agree, however, that much of mental life is _____, that _____ shapes personality, and

33. Contrary to Freud's theory, research indicates that human development is _____ (fixed in childhood/life-long), children gain their gender-identity at a(n) _____ (earlier/later) age, and the presence of a same-sex parent _____ (is/is not) necessary for the child to become strongly masculine or feminine.
34. Recent research also disputes Freud's belief that dreams disguise _____, and that defense mechanisms disguise _____ and _____ impulses. Another Freudian idea that is no longer widely accepted is that psychological disorders are caused by _____.
35. Psychoanalytic theory rests on the assumption that the human mind often _____ painful experiences. Many of today's researchers think that this process is much _____ (more common/rarer) than Freud believed. They also believe that when it does occur, it is a reaction to terrible _____.
36. Criticism of psychoanalysis as a scientific theory centers on the fact that it provides _____ explanations and does not offer _____.
37. Two influential theories of humanistic psychology were proposed by _____ and _____.
38. According to Maslow, humans are motivated by needs that are organized into a _____. Maslow refers to the process of fulfilling one's potential as _____.

State several of Freud's ideas that have endured.

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List some of the characteristics Maslow associated with those who fulfilled their potential.

39. According to Rogers, a person nurtures growth in a relationship by being _____, _____, and _____. People who are accepting of others offer them _____.
40. For both Maslow and Rogers, an important feature of personality is how an individual perceives himself or herself; this is the person's _____. Humanistic psychologists have influenced such diverse areas as _____, _____, _____, and _____. They have also had a major impact on today's _____ psychology, perhaps because the emphasis on the individual self strongly reflects _____ cultural values.
41. Research has shown that most people tend to have _____ (low/high) self-esteem.

State three criticisms of humanistic psychology.

1. Today's personality researchers are less interested in _____ theories than in focused analyses of _____ of personality, on the _____ roots of these dimension and the interaction of _____ and _____.
2. Gordon Allport developed trait theory, which defines personality in terms of people's characteristic _____ and conscious _____. He was generally less interested in _____ individual traits than in _____ them.
3. The ancient Greeks classified people according to four types: _____, or depressed; _____, or cheerful; _____, or unemotional; and _____, or irritable.
4. Sheldon identified three body types: the jolly _____ type, the bold _____ type, and the high-strung _____ type.
5. The _____ _____ classifies people according to Carl Jung's _____

personality types. Although recently criticized for its lack of predictive value, this test has been widely used in _____ and _____ counseling.

6. To reduce the number of traits to a few basic ones, psychologists use the statistical procedure of _____. The Eysencks think that two or three genetically influenced personality dimensions are sufficient; these include _____ and emotional _____.
7. Some researchers believe that extraverts seek stimulation because their level of _____ is relatively low. PET scans reveal an area of the brain's _____ lobe that is less active in _____ (extraverts/introverts) than in _____ (extraverts/introverts).

8. Emotionally _____ (stable/unstable) people react calmly because their _____ are not as reactive as those of _____ (stable/unstable) people.
9. Jerome Kagan attributes differences in children's _____ and _____ to autonomic nervous system reactivity.
10. Research increasingly reveals that our _____ play an important role in defining our _____ and _____ style.
11. Questionnaires that categorize personality traits are called _____. The most widely used of all such personality tests is the _____. This test was developed by testing a large pool of items and selecting those that differentiated particular individuals; in other words, the test was _____ derived.

12. Although personality tests that are based on _____ reports are the most widely used, some psychologists believe that _____ reports are more trustworthy.

(Thinking Critically) Explain several techniques used by astrologers to persuade people to accept their advice.

13. Researchers have arrived at a cluster of five factors that seem to describe the major features of personality. List and briefly describe the Big Five.
- _____
 - _____
 - _____
 - _____
 - _____

14. In adulthood, the Big Five are quite _____ (stable/variable), with heritability estimated at _____ percent or more for each dimension. Moreover, these traits _____ (describe/do not describe) personality in other cultures and _____ (predict/do not predict) other personal attributes.
15. Human behavior is influenced both by our inner _____ and by the external _____. The issue of which of these is the more important influence on personality is called the _____ controversy.
16. To be considered a personality trait, a characteristic must persist over _____ and across _____. Research studies reveal that personality trait scores _____ (correlate/do not correlate) with scores obtained seven years later. The consistency of specific behaviors from one situation to the next is _____ (predictably consistent/not predictably consistent).
17. An individual's score on a personality test _____ (is/is not) very predictive of his or her behavior in any given situation.
18. People's expressive styles, which include their _____, manner of _____, and _____, are quite _____ (consistent/inconsistent).

Defend trait theory against the criticism that people seem not to have clear, consistent personalities.

19. Social-cognitive theory, which focuses on how the individual and the _____ interact, was proposed by _____.
20. Social-cognitive theorists propose that personality is shaped by the mutual influence of our _____, _____ factors, and _____ factors. This is the principle of _____.

Describe three different ways in which the environment and personality interact.

21. In studying how we interact with our environment, social-cognitive theorists point to the importance of our sense of _____. Individuals who believe that they control their own destinies are said to perceive an _____. Individuals who believe that their fate is determined by outside forces are said to perceive an _____. Self-control predicts good _____, better _____, and _____ success.
22. Seligman found that exposure to inescapable punishment produced a passive resignation in behavior, which he called _____.
23. People become happier when they are given _____ (more/less) control over what happens to them.
24. One measure of a person's feelings of effectiveness is their degree of _____. Our characteristic manner of explaining negative and positive events is called our _____.

25. (Close-Up) During its first century, psychology focused primarily on understanding and alleviating _____. Today, however, thriving Western cultures have an opportunity to create a more _____ psychology, focused on three pillars:
- _____
 - _____
 - _____
26. One factor that may help explain Asian-American students' academic achievements is their somewhat greater _____. Success requires enough _____ to provide hope and enough _____ to prevent complacency.
27. Our natural positive thinking tends to vanish when we are about to face _____. People tend to be most overconfident of their abilities in areas where they are, in fact, most _____ (competent/incompetent).
28. It follows from the social-cognitive perspective that the best means of predicting people's future behavior is their _____.

Describe a criticism of the social-cognitive perspective.

29. One of Western psychology's most vigorously researched topics today is the _____. Hazel Markus and colleagues introduced the concept of an individual's _____ to emphasize how our aspirations motivate us through specific goals.

30. Our tendency to overestimate the the extent to which others are noticing and evaluating us is called the _____.
31. According to self theorists, personality development hinges on our feelings of self-worth, or _____. People who feel good about themselves are relatively _____ (dependent on/independent of) outside pressures, while people who fall short of their ideals are more prone to _____ and _____.
32. People who are vulnerable to depression often feel they are falling short of their _____. Those vulnerable to anxiety often feel they are falling short of what they _____.
33. In a series of experiments, researchers found that people who were made to feel insecure were _____ (more/less) critical of other persons or tended to express heightened _____.
34. Research studies demonstrate that ethnic minorities, people with disabilities, and women generally _____ (have/do not have) lower self-esteem.
35. Members of stigmatized groups maintain self-esteem in three ways:
- a. _____
 - b. _____
 - c. _____
36. Research has shown that most people tend to have _____ (low/high) self-esteem.
37. The tendency of people to judge themselves favorably is called the _____ bias.

38. Responsibility for success is generally accepted _____ (more/less) readily than responsibility for failure.
39. Most people perceive their own behavior and traits as being _____ (above/below) average.
40. Bushman and Baumeister found that students with unrealistically _____ (low/high) self-esteem were most likely to become exceptionally aggressive after criticism.
41. A number of psychologists have suggested that humans function best with modest self-enhancing _____.
42. People who give priority to personal goals and define their identity in terms of personal attributes are members of _____ cultures. People who give priority to the goals of their groups belong to _____ cultures.

Contrast the influences of individualism and collectivism on personal identity.

43. Direct confrontation and blunt honesty are rare in _____ cultures. People in _____ cultures have more personal _____, but they also experience more _____, more _____, and more _____ - _____ disease. Within individualist cultures, people with the strongest _____ express the greatest satisfaction with their lives.
44. In recent decades, Western individualism has _____ (increased/decreased).
45. Cognitive science reveals that the unconscious is not the site of instinctual urges, as _____ thought, but rather the site where _____ is processed without awareness.

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45. Cognitive science reveals that the unconscious is not the site of instinctual urges, as _____ thought, but rather the site where _____ is processed without awareness.

46. Recent research _____ (supports/does not support) Freud's idea that we defend ourselves against anxiety. According to _____ theory, our awareness of vulnerability and death causes us to act in ways to enhance our _____ and adhere to worldviews that answer questions about _____.
47. Recent research provides some support for the Freudian defense mechanism _____, which today's researchers call the _____. More supportive evidence exists for defenses that defend _____ than for defenses tied to _____ such as _____.

Practice Test

1. The role of repressed childhood conflicts in personality disorders is most clearly emphasized by the _____ perspective. a) trait b) social-cognitive c) psychoanalytic d) humanistic
2. Jaydon lacks any recognition that his alcohol abuse and neglect of his family is leading to the destruction of both family and career. A psychoanalyst would suggest that Jaydon shows signs of a: a) strong ego. b) weak id. c) strong superego. d) weak ego.
3. Freud suggested that adults with a passive and submissive personality marked by a childlike dependency demonstrate signs of: a) projection. b) an oral fixation. c) an inferiority complex. d) reaction formation. e) an Oedipus complex.
4. Bryce often acts so daring and overly confident that few people realize he is actually riddled with unconscious insecurity and self-doubt. Bryce best illustrates the use of a defense mechanism known as: a) regression. b) projection. c) displacement. d) rationalization. e) reaction formation.
5. In 1921, Hermann Rorschach introduced what has become the most widely used _____ test. a) multiple personality b) empirically derived c) thematic apperception d) factor analytic e) projective
6. Abraham Maslow suggested that individuals who are open, spontaneous, and not paralyzed by others' opinions illustrate: a) reciprocal determinism. b) extraversion. c) reaction formation. d) self-actualization. e) an external locus of control.
7. Humanistic psychology has been most closely associated with an emphasis on the importance of: a) free association. b) empirically derived tests. c) reciprocal determinism. d) a positive self-concept. e) an external locus of control.
8. Which personality test classifies people in terms of the personality dimensions highlighted by Carl Jung? a) Thematic Apperception Test b) Myers-Briggs Type Indicator c) Rorschach inkblot test d) Minnesota Multiphasic Personality Inventory
9. One of the Big Five personality factors is: a) reciprocal determinism. b) self-actualization. c) individualism. d) agreeableness. e) psychoanalysis.
10. During a phone call to the Psychic Network, Mark was told that “you often worry about things much more than you admit, even to your best friends.” Mark's amazement at the psychic's apparent understanding of his personality best illustrates: a) an internal locus of control. b) reaction formation. c) reciprocal determinism. d) the Barnum effect. e) unconditional positive regard.
11. Sarah's optimism is both a contributor to and a product of her successful career accomplishments. This best illustrates: a) the Barnum effect. b) reciprocal determinism. c) unconditional positive regard. d) self-actualization. e) the spotlight effect.
12. Marcy believes that the outcome of athletic contests depends so much on luck that it hardly pays to put any effort into her own athletic training. Her belief most clearly illustrates: a) an Electra complex. b) the spotlight effect. c) the Barnum effect. d) self-serving bias. e) an external locus of control.

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13. Although she is intelligent and a good athlete, Abigail believes that her low grades in school and losing the quarter-mile racing record are reflections of her own intellectual and athletic incompetence. Her conclusions best illustrate a pessimistic: a) projection. b) ideal self. c) reaction formation. d) attributional style. e) Electra complex.
14. When Vanessa noticed that she was wearing mismatched socks, she overestimated the extent to which others would also notice. Her reaction best illustrates: a) the spotlight effect. b) an Electra complex. c) reciprocal determinism. d) the Barnum effect. e) an inferiority complex.
15. Displays of self-effacing humility are most characteristic of those who value: a) an internal locus of control. b) free association. c) collectivism. d) self-actualization. e) reciprocal determinism.
16. Sigmund Freud emphasized the importance of: a) unconditional positive regard. b) dream interpretation. c) an external locus of control. d) factor analysis. e) reciprocal determinism.
17. Although Alex has frequently been caught stealing money and other valuables from friends as well as strangers, he does not feel guilty or remorseful about robbing these people. Alex most clearly demonstrates: a) an inferiority complex. b) an external locus of control. c) an Electra complex. d) a weak superego. e) an oral fixation.
18. According to Freud, fixation refers to a difficulty in the process of: a) free association. b) psychosexual development. c) projective testing. d) rationalization. e) hypnosis.
19. Bonnie is afraid to express anger at her overbearing and irritating supervisor at work, so she is critical of her children instead. A psychoanalyst would suggest that Bonnie's reaction to her children illustrates: a) repression. b) identification. c) reaction formation. d) displacement. e) projection.
20. Children who have witnessed a parent's murder report memories that most clearly challenge Freud's concept of: a) rationalization. b) the Oedipus complex. c) reaction formation. d) displacement. e) repression.
21. According to Abraham Maslow, people are highly motivated to achieve self-actualization _____ they become concerned with their personal safety and _____ they become concerned with achieving self-esteem. a) before; after b) after; before c) before: before d) after; after
22. Who emphasized the importance of unconditional positive regard in healthy personality development? a) Freud b) Allport c) Bandura d) Rogers e) Adler
23. Ectomorph is to endomorph as _____ is to _____. a) id; superego b) thin; plump c) extraversion; introversion d) oral stage; phallic stage e) external locus of control; internal locus of control
24. A "lie scale" that assesses the extent to which a person is faking to make a good impression is included in the: a) TAT. b) MMPI. c) Rorschach inkblot test. d) Myers-Briggs Type Indicator.
25. The temporal stability of personality during adulthood best illustrates the value of the _____ perspective. a) humanistic b) psychoanalytic c) social-cognitive d) trait
26. Albert Bandura's social-cognitive perspective highlights the importance of: a) the collective unconscious. b) free association. c) projective tests. d) reciprocal determinism. e) factor analysis.
27. After experiencing prolonged and seemingly inescapable physical abuse from her husband, Kayla became increasingly depressed and hopelessly resigned to her suffering. Her reaction best illustrates: a) a reaction formation. b) an Electra complex. c) unconditional positive regard. d) learned helplessness. e) an inferiority complex.

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28. Most college students perceive themselves as less likely than their average classmate to develop drinking problems or drop out of school. This best illustrates: a) the Barnum effect. b) unconditional positive regard. c) the spotlight effect. d) the false consensus effect. e) unrealistic optimism.
29. Card players who attribute their wins to their own skill and their losses to bad luck best illustrate: a) the Barnum effect. b) an Electra complex. c) reciprocal determinism. d) the spotlight effect. e) self-serving bias.
30. Defining one's identity in terms of one's extended family or work group is most closely associated with: a) unconditional positive regard. b) an external locus of control. c) an inferiority complex. d) self-actualization. e) collectivism.
31. Most late adolescents perceive themselves as less vulnerable than their peers to the AIDS virus. This best illustrates: a) repression. b) the spotlight effect. c) reaction formation. d) unrealistic optimism. e) an external locus of control.
32. Prior to his use of free association, Freud had encouraged patients to retrieve their forgotten memories by means of: a) hypnosis. b) projective tests. c) psychoactive drugs. d) fixation.
33. Which theory has been most severely criticized for offering after-the-fact explanations without advancing testable predictions? a) humanistic theory b) trait theory c) psychoanalytic theory d) social-cognitive theory
34. Morris is hostile, aggressive, and socially destructive. According to Carl Rogers, this behavior pattern results from: a) reciprocal determinism. b) cultural influences. c) the collective unconscious. d) inborn personality traits. e) an internal locus of control.
35. Carl Rogers emphasized the importance of: a) the collective unconscious. b) unconditional positive regard. c) personality inventories. d) reciprocal determinism. e) free association.
36. Compared to those with an external locus of control, people who perceive an internal locus of control are: a) likely to experience low self-esteem. b) extremely introverted personalities. c) likely to be academically successful. d) not easily able to delay gratification of their personal desires.
37. Coping with anxiety by retreating to behavior patterns characteristic of an earlier, more infantile stage of development is called: a) repression. b) projection. c) reaction formation. d) regression. e) displacement.
38. As her parents became increasingly more abusive toward her, Amity began, with apparent sincerity, to emphatically express her great admiration for her parents. Amity's behavior illustrates most clearly the defense mechanism of: a) regression. b) projection. c) displacement. d) rationalization. e) reaction formation.
39. Which perspective most clearly emphasizes the interactive effects of internal personality dynamics and external environmental occurrences on human behavior? a) trait perspective b) psychoanalytic perspective c) socialcognitive perspective d) humanistic perspective
40. In order to identify a relatively small number of the most basic personality traits, trait theorists have used: a) projective tests. b) free association. c) the MMPI-2. d) factor analysis.
41. Psychoanalytic theory suggests that the ego disguises threatening impulses and reduces anxiety by means of: a) free association. b) self-actualization. c) unconditional positive regard. d) defense mechanisms. e) learned helplessness.
42. Within the framework of Bandura's reciprocal determinism, an external locus of control refers to a(n): a) behavior. b) genetic predisposition. c) environmental factor. d) cognitive factor. e) defense mechanism.

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43. People are most likely to react violently to an insult if they experience _____ self-esteem. a) unrealistically low
b) moderately low c) moderately high d) unrealistically high
44. People who cheat on their taxes are especially likely to think many others do as well. This false consensus effect is most similar to Freud's concept of: a) displacement. b) reaction formation. c) regression. d) projection. e) fixation.
45. Paula expects that diligent study will enable her to earn good grades on her tests. Paula's belief best illustrates: a) self-serving bias. b) the spotlight effect. c) an Electra complex. d) unconditional positive regard. e) an internal locus of control.
46. Innovation and creativity are most likely to be appreciated in a culture that values: a) role models. b) collectivism. c) nationalism. d) individualism. e) free association.
47. In national surveys, most business executives say they are more ethical than their average counterpart. This best illustrates: a) reaction formation. b) an external locus of control. c) the spotlight effect. d) self-serving bias. e) reciprocal determinism.
48. Projection refers to the process by which people: a) consciously express feelings that are the opposite of underlying unconscious impulses. b) disguise unacceptable, unconscious impulses by attributing them to others. c) retreat to behavior patterns characteristic of an earlier stage of development. d) offer self-justifying explanations in place of real, but unacceptable, unconscious reasons for action.
49. In convincing people that they can accurately assess their personalities, astrologers, palm readers, and graphologists take advantage of: a) factor analysis. b) the Electra complex. c) learned helplessness. d) the Barnum effect. e) free association.
50. When Professor McKay nervously began teaching a college class for the first time, he overestimated the extent to which his students would notice that he was anxious. His reaction best illustrates: a) self-serving bias. b) an Electra complex. c) the spotlight effect. d) reaction formation. e) reciprocal determinism.

Answer Key

1. c
psychoanalytic
2. d
weak ego.
3. b
an oral fixation.
4. e
reaction formation.
5. e
projective
6. d
self-actualization.
7. d
a positive self-concept.
8. b
Myers-Briggs Type Indicator
9. d
agreeableness.
10. d
the Barnum effect.
11. b
reciprocal determinism.
12. e
an external locus of control.
13. d
attributional style.
14. a
the spotlight effect.
15. c
collectivism.
16. b
dream interpretation.
17. d
a weak superego.
18. b
psychosexual development.
19. d
displacement.
20. e
repression.
21. d
after; after
22. d
Rogers
23. b
thin; plump
24. b
MMPI.
25. d
trait
26. d
reciprocal determinism.

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27. d
learned helplessness.
28. e
unrealistic optimism.
29. e
self-serving bias.
30. e
collectivism.
31. d
unrealistic optimism.
32. a
hypnosis.
33. c
psychoanalytic theory
34. b
cultural influences.
35. b
unconditional positive regard.
36. c
likely to be academically successful.
37. d
regression.
38. e
reaction formation.
39. c
socialcognitive perspective
40. d
factor analysis.
41. d
defense mechanisms.
42. d
cognitive factor.
43. d
unrealistically high
44. d
projection.
45. e
an internal locus of control.
46. d
individualism.
47. d
self-serving bias.
48. b
disguise unacceptable, unconscious impulses by attributing them to others.
49. d
the Barnum effect.
50. c
the spotlight effect.