

13. The series of largely unconscious Freudian reactions that protect a person from unpleasant emotions such as anxiety or guilt.
14. The defense mechanism that pushes distressing thoughts and feelings into the unconscious or keeps them from emerging into consciousness.
15. Attributing your own thoughts, feelings, or motives to another.
16. Creating false but plausible excuses to justify unacceptable behavior.
17. Diverting emotional feelings (usually anger) from their original source to a substitute target.
18. Behaving in a way that is exactly the opposite of one's true (but unconscious) feelings.
19. Reverting to immature patterns of behavior.
20. Bolstering self-esteem by forming an imaginary or real alliance with some person or group.
21. Developmental periods with a characteristic sexual focus that leave their mark on adult personality.
22. A failure to move forward from one stage to another as expected.
23. Characterized by erotically tinged desires for one's opposite-sex parent and hostility toward one's same-sex parent.
24. Jungian concept referring to the structure holding material that is not in one's awareness because it has been repressed or forgotten.
25. A storehouse of latent memory traces inherited from our ancestral past.
26. Emotionally charged images and thought forms that have universal meaning.
27. People who tend to be preoccupied with the internal world of their own thoughts, feelings, and experiences.
28. People who tend to be interested in the external world of people and things.
29. An Adlerian concept referring to a universal drive to adapt, to improve oneself, and to master life's challenges.
30. Efforts to overcome imagined or real inferiorities by developing one's abilities.
31. Personality tests that ask people a series of questions about their characteristic behavior.
32. A statistical procedure that identifies clusters of variables that are highly correlated with one another.
33. A theoretical orientation based on the premise that scientific psychology should study only observable behavior.
34. The assumption that internal mental events, external environmental events, and overt behavior all influence one another.
35. Learning that occurs when an organism's responding is influenced by the observation of others.
36. A person whose behavior is observed by another.
37. Our belief about our ability to perform behaviors that should lead to expected outcomes.
38. A theoretical orientation that emphasizes the unique qualities of humans, especially their freedom and potential for personal growth.
39. Approach that assumes we have to appreciate individuals' personal, subjective experiences to truly understand their behavior.

- _____ 40. A collection of beliefs about one's own nature, unique qualities, and typical behavior.
- _____ 41. A Rogerian concept referring to the degree of disparity between one's self-concept and one's actual experience.
- _____ 42. The need to fulfill one's potential.
- _____ 43. People with exceptionally healthy personalities, marked by continued personal growth.
- _____ 44. The biased interpretation of past events in terms of present information.
- _____ 45. Putting personal goals first and defining one's identity in terms of personal rather than group attributes.
- _____ 46. Putting group goals ahead of personal ones and defining one's identity in terms of the group.
- _____ 47. A person's overall assessment of her or his personal adequacy or worth.
- _____ 48. The tendency to focus on positive feedback, exaggerate one's strengths, and see oneself as above average.

Review of Key People

Alfred Adler
 Albert Bandura
 Hans Eysenck
 Sigmund Freud

Carl Jung
 Abraham Maslow
 Robert McCrae & Paul Costa

Walter Mischel
 Carl Rogers
 B. F. Skinner

- _____ 1. The founder of psychoanalysis.
- _____ 2. Developed the theory called analytical psychology; anticipated the humanists' emphasis on personal growth and self-actualization.
- _____ 3. Founder of an approach to personality called individual psychology.
- _____ 4. Modern behaviorism's most prominent theorist, recognized for his theories of operant conditioning.
- _____ 5. A contemporary behavioral theorist who elaborated the concept of observational learning.
- _____ 6. His chief contribution to personality theory has been to focus attention on the extent to which situational factors govern behavior.
- _____ 7. One of the fathers of the human potential movement, he called his approach a person-centered theory.
- _____ 8. The humanist who developed a theory of self-actualization.
- _____ 9. Proposed that conditionability and introversion-extraversion are largely genetically determined.
- _____ 10. Developed the NEO Personality Inventory to measure the Big Five traits.

Self-Quiz

1. Personality traits are characterized by:
 - a. consistency and distinctiveness
 - b. charm and wit
 - c. change as a function of the situation
 - d. lack of individual differences
2. Someone attributes his thoughts or feelings or conflicts to someone else. For example, although he chronically interrupts people, he thinks that other people interrupt him. What Freudian defense mechanism is illustrated?
 - a. rationalization
 - b. reaction formation
 - c. regression
 - d. projection
3. Which of the following is entirely unconscious, according to Freud?
 - a. the id
 - b. the ego
 - c. the superego
 - d. the archetype
4. Although Osmo, at an unconscious level, has great hatred for Cosmo, he believes that he likes Cosmo and, to the outside world, gives all the appearance of liking him. Which defense mechanism is Osmo using?
 - a. regression
 - b. reaction formation
 - c. projection
 - d. rationalization
5. The Oedipal complex occurs during the:
 - a. oral stage
 - b. anal stage
 - c. phallic stage
 - d. genital stage
6. Which of the following concepts did Carl Jung originate?
 - a. id
 - b. superégo
 - c. inferiority complex
 - d. introversion-extraversion
7. Which of the following did Adler emphasize in his theory of personality?
 - a. striving for superiority
 - b. castration anxiety
 - c. introversion-extraversion
 - d. the collective unconscious

8. Much of the behavior that we call personality results from reinforcement and observational learning, according to:
 - a. Jung
 - b. Skinner
 - c. Bandura
 - d. Adler
9. Which of the following tends to emphasize freedom and personal growth in its view of human behavior?
 - a. the psychoanalytic approach
 - b. the biological approach
 - c. the behavioral approach
 - d. the humanistic approach
10. According to Rogers, what causes incongruence?
 - a. an inherited sense of irony
 - b. conditional acceptance or affection
 - c. unconditional acceptance or affection
 - d. unconditioned stimuli
11. Herb had the desire and potential to be a violinist but became, instead, a trader in hog futures. He decided never to touch the violin again. What is going on with Herb, according to Maslow?
 - a. He suffers from incontinence.
 - b. He suffers from castration anxiety.
 - c. He has not achieved self-actualization.
 - d. He has an inferiority complex.
12. Which of the following views personality in terms of the adaptive significance of the Big Five traits?
 - a. Abraham Maslow
 - b. William James
 - c. the behavioral approach
 - d. the evolutionary approach
13. Your friend spends money like water. When you learn that he is from a poverty-stricken background, you attribute his spending patterns to his earlier deprivation. According to the critical thinking analysis, you are likely to do this because of:
 - a. the hindsight bias
 - b. a self-serving attribution
 - c. the consistency and distinctiveness of personality
 - d. circular reasoning
14. According to Mischel, which of the following is a major factor that predicts human behavior?
 - a. childhood experience
 - b. specifics of the situation
 - c. extraversion and introversion
 - d. central and peripheral traits
15. You are asked to tell stories about a series of pictures. Which test is being administered to you?
 - a. Rorschach
 - b. MMPI
 - c. TAT
 - d. 16PF