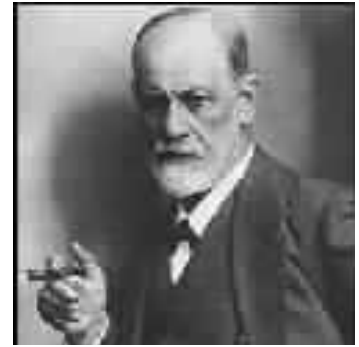




**ADLER**



**MASLOW**



**FREUD**

I'm a middle child...

Why am I the way I am?



# PERSONALITY

Do I really use  
defense  
mechanisms?



**JUNG**



**ROGERS**



**HORNEY**

**Do I have a good  
self-concept?**

# Terms for Flashcards Unit 8:

## *Personality*

Sigmund Freud	Id	Electra Complex
Birth Order	Ego	Fixation
Inner Self	Superego	Inferiority Complex
Social Self	Unconscious	Basic Anxiety
Projective Tests	Introvert	Internal Locus of Control
Rorschach- Inkblot Tests	Extrovert	External Locus of Control
TATs	Archetypes	Learned Helplessness
Objective Tests	Collective Unconscious	Hierarchy of Needs
MMPI	Oral Stage	Unconditional Positive Regard
Fixation	Anal Stage	Ideal Self
Latency Stage	Phallic Stage	Denial
Oedipus Complex	Genital Stage	Regression
Hans & Sybil Eysenck	Reaction Formation	Identification
Intellectualization	Repression	Big 5 Theory
Sublimation	Projection	Karen Horney
Displacement	Rationalization	Albert Bandura
Julian Rotter	Carl Jung	Carl Rogers
Alfred Adler	B. F. Skinner	Raymond Cattell
Martin Seligman	Abraham Maslow	Gordon Allport

Pick 15 terms from the above list that you are least familiar/comfortable with.

1. **Define** the term IN YOUR OWN WORDS. Try and keep the definition short, meaningful, and something that you can remember.
2. **Draw** a picture that demonstrates the term OR describe a personal example.



Name: \_\_\_\_\_

# Thompson Personality Inventory

Instructions: For each of the items below, place a check mark in the blank for those that describe you as you *usually* are.

\_\_\_ Active

\_\_\_ Adaptable

\_\_\_ Aggressive

\_\_\_ Attractive

\_\_\_ Ambitious

\_\_\_ Assertive

\_\_\_ Capable

\_\_\_ Confident

\_\_\_ Considerate

\_\_\_ Contented

\_\_\_ Cooperative

\_\_\_ Curious

\_\_\_ Daring

\_\_\_ Determined

\_\_\_ Dominant

\_\_\_ Efficient

\_\_\_ Enterprising

\_\_\_ Forceful

\_\_\_ Good Natured

\_\_\_ Independent

\_\_\_ Industrious

\_\_\_ Initiating

\_\_\_ Intelligent

\_\_\_ Loyal

\_\_\_ Mannerly

\_\_\_ Mature

\_\_\_ Mischievous

\_\_\_ Opportunistic

\_\_\_ Peaceable

\_\_\_ Persevering

\_\_\_ Persistent

\_\_\_ Planful

\_\_\_ Praising

\_\_\_ Relaxed

\_\_\_ Resourceful

\_\_\_ Talkative

\_\_\_ Trusting

\_\_\_ Understanding

\_\_\_ Warm

\_\_\_ Wholesome





## II. The Big Five Personality Test

Go to <http://www.outofservice.com/bigfive/> and read the directions for this test. Answer questions #1 – 48. Skip the extra questions below the blue box and click on the submit button at the bottom of the page.

Fill in the chart based on your results.

	Your Percentile (%)	Do you think this is accurate? (y/n)	Accuracy Explanation – BE SPECIFIC
Openness			
Conscientiousness			
Extraversion			
Agreeableness			
Neuroticism			

Try these fun links if you have time.

<http://www.quizmeme.com/poohpersonality/quiz.php> - 100 Acre Personality Quiz

<http://www.colorquiz.com/> - Color Quiz

<http://similarminds.com/cgi-bin/movie.pl> - Famous movies personality test

## Thematic Apperception Test

For each of the following pictures, ask your client to tell a story and write their story in the box.  
For example:

- o What has led up to the event shown
- o What is happening at the moment
- o What the characters are thinking and feeling, and
- o What the outcome of the story was

Watch your client's manner, vocal tone, posture, hesitations, and other signs of an emotional response to a particular story picture.



## *Analysis of your client*

**Read your client's stories about the pictures above and then answer the following questions:**

Do you believe your client has a **positive** or **negative** view of the world? Why?

Do you believe your client has a **positive** or **negative** attitude toward **themselves**? What from their stories makes you think that?

Do you believe your client has a **positive** or **negative** attitude toward **others**? What from their stories makes you think that?

What conclusions would you draw about their personality?



# What would Freud Say?

## *Why we need Ego defenses*

In order to deal with conflict and problems in life, Freud stated that the ego employs a range of defense mechanisms. Defense mechanisms operate at an unconscious level and help ward off unpleasant feelings (i.e. anxiety) or make good things feel better for the individual. Memories banished to the unconscious, or unacceptable drives or urges do not disappear. They continue to exert a powerful influence on behavior. The forces, which try to keep painful or socially undesirable thoughts and memories out of the conscious mind, are termed defense mechanisms.

Read about the purpose of using the following defense mechanisms:

### \* **Repression**

This was the first defense mechanism that Freud discovered, and arguably the most important. Repression is an unconscious mechanism employed by the ego to keep disturbing or threatening thoughts from becoming conscious. Thoughts that are often repressed are those that would result in feelings of guilt from the superego. For example, in the Oedipus complex, aggressive thoughts about the same sex parents are repressed.

This is not a very successful defense in the long term since it involves forcing disturbing wishes, ideas or memories into the unconscious, where, although hidden, they will create anxiety.

### \* **Projection**

This involves individuals attributing their own thoughts, feeling and motives to another person. Thoughts most commonly projected onto another are the ones that would cause guilt such as aggressive and sexual fantasies or thoughts. For instance, you might hate someone, but your superego tells you that such hatred is unacceptable. You can 'solve' the problem by believing that they hate you.

### \* **Displacement**

Displacement is the redirection of an impulse (usually aggression) onto a powerless substitute target. The target can be a person or an object that can serve as a symbolic substitute. Someone who feels uncomfortable with their sexual desire for a real person may substitute a fetish. Someone who is frustrated by his or her superiors may go home and kick the dog, beat up a family member, or engage in cross-burnings.

### \* **Sublimation**

This is similar to displacement, but takes place when we manage to displace our emotions into a constructive rather than destructive activity. This might for example be artistic. Many great artists and musicians have had unhappy lives and have used the medium of art or music to express themselves. Sport is another example of putting our emotions (e.g. aggression) into something constructive.

### \* **Denial**

Denial involves blocking external events from awareness. If some situation is just too much to handle, the person just refuses to experience it. As you might imagine, this is a primitive and dangerous defense - no one disregards reality and gets away with it for long! It can operate by itself or, more commonly, in combination with other, more subtle

mechanisms that support it. For example, smokers may refuse to admit to themselves that smoking is bad for their health.

### **\* Regression**

This is a movement back in psychological time when one is faced with stress. When we are troubled or frightened, our behaviors often become more childish or primitive. A child may begin to suck their thumb again or wet the bed when they need to spend some time in the hospital. Teenagers may giggle uncontrollably when introduced into a social situation involving the opposite sex.

### **\* Rationalization**

Rationalization is the cognitive distortion of "the facts" to make an event or an impulse less threatening. We do it often enough on a fairly conscious level when we provide ourselves with excuses. But for many people, with sensitive egos, making excuses comes so easy that they never are truly aware of it. In other words, many of us are quite prepared to believe our lies.

### **\* Reaction Formation**

This is where a person goes beyond denial and behaves in the opposite way to which he or she thinks or feels. By using the reaction formation the id is satisfied while keeping the ego in ignorance of the true motives. Conscious feelings are the opposite of the unconscious. Love - hate. Shame - disgust and moralizing are reaction formation against sexuality.

Usually a reaction formation is marked by showiness and compulsiveness. For example, Freud claimed that men who are prejudice against homosexuals are making a defense against their own homosexual feelings by adopting a harsh anti-homosexual attitude which helps convince them of their heterosexuality.

### **\* Intellectualization**

Intellectualization is a 'flight into reason', where the person avoids uncomfortable emotions by focusing on facts and logic. The situation is treated as an interesting problem that engages the person on a rational basis, whilst the emotional aspects are completely ignored as being irrelevant.

Jargon is often used as a device of intellectualization. By using complex terminology, the focus becomes on the words and finer definitions rather than the human effects.

### **\* Identification with the Aggressor**

A focus on negative or feared traits. I.e. if you are afraid of someone, you can practically conquer that fear by becoming more like them.

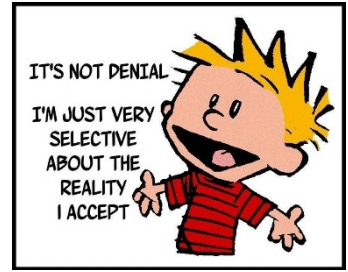
An extreme example of this is the Stockholm Syndrome, where hostages identify with the terrorists. E.g. Patty Hearst and the Symbionese Liberation Army. Patty was abused and raped by her captors, yet she joined their movement and even took part in one of their bank robberies. At her trial she was acquitted because she was a victim suffering from Stockholm Syndrome.

# What would Freud Say?

## *Why we need Ego defenses*

For each defense mechanism:

1. **Define** each defense mechanism.
2. Give a **specific** example of when you or someone you know have used each mechanism.



Defense Mechanism:	Definition:	Personal Example:
Denial		
Repression		
Projection		
Identification		
Regression		
Intellectualization		
Reaction Formation		
Displacement		
Sublimation		



Name \_\_\_\_\_

### Identifying Defense Mechanisms

- |                   |                        |
|-------------------|------------------------|
| a. Denial         | f. Intellectualization |
| b. Repression     | g. Reaction Formation  |
| c. Projection     | h. Displacement        |
| d. Identification | i. Sublimation         |
| e. Regression     |                        |

- \_\_\_ 1. Mark never stops ranting about the dangers of pornography. He gives endless examples of smut he has seen in movies and on television, and spends a lot of time hanging around porno houses to get even more examples.
- \_\_\_ 2. Chad always teases and annoys his kid brother Nathan after he himself is bullied and picked on by his older brother Sam.
- \_\_\_ 3. Although verbally and physically abused by his cell guard, Shane actually admires his captor and even imitates him on occasion.
- \_\_\_ 4. Judy, who has always been aggressive and fiercely competitive, becomes captain of her college soccer team.
- \_\_\_ 5. Diane, who keeps accusing Sam of being in love with her, probably has secret desires for Sam.
- \_\_\_ 6. Theresa, who has recently been diagnosed with cancer, spends all of her time in the library becoming an expert in cancer research.
- \_\_\_ 7. Despite overwhelming evidence and a murder conviction, Jay's mother refused to believe that her son could actually take the life of another human being.
- \_\_\_ 8. Brett, who is extremely hard to convince in arguments, complains that all of his friends are stubborn.
- \_\_\_ 9. Even as a child Lisa was always impulsive and engaged in risky behavior. Perhaps not surprisingly, she grew up to become a famous racecar driver.
- \_\_\_ 10. Roger, a major league pitcher, often "beans" (i.e. hits with a pitch) the next batter after someone has hit a homerun against him.

- \_\_\_ 11. After an unsuccessful attempt at a sexual relationship, Pete began devoting most of his energies toward church activities.
- \_\_\_ 12. Wendy was embarrassed because somehow she kept forgetting to keep her appointments with the dentist.
- \_\_\_ 13. Amanda broke off her relationship with Jack, but Jack still talks and acts as if they are still dating.
- \_\_\_ 14. After her new baby sister came home from the hospital, her parents discovered that Susie had dismembered her favorite doll.
- \_\_\_ 15. Amy, who has had many extramarital affairs, begins to accuse her husband Dan of being unfaithful.
- \_\_\_ 16. Larry began wetting his pants again after the birth of his baby brother.
- \_\_\_ 17. Todd, who is unsure about his own sexuality, frequently makes homophobic and gay-bashing remarks.
- \_\_\_ 18. Brad's father acts like a big shot around town because Brad is the star quarterback of his high school football team.
- \_\_\_ 19. Two years after breaking off his relationship with Julie, Rick fails to even recognize her at a cocktail party.
- \_\_\_ 20. At the first sign of any problems or trouble in his life, Bill immediately runs to his parents to ball him out.

## Frasier Episode

While viewing this episode of Frasier pay special attention to the Freudian concepts that are being presented. You will have to identify a **minimum of three concepts** including the specific examples from the show. After you identify the concept, define it in the middle column. In the last column, provide a *specific example* of the concept as you saw it in the show.

<u>Concept</u>	<u>Definition</u>	<u>Specific Example</u>







# Neo-Freudians

CARL JUNG	
Disagreement w/Freud?	<u>Important Vocabulary:</u> Archetypes  Persona
What influences personality?	Shadow  Hero

KAREN HORNEY	
Disagreement w/Freud?	<u>Important Vocabulary:</u> Neurotic Trends  Moving Towards (compliant)  Moving Against (aggressive)
What influences personality?	Moving Away (detached)  Womb Envy

ALFRED ADLER	
Disagreement w/Freud?	<u>Important Vocabulary:</u> Inferiority Complex
What influences personality?	

## **CASE STUDIES**

### **FREUD**

1. Does Hank show any signs of fixations? If so, what are they? Provide specifics.
2. Is Hank's personality dominated by his id, his superego, or is there a balance between the two? Give specific examples to support your answer.
3. Are there any indications of defense mechanisms? If yes, identify them and give examples.

### **JUNG**

1. How would you describe Mark? Is he an introvert or an extrovert? Provide support for your answer.
2. Which archetype is Mark demonstrating? Provide specific examples.

### **HORNEY**

1. What is the source of Samara's anxiety? Give examples.
2. Which neurotic trend does she use to cope with this anxiety? Provide support.

### **ADLER**

1. What is the source of John's inferiority complex? Give examples.
2. How does his inferiority complex influence his everyday life? Provide support.

# ***Birth Order***

Your sister may be hot-tempered while you're as easy-going as can be. Your brother may pull down straight A's while you're Joe Average in school.

What makes brothers and sisters so different? Even considering their genetic differences, you might expect siblings who grow up in the same environment to be as similar as peas in a pod. Instead, they often turn out as different as punk and Parton.

Why? The catch is that the family environment changes when each child is born. So your environment is *not* the same as your brother's or sister's. Your place in the family helps shape who you are. Psychiatrist Dr. Alfred Adler, the first to theorize on the effects of birth order, wrote, "The position in the family leaves an indelible stamp on the style of life." More recently, the effects of birth order have been studied a great deal, and many patterns have shown up.

## **Birth-order breakdown**

See if you recognize yourself in one of these birth-order profiles. These generalizations are based on research reported in psychologist Dr. Lucille Forer's *The Birth Order Factor*:



**FIRSTBORNS:** Firstborns tend to be achievers. They are also usually conscientious, responsible, and fairly traditional. They are apt to have high verbal abilities, do well in school, get advanced degrees, and excel in their careers. They also may be intense, driven, and angry.

Greg has had plenty of practice baby-sitting and bossing his three younger brothers and sisters. Now he's a leader in student government and holds down a library job while he's not studying for advanced algebra exams. "It's not easy! I feel like the trailblazer in the family," he comments. "I have to fight for privileges that the younger kids will just expect to have handed to them."

**MIDDLE CHILDREN:** Secondborn children tend to be easygoing, friendly, and charming. They're skilled at handling people. Middle children usually resent authority and try not to conform.

Sara, a secondborn, had lots of friends, who all respect her independence. "The peace-maker," they call her, because she has the ability to keep everybody happy. Sara speaks her mind, though, about "being stuck in the middle." She says frankly, "It's the pits! I don't get the same applause that my older brother does, no matter

what I do, because he's done it already. And the baby, Janie—well, she's so cute that she has everyone wrapped around her little finger."

*YOUNGEST CHILDREN:* The youngest child in a family may either be playful and lighthearted or shy and lacking in self-confidence. Youngest children usually have a low sense of responsibility. According to another researcher, youngest children are shier, more idealistic, and more spiritual than their older siblings.

"I have it made," reports Adam, the youngest in a family of five. Good-natured and gentle, Adam takes things as they come. His older brothers were tough acts to follow. "But who wants to win trophies," he asks, "when you can sit back and enjoy yourself?"

*ONLY CHILDREN:* The only child combined the achievement drive with self-confidence and high self-esteem. Only children are eager to please authority figures and have high verbal ability. Some are very cooperative while others aren't so good at getting along with people.

Megan, an only child, is the kind of person who makes you sigh at her self-assurance and optimism. "Sure, I'm lonely sometimes," says Megan, "but I don't have to worry about somebody borrowing my sweaters or beating my grade-point average. "Being an only," she stresses, surrounded by other editors in the school newspaper office, "is the only way to go."

### **Why birth order makes a difference**

Research on birth order doesn't tie everybody into neat little personality packages, but it doesn't point to characteristics that tend to be associated with each family position. Why does birth order have any effect at all? For the answer, let's look at how birth-order experts analyze an average family.



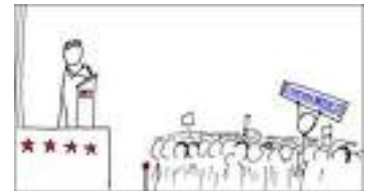
We start with the brain of a *first child*—a very special event. It is heralded by showers, accompanied by brand-new furniture, and celebrated with truckloads of photographs. Because the inexperienced parents are anxious about doing everything just right, the first child is monitored very closely by the parents. As a result of so much contact, the firstborn develops high verbal skills, and the parents' standards rub off. With the parents' emphasis on discipline comes a strong conscience and a high sense of responsibility for the firstborn.

Parents often pin their hopes on their firstborn, whom they see as an extension of themselves, according to psychologist and birth-order researcher Dr. Phillip Very of Rhode Island College. With parents' expectations so high, the firstborn drives

toward achievement. When competition arrives in the form of another baby brother or sister, the firstborn becomes even more determined to achieve and the by win the approval of now-distracted parents. Losing the thrown to a pudgy pipsqueak in diapers can leave the oldest with a bad of anxiety, resentment, and drive for acceptance.

When the second or middle child comes along, the parents usually have less time to spend building with blocks and more bills to pay. The increasing financial burden, together with diminishing time and attention parents can give, "are bound to affect each child's development," notes Very. With later children, parents are usually more relaxed—both in attitude and in discipline. The result is that the secondborn doesn't feel the same pressure to achieve that a firstborn does. Instead, the child is free to become sociable and involved with people. A middle child has to get along with both a more powerful, older sibling and a younger, more demoing one. From experience in handling siblings, the middleborn may become diplomatic, or in some cases manipulative.

Caught between a big-shot older child and a cuddly baby, the middle child may have a hard time getting parents' attention and affection. Lacking intense involvement with parents, later born children are less likely to be molded by parents' values. Instead, out of competition with a conservative, successful older sibling, they often resent rules and end up rebelling, notes psychiatrist Dr. Irving Harris.



The youngest in a family may either be deluges with adoring affection or be teases mercilessly. Depending on many factors, including the brand of treatment, the youngest may become either gentle and playful or else shy and anxious. Since the youngest is forever the baby of the family, he or she may get used to being taken care of and may lack responsibility.

The only child has the advantages of the oldest in closed to parents, without ever having to give up the spotlight. As a result, onlies combine traits of firstborns and lastborns. With the large amount of parental attention come adultlike behavior, high verbal skills, and a sense of trustworthiness, conclude psychologist Toni Falbo from her research.

### **Your birthmarks**

The effects of birth order show up in many aspects of your life. The research that had been done indicated some trends in the following directions—but it should be remembered that these are not proven and they aren't true for all people:

-*Your career.* If you're a firstborn, you're more likely to be a scientist than are laterborns, who dominate the creative arts. In their work, firstborns tend to deal

with ideas while laterborns deal with people, research shows. Because of the competition with your older brother or sister, if you're a secondborn, you'll probably choose a very different career path. If you're a firstborn, you're more likely to become famous in your line of work. Nearly all U.S. Presidents, for example, have been firstborns.

-*Your social life.* Laterborn children are friendlier and more socially adept, research shows. If you're a firstborn, you're more likely to seek the approval of others and to conform to social pressure. If you're secondborn, you're good with people and probably popular. If you're a thirdborn, you have a few close friends while your older siblings have more causal friendships, Very points out.

- *Your test scores.* Researchers Robert Zajonc and Robert Markus of the University of Michigan found firstborns score highest on many kinds of test. The reason, they say, is the changing intellectual environment of the family. For a firstborn, the intellectual level is high because the other family members have adult mental abilities. For each succeeding child, though, the intellectual level slides because of the addition of siblings with less-than-adult mental abilities.

-*Your marriage.* Your birth order may help to predict how you will relate to your spouse, say birth-order experts. A marriage between two dominating firstborns may end in fireworks, while a firstborn and a laterborn make a better match. The laterborn who is used to coping with a more powerful sibling transfer that skill to marriage. A youngest child may want to be taken care of in a marriage, contends Forer.

### **Breaking the patterns**

Being the oldest in your family doesn't guarantee you a key to the White House, any more than being a secondborn assures you of a party every Saturday. There are many other factors besides your birth order that help to develop your personality. Some of these are your family's values, your parents' birth order, your inherited makeup, and your siblings' attitudes.

Some theorists call attention to the effects of the spacing between children. Children born close together interact differently from children spaced many years apart. If you're five or more years younger than your older sibling, both of you may resemble only-children. Spacing seems to enhance intellectual growth, Zajonc and Markus note. The much-older sibling acts as a teacher for the younger child, they point out.

### **Happy birth order to you**

It is fun to find traces of birth-order effects in our personalities. But is the study of birth order just an amusing exercise, or does it have some practical use? It's far

from far-out, say many psychologists. Forer, for instance, draws on birth-order theory to help patients understand their patterns of coping and changing them if necessary. "Birth order becomes one of several signposts we may use in indentifying the roots of emotional difficulties," she claims. The troubled wife, the frustrated father, the confused student—they may all find they've established self-defeating patterns because of their place in their family of origin.

At the extreme, birth-order patterns can help us understand severely maladjusted people, such as criminals. According to psychiatrist Irving Harris, nearly all political assassins have been younger children in families. Because of his low status in the family, Harris notes, the young son tends to be rebellious and rivalrous. Resentment of authority plus desire for status may equal hostile aggression for a disorganized personality. The suspect in the assassination attempt on President Reagan, for example, is the younger son in a family with successful older siblings.

On a more general level, understanding personality in terms of birth order still has its merits. Whether you're an oldest, a middle, a youngest, or an only, birth order may help you understand yourself better and thereby forge happier relationships with other.

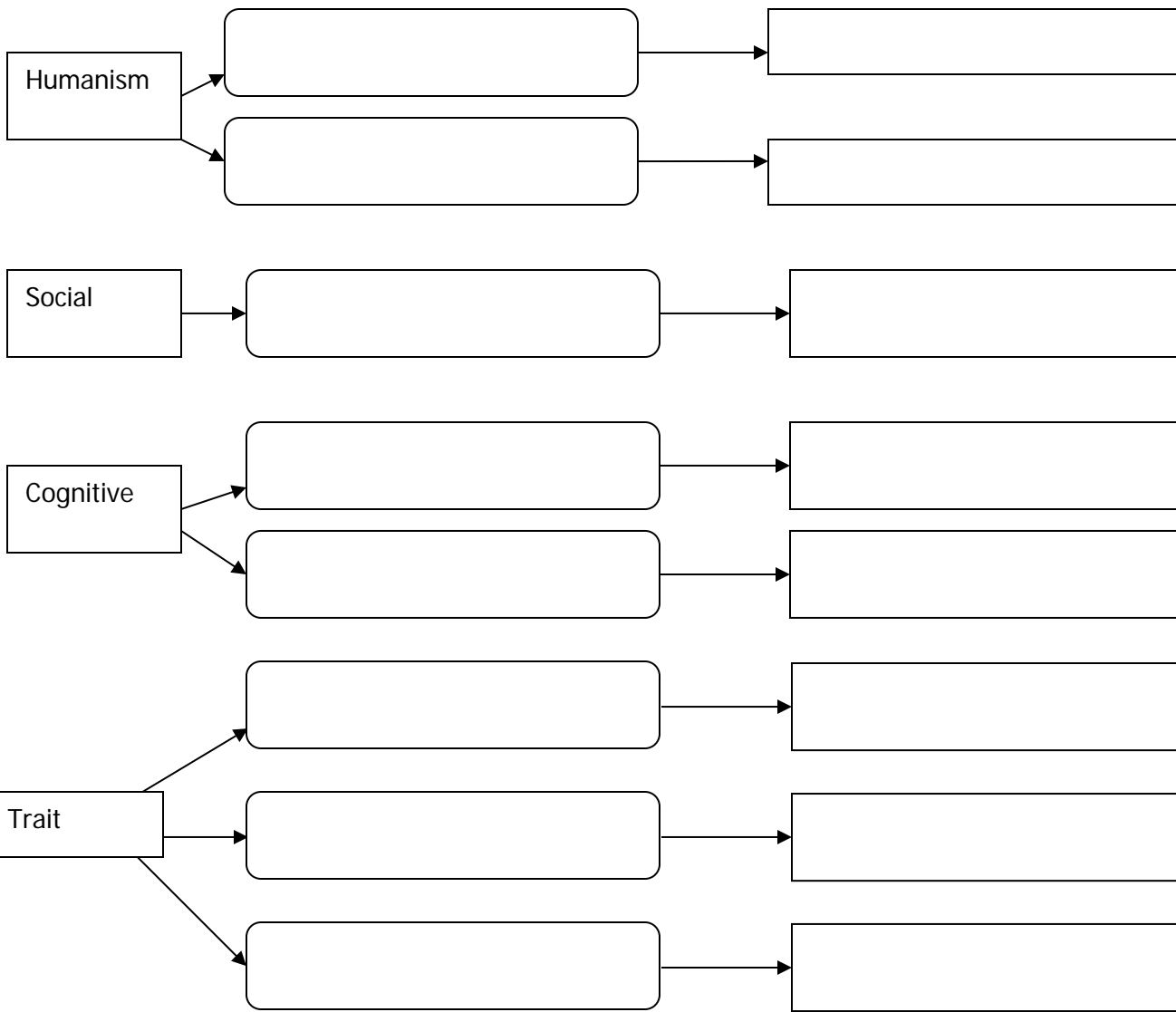
***CURRENT LIFESTUDIES***

***December 1981***





# Personality Theorist Map- Part 1



Use the Following list to organize:

1) Theorist

2) Their most essential theory

Walter Mischel

Martin Seligman

Describes personality, NOT explains it

Eysenck (Hans/Sybil)

Behavior appears consistent

Unconditional Positive Regard

Locus of Control

Gordon Allport

Learned Helplessness

Albert Bandura

Social modeling

Abraham Maslow

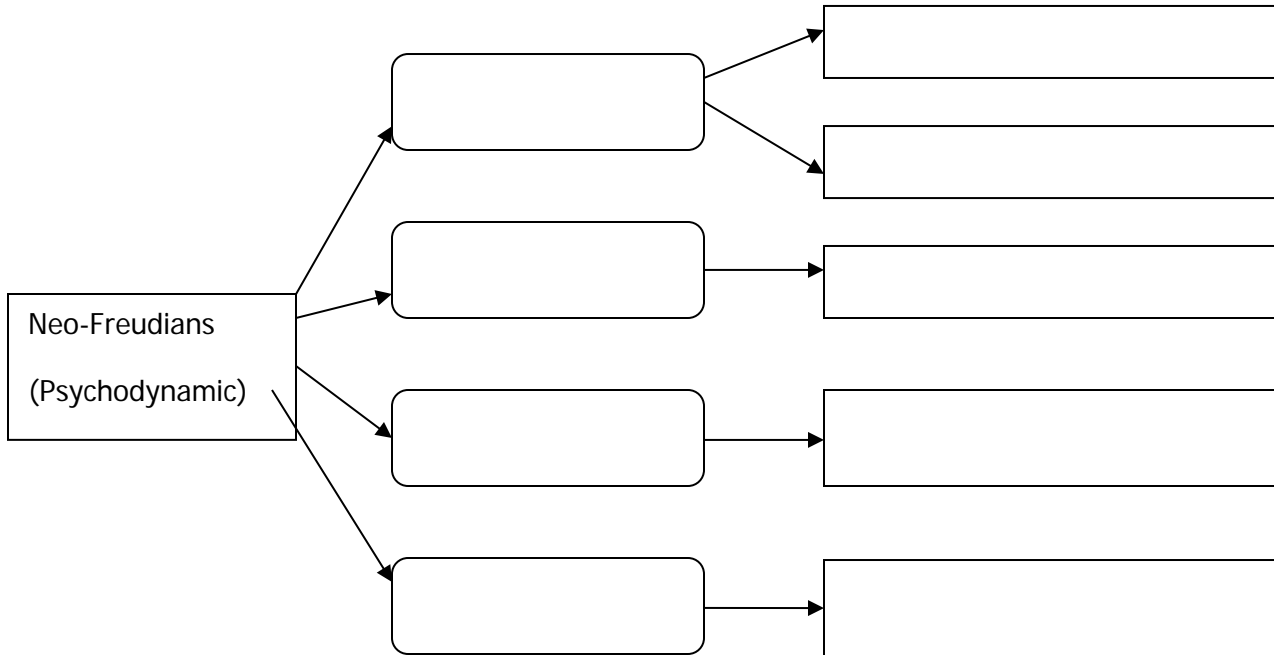
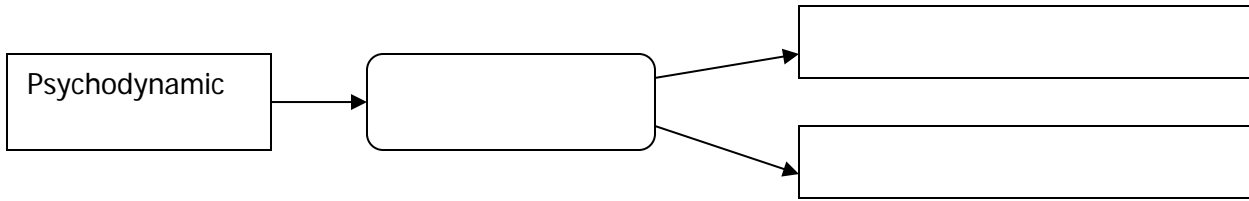
Carl Rogers

Extrovert/ Introvert

Julian Rotter

Self-Actualization

## Personality Theorist Map- Part 2



Use the Following list to organize:

1) Theorist

2) Their most essential theory

Carl Jung

Freud

2 Unconscious

Psychosexual Stages

Karen Horney

Erikson

ID, EGO, SUPEREGO

Anxiety

Archetypes/ Collective Unconscious

Inferiority Complex

Alfred Adler

8 stages of man

# THE SIMPSONS

Directions: While watching the episode, apply one theorist from each of the perspectives to the characters. Write the character's name in the blank. Circle or put a star by the theorist/ theory you plan to use. Explain the connection in the space provided.

## HUMANISTIC PERSPECTIVE

### MASLOW

Self-actualization: motivation to fulfill one's potential; can only be reached after biological, psychological, and self-esteem needs are met

Application:

### ROGERS

Unconditional positive regard: attitude of total acceptance of another person; must have this support to reach full potential

Character: \_\_\_\_\_

## SOCIAL-COGNITIVE PERSPECTIVE

### ROTTER

Internal locus of control: perception that you control your own fate  
External locus of control: perception that outside forces or chance control one's fate

Application:

### SELIGMAN

Learned helplessness: hopelessness and passive resignation someone learns when unable to avoid repeated negative outcomes

Character: \_\_\_\_\_

## "REVIEW" PSYCHOLOGISTS – OLD INFO, NEW APPLICATION

### BANDURA

Modeling: observing and imitating behavior  
Reciprocal determinism: interacting influences between personality and environment

Application:

### SKINNER

Reinforcement: consequences encourage behavior  
Punishment: consequences discourage behavior

Character: \_\_\_\_\_

## BONUS – FREUD & THE NEO-FREUDIANS

### FREUD

Id, ego, superego  
Psychosexual stages  
Defense mechanisms

### JUNG

Collective unconscious  
Archetypes

Application:

### HORNEY

Neurotic trends

### ADLER

Inferiority complex  
Birth order

### ERIKSON

Psychosocial stages

Character: \_\_\_\_\_