Chapter 12: Personality

Personality: What Is It, and How Can We Study It?

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1. An individual's personality, as well as situational variables, will determine that person's
    a. behavior
    b. predispositions
    c. uniqueness
    d. all of the above
    Answer a
                  % correct 55 a = 55 b = 3 c = 20 d = 23 r = .24
  2. The pattern of characteristic thoughts, feelings, and behaviors that persists over time and situations and
    distinguishes one person from another is called .
    a. a trait.
    b. an emotional profile.
    c. personality.
    d. the primary process.
                  % correct 79 a = 18 b = 3 c = 79 d = 0
    Answer c
                                                                r = .20
  3. The pattern of characteristic thoughts, feelings, and behaviors that persists over time and situations and
    distinguishes one person from another is called
    a. a trait
    b. a habit
    c. personality
    d. learning
                                   a = 16 b = 0 c = 83 d = 0
                  % correct 83
    Answer c
                                                                r = .22
  4. _____ is a unique set of behaviors and enduring qualities that influence the way a person adapts to her/his
    environment.
    a. Instinct
    b. Personality
    c. Trait
    d. Motivation
                                         b = 64 c = 23 d = 7 r = .33
    Answer b
                  % correct 64
  5. Behavior is influenced by:
    a. personality.
    b. situational characteristics.
    c. individual interpretations of unique situations.
    d. all of the above
    Answer d
                  % correct 90
                                   a = 3 b = 3 c = 3 d = 90 r = .30
Psychoanalytic Theory: Controversial Legacy of Sigmund Freud and His Followers
  6. Freud asserted that lay at the core of his patients' neurotic behavior.
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- a. low self-esteem
- b. casual attitudes toward sex
- c. repressed sexual desires
- d. cultural bias

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Answer c % correct 90 a = 0 b = 10 c = 90 d = 0 r = .68
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- 7. Which aspect of the mind held the greatest fascination for Freud?
 - a. the preconscious mind b. the conscious area c. suppressions d. the unconscious Answer d % correct 86 a = 14 b = 0 c = 0 d = 86 r = .26
- 8. Sally has a desire to eat a steak with a baked potato smothered with butter and sour cream. One component of her personality tells her, because she is overweight, that instead of eating the meal, she should fast and direct her efforts to ending world hunger. Another component suggests that it would be better to eat a salad and a bran muffin, then run two miles. The fasting suggestion most likely was made by which component of personality?
- a. id b. ego c. superego % correct 33 a = 5 b = 62 c = 33 d = 0 d. oral Answer c 9. According to Bill's psychoanalyst, he was traumatized during the anal stage of his psychosexual development, which accounts for Bill's tightwad habits. Which of the following would be Freud's term for Bill's behavior? a. anal retentive
 - b. anal expulsive c. parsimonious d. serendipitous $a = 95 \ b = 5 \ c = 0 \ d = 0$ Answer a % correct 95
- 10. Individual memory is to preconscious as ancestral memory is to
 - a. unconscious
 - b. personal unconscious
 - c. ego
 - d. collective unconscious

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= 10 b = 14 c = 0 d = 76 r = .47
Answer d
            % correct 76
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- 11. According to Jung's psychoanalytic theory, each of us has , which are inherited predispositions to respond to certain concepts.
 - a. drive
 - b. instincts
 - c. archetypes
 - d. archegos

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a = 5 b = 24 c = 62 d = 10 r = .56
Answer c
            % correct 62
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- 12. According to Jung, our repressed thoughts, undeveloped ideas, and forgotten experiences are contained in the
 - a. persona
 - b. archetype
 - c. personal unconscious
 - d. collective unconscious

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Answer c
           % correct 61 a = 11 b = 11 c = 61 d = 16 r = .31
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13. Jamie is a joiner. She is interested in other people and events going on around her in the world. In Jung's view, she is an a. archetype b. endomorph c. introvert d. extrovert % correct 89 a = 5 b = 0 c = 5 d = 89 Answer d r = .3114. Carl Jung stressed the of people. a. sexual instincts b. learned motives c. spiritual qualities d. primary drives % correct 39 a = 11 b = 33 c = 39 d = 17 r = .29Answer c 15. Steve has an overriding need to submit to others and feels safe only when receiving their guidance and protection. Horney would label him a type. a. detached b. compliant c. recessive d. dominant % correct 83 a = 0 b = 83 c = 11 d = 5 Answer b 16. Adler believed that people often are motivated by a. feelings of inferiority b. sexual instincts c. their locus of control d. traumatic events during childhood a = 76 b = 0 c = 14 d = 10r = .20Answer a % correct 76 17. John dreamed that he was in a train that entered a tunnel. If a psychologist believed that the dream expressed John's unconscious sexual desires, the psychologist would likely be a ______. a. humanist b. learning theorist c. personologist yst % correct 97 a = 0 b = 0 c = 3 d = 97 r = .25d. psychoanalyst Answer d 18. Jane is an angry, hostile woman. At work and in her personal life, she is described as energetic go-getter because she is a workaholic and does a great deal and does a great deal of volunteer work for abused children and women. Jane's behavior may be an example of which defense mechanism? a. sublimation b. displacement c. reaction formation

d. projection

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Answer a % correct 34 a = 34 b = 10 c = 41 d = 14 r = .24
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- 19. The view that personality results from struggles between opposites within each of us is an assumption of which of the following?
- a. Jung b. Adler c. Maslow d. Mischel % correct 34 a = 34 b = 41 c = 10 d = 14 r = .27Answer a 20. In Adler's theory, is the energy behind personality and represents form of personality. a. style of life; striving for superiority b. libido; eros c. instinct; reality d. striving for superiority; style of life Answer d % correct 66 a = 0 b = 17 c = 17 d = 66r = .3621. The pleasure principle is to the reality principle as the is to the a. ego; id b. id; ego c. ego; superego d. id; superego % correct 62 a = 7 b = 62 c = 14 d = 17 Answer b r = .4422. Which of the following gives the stages of development outlined by Freud in the order in which they occur?
- a. anal, oral, latency, phallic, genital
 - b. anal, latency, oral, phallic, genital
 - c. oral, anal, phallic, latency, genital
 - d. oral, anal, latency, phallic, genital

Answer c % correct 90
$$a = 0 b = 0 c = 90 d = 10 r = .32$$

23. What did Freud call the part of the personality that had to be socialized by parents?

- a. id
- b. ego
- c. authentic self
- d. superego

a = 10 b = 66 c = 3 d = 21 r = .44Answer b % correct 66

- 24. What did Freud call the part of the personality that learns that we will be happier if we postpone gratification?
 - a. id
 - b. ego
 - c. authentic self
 - d. superego

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% correct 56 a = 13 b = 56 c = 5 d = 26 r = .46
Answer b
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- 25. What did Freud call the part of the personality that begins to develop at about age five?
 - a. id b. ego c. authentic self d. superego % correct 49 a = 8 b = 41 c = 3 d = 49Answer d r = .20

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26. The remembered and reported dream was referred to by Freud as:
    a. the latent content.
    b. conscious association.
    c. intellectual content.
    d. the manifest content.
                                a = 19 b = 24 c = 5 d = 52
    Answer d
                 % correct 52
                                                               r = .32
27. The fundamental or most basic defense mechanism is
    a. rationalization
    b. repression
    c. denial
    d. projection
    Answer b
                 % correct 60
                                  a = 10 b = 60 c = 30 d = 0
                                                                r = .56
28. Anna is a morally rigorous person who demands that her daughter remain a virgin until she is married. Anna
    cannot remember her own premarital sexual encounters. Which defense mechanism would likely account for
    this memory lapse?
    a. rationalization
    b. denial
    c. repression
    d. projection
                 % correct 76 a = 3 b = 21 c = 76 d = 0
    Answer c
29. "I didn't get the job even though I was the most qualified applicant because the company has to hire a
    minority worker." This probably illustrates which defense mechanism?
    a. rationalization
    b. denial
    c. repression
    d. projection
                                  a = 87 b = 3 c = 3
    Answer a
                 % correct 87
30. A college professor continually implies that his students are intellectually inferior. Which of the following
    defense mechanisms is this professor likely using?
    a. projection
    b. denial
    c. reaction formation
    d. sublimation
                                  a = 49 b = 15 c = 23 d = 13 r = .24
    Answer a
                 % correct 49
31. Behaving in ways that are the opposite of what one would unconsciously like to do defines _____.
    a. sublimation
    b. displacement
    c. reaction formation
    d. projection
    Answer c
                 % correct 33
                                  a = 23 b = 33 c = 33 d = 10
                                                               r = .21
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- 32. If a person becomes a Catholic priest or nun because of latent homosexual desires, their occupational choice might represent which defense mechanism?
 - a. sublimation
 - b. displacement
 - c. reaction formation
 - d. projection
 - Answer a % correct 26 a = 26 b = 18 c = 46 d = 10 r = .22

33. Which structure of personality houses one's instincts, according to Freud? a. ego-ideal b. ego c. id d. superego a = 3 b = 17 c = 79 d = 0 r = .24Answer c % correct 79 34. The part of personality, according to Freud, that seeks to avoid pain is the a. id b. ego c. superego d. ego-ideal Answer a % correct 43 a = 43 b = 24 c = 33 d = 0r = .3635. Which statement about the id is most accurate? a. It is in close contact with bodily needs. b. It follows the reality principle. c. It houses the conscience. d. It drives us to live up to our ideals. % correct 67 a = 67 b = 0 c = 14 d = 19 Answer a 36. Which component of personality mediates between the forces of desire and reality on a moral basis? a. id b. ego c. superego d. ego-ideal Answer c % correct 62 a = 0 b = 34 c = 62 d = 337. Pleasure principle is to as reality principle is to a. id; superego b. superego; id c. id; ego d. ego; id a = 20 b = 10 c = 60 d = 10r = .21Answer c % correct 60 38. Which of the following Freudian concepts motivates us to better ourselves and live up to our ideals? a. id b. ego c. reality principle d. superego Answer d % correct 67 a = 14 b = 5 c = 14 d = 67r = .3539. Identifying with one's opposite-sex parent occurs in which psychosexual stage? a. oral b. anal c. phallic

d. genital

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Answer c % correct 87 a = 0 b = 0 c = 87 d = 13 r = .53
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40. According to Freud, an inadequate resolution of the Oedipus Complex leads to: a. child molestation. b. a high regard for women. c. a personality that is reckless and self-assured. d. love of nature. % correct 52 a = 24 b = 19 c = 52 d = 5 r = .35Answer c 41. Which of the following is the most criticized and least empirically supported of Freud's ideas? a. superego b. ego c. latency period d. Oedipus and Electra complexes Answer d % correct 95 a = 0 b = 5 c = 0 d = 95r = .2142. Freud developed his theory of personality on the basis of: a. carefully controlled experiments. b. systematic observations of children. c. cross-cultural investigations. d. case studies of patients. Answer d % correct 95 a = 0 b = 5 c = 0 d = 9543. According to Freud, is the basic motivation for all human behavior. a. instinct b. the striving for self-actualization c. the need to know d. the desire to become superior % correct 36 a = 36 b = 41 c = 9 d = 14r = .29Answer a 44. After a brief early commitment to hypnosis as a method of uncovering unconscious material, Freud later developed his psychoanalytic method of: a. factor analysis. b. situational determinism. c. empathy. d. free association. a = 23 b = 14 c = 0 d = 64 r = .41Answer d % correct 64 45. According to psychoanalytic theory, the is the most basic personality system. a. preconscious b. ego c. id d. superego a = 10 b = 18 c = 69 d = 3 r = .39Answer c % correct 69 46. Joe seems to be constantly condemning himself for being bad and "sinful." In psychoanalytic terms, we would say that Joe has an overdeveloped . a. libido b. id c. ego d. superego Answer d % correct 55 a = 0 b = 23 c = 23 d = 55 r = .47

- 47. Sheila was upset by her boss, so she goes home and beats her children, who, in turn, kick the dog. This episode is an example of _____.
 - a. displacement
 - b. undoing
 - c. projection
 - d. reaction formation
 - Answer a % correct 69 a = 69 b = 0 c = 14 d = 17 r = .23
- 48. The old adage, "Everyone is queer but me and thee," illustrates the defense mechanism of ______.
 - a. displacement
 - b. undoing
 - c. projection
 - d. reaction formation
 - Answer c % correct 69 a = 17 b = 0 c = 69 d = 14 r = .28
- 49. A college student takes a lot of psychology courses so that he will be able to talk about his personal psychological problems in a calm, detached, clinical fashion. He is using the defense mechanism of
 - a. displacement
 b. intellectualization
 c. projection
 d. reaction formation
 Answer b % correct 68 a = 14 b = 68 c = 14 d = 5 r =
- 50. Picasso's paintings often contained exaggerated sexual symbolism. This way of expressing a basic impulse in a socially praiseworthy fashion illustrates the use of
 - a. displacement
 - b. sublimation
 - c. projection
 - d. reaction formation

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Answer b % correct 76
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51. Maria takes good notes in class. Whenever someone who has missed class due to illness asks her if he can copy her notes, she grips them tightly and says "No! They're mine, and I don't wish to share them." A psychoanalytic theorist would probably contend that Maria has a(n) ______ fixation.

a = 7 b = 76 c = 7 d = 10 r = .23

- a. oral
- b. anal
- c. phallic
- d. genital

Answer b % correct 51 a = 10 b = 51 c = 31 d = 8 r = .20

- 52. One of the most serious criticisms of psychoanalytic theory is its:
 - a. reliance on tests.
 - b. lack of flexibility.
 - c. unrealistic optimism.
 - d. use of after-the-fact explanations.

Answer d % correct 41 a = 19 b = 32 c = 9 d = 41 r = .42

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53. According to Freud, the makes up the largest part of our personality.
    a. preconscious
    b. conscious
    c. unconscious
    d. These three areas contribute equally to personality.
                                  a = 0 b = 9 c = 82 d = 9
    Answer c
                 % correct 82
                                                               r = .22
54. The id is that part of the personality which operates according to the:
    a. pleasure principle.
    b. superego.
    c. rules of reality.
    d. past experiences of the individual.
    Answer a
                 % correct 91
                                  a = 91 b = 0 c = 9 d = 0 r = .52
55. Six-year-old Suzie sees her younger brother approaching with the new toy he received for his birthday.
    Suzie suddenly decides she wants the toy, so she pushes her brother to the ground, grabs his toy, and rushes
    into the next room to play with it. During this situation, the part of Suzie's personality which is most likely
    in control is her .
    a. conscious
    b. superego
    c. ego
    d. id
                  % correct 85
    Answer d
                                   a = 0 b = 8 c = 8 d = 85
56. That part of the personality which operates on the reality principle is the
    a. superego
    b. ego
    c. id
    d. eros
                                   a = 9 b = 82 c = 9
                  % correct 82
                                                      d = 0
    Answer b
57. The superego is that part of the personality which represents the _____.
    a. pleasure principle
    b. reality principle
    c. thanatos
    d. conscience
                                   a = 8 b = 31 c = 0 d = 62 r = .52
    Answer d
                  % correct 62 🌰
58. An orally fixated person would most likely:
    a. be an only child.
    b. dislike his or her father.
    c. be a sloppy dresser.
    d. eat and smoke a great deal.
                  % correct 95
                                 a = 5 b = 0 c = 0 d = 95 r = .20
    Answer d
59. The process of toilet training occurs during the ______ stage.
    a. phallic
    b. oral
    c. anal
    d. genital
                 % correct 95 a = 0 b = 0 c = 95 d = 5
    Answer c
                                                               r = .55
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60. The Oedipus and Electra complexes occur during the stage.
    a. anal
    b. phallic
    c. oral
    d. latency
    Answer b
                  % correct 86
                                a = 7 b = 86 c = 3 d = 3 r = .39
61. Four-year-old Kevin is in love with his mother, and wants very much to get rid of his father so that he can
    have his mother all to himself. According to Freud, Kevin is undergoing:
    a. a regression.
    b. the genital stage.
    c. an Oedipus complex.
    d. all of the above
                 % correct 95 a = 0 b = 0 c = 95 d = 5
    Answer c
                                                               r = .45
62. The correct order of Freud's stages of development is:
    a. anal, oral, phallic, genital, latency.
    b. oral, anal, genital, phallic, latency.
    c. latency, oral, anal, phallic, genital.
    d. oral, anal, phallic, latency, genital.
                  % correct 72 a = 3 b = 17 c = 7 d = 72
    Answer d
63. The stage of personality development which lasts from about age 6 until puberty is known as the
    stage.
    a. phallic
    b. anal
    c. genital
    d. latency
                                  a = 10 b = 0 c = 10 d = 79
                                                                r = .32
    Answer d
                  % correct 79
64. The latency period lasts from
                                         years of age.
    a. 1–3
    b. 3–6
    c. 6–12
    d. 12–18
                                  a = 5 b = 5 c = 73 d = 18 r = .50
    Answer c
                 % correct 73
65. Audrey is a normal, healthy two-year old. Her main task, according to Erikson, will be to develop a sense
    of
    a. trust
    b. initiative
    c. industry
    d. autonomy
                  % correct 77 a = 9 b = 9 c = 5 d = 77
    Answer d
                                                               r = .27
66. Erikson stresses the quality of in personality development.
    a. sexual motives
    b. stimulus motives
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- c. primary-process thinking
- d. parent-child relationships

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Answer d % correct 91 a = 9 b = 0 c = 0 d = 91 r = .27
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67. Jeremy is eighteen years old. According to Erikson, his chief task will be acquiring a sense of a. trust b. autonomy c. initiative d. identity Answer d % correct 68 a = 14 b = 5 c = 14 d = 68r = .2768. Agnes is seventy years old. According to Erikson, her main task will be to develop a sense of . a. identity b. initiative c. generativity d. integrity a = 0 b = 5 c = 0 d = 95Answer d % correct 95 r = .3369. theory emphasizes that humans are positively motivated and progress toward higher levels of functioning. a. Humanistic b. Psychoanalytic c. Social learning d. Trait a = 89 b = 5 c = 6 d = 0Answer a % correct 89 70. Which of the following is NOT a humanist? a. May b. Maslow c. Bandura d. Rogers a = 30 b = 20 c =Answer c % correct 50 r = .2771. "Becoming what one ought to be" is one way to define a. peak experience b. self-actualization c. achievement potential d. self concept b = 79 c = 8 d = 13 r = .57Answer b % correct 79 a = 0 72. Carl Rogers, Abraham Maslow, and Rollo May are all _____. a. behaviorists b. psychoanalysts c. humanists d. cognitivists a = 10 b = 0 c = 87 d = 3 r = .35% correct 87 Answer c 73. Which of the following believes humans have a natural motivation to reach their highest potential? a. Maslow b. Skinner c. Adler d. Jung % correct 48 a = 48 b = 3 c = 41 d = 7 r = .45Answer a

74. According to Rogers, all people have a need for: a. superiority. b. sex and aggression. c. positive regard. d. anxiety reduction. % correct 90 a = 7 b = 0 c = 90 d = 3 r = .39Answer c name the theory that emphasizes the concept that humans are positively motivated and progress 75. toward higher levels of functioning. a. Humanistic b. Psychoanalytic c. Social learning d. Trait % correct 91 a = 91 b = 0 c = 9 d = 0Answer a 76. The most famous humanistic psychologist was a. Rogers b. Skinner c. Maslow d. Adler % correct 50 a = 50 b = 14 c = 27 d = 9r = .38Answer a 77. The push toward fulfillment of our inborn capacities and potentialities is what Rogers calls the a. primary process b. compensatory process c. actualizing tendency d. need for achievement % correct 52 a = 28 b = 3c = 52 d = 17Answer c 78. According to Rogers, people brought up with conditional positive regard . a. tend to be vain and narcissistic b. tend to act as if they were orally fixated c. feel valued regardless of their attitudes and behaviors d. live lives directed toward what others want and value % correct 82 a = 3 b = 3 c = 82 d = 13 r = .26Answer c 79. Which of the following, according to Rogers, is MOST likely to become a fully functioning person? a. someone with a strongly developed superego b. someone with an extroverted personality c. someone brought up with conditional positive regard d. someone brought up with unconditional positive regard % correct 59 a = 7 b = 3 c = 31 d = 59 r = .63Answer d 80. Unconditional positive regard is most important to . a. Freud b. Jung c. Maslow d. Rogers % correct 64 a = 0 b = 14 c = 23 d = 64 r = .27Answer d

Personality Assessment: Measuring and Mismeasuring the Psyche

81. Harry goes to a psychologist because he is continually depressed. When he gets to the psychologist's office, he realizes that while he wants to end his depression it will take him far too long to tell the doctor his life story. The psychologist senses Harry's reluctance and decides to administer an objective test to reveal Harry's attitudes and feelings. The doctor administers which of the following tests? a. MMPI-2 b. TAT c. 16PF d. Rorschach % correct 56 a = 56 b = 17 c = 11 d = 17 r = .35Answer a 82. Psychodynamic theorists believe that objective tests are of little use because a. they are difficult to score b. people are not usually aware of the unconscious determinants of their behavior c. they are usually neither valid nor reliable d. it is difficult to agree on the meaning of test results % correct 78 a = 0 b = 78 c = 5 d = 16Answer b r = .2183. When later questions are developed "on the spot" based on a respondent's previous answers, the researcher is using which method? a. behavioral assessment b. unstructured interview c. structured interview d. projective technique % correct 60 a = 20 b = 60 c = 0 d = 20Answer b 84. Why was the MMPI originally developed? a. to identify people with psychological disorders b. to identify malingerers from people with true conversion disorders c. to identify applicants with the most potential for managerial positions d. to select applicants for the OSS who could make the best agents and spies a = 72 b = 8 c = 18 d = 3 r = .28% correct 72 Answer a 85. When a test actually measures what it is supposed to measure, the test has a. reliability b. discriminative power c. statistical power d. validity Answer d % correct 86 a = 14 b = 0 c = 0 d = 86r = .3686. Consistency of measurement is indicative of the of a test. a. validity b. difficulty c. reliability d. power Answer c % correct 83 a = 17 b = 0 c = 83 d = 0 r = .34

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87. There is a relationship between reliability and validity. Which of the following is true?
    a. A test cannot be valid unless it is reliable.
    b. A test cannot be reliable unless it is valid.
    c. A test can be valid but not reliable.
    d. Reliability and validity are not related.
    Answer a
                 % correct 30
                                  a = 30 \ b = 50 \ c = 20 \ d = 0
                                                               r = .44
88. Which of the following is an objective test that describes personality and can be used to help diagnose
    emotional problems?
    a. MMPI-2
    b. CPI
    c. Rorschach
    d. TAT
                 % correct 86 a = 86 b = 3 c = 7 d = 3
    Answer a
                                                              r = .31
89. Which type of standardized test presents ambiguous stimuli?
    a. MMPI-2
    b. CPI
    c. Rorschach
    d. TAT
                                a = 13 b = 3 c = 67 d = 18
                                                               r = .30
    Answer c
                 % correct 67
90. Which of the following tests has a respondent construct a story about a picture?
    a. MMPI-2
    b. CPI
    c. Rorschach
    d. TAT
                                  a = 3 b = 0 c = 14 d = 83
                  % correct 83
    Answer d
91. Which of the following is NOT one of the four basic types of tools used by psychologists to measure
    personality?
    a. personal interview
    b. objective tests
    c. projective tests
    d. aptitude tests
                  % correct 86 a = 0 b = 5 c = 9 d = 86 r = .21
    Answer d
92. The success of an interview depends largely on
    a. the care with which the questions are prepared
    b. luck
    c. the skill of the interviewer
    d. whether the subject likes being interviewed
               % correct 45
                                a = 28 b = 0 c = 45 d = 28 r = .28
    Answer c
93. To assess personality, behaviorists prefer .
    a. observation
    b. interviews
    c. objective tests
    d. projective tests
    Answer a % correct 73 a = 73 b = 14 c = 9 d = 5 r = .43
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94. The most widely used objective personality test is the
    a. MMPI-2
    b. EPQ
    c. 16PF
    d. TAT
                                a = 82 b = 5 c = 5 d = 9 r = .42
    Answer a
                 % correct 82
95. Explain why Psychodynamic theorists believe that objective tests are of little use because
    a. they are difficult to score
    b. people are not usually aware of the unconscious determinants of their behavior
    c. they are usually neither valid nor reliable
    d. it is difficult to agree on the meaning of test results
                % correct 50 a = 9 b = 50 c = 23 d = 18
    Answer b
                                                                r = .21
96. Which personality tests rely on the interpretation of inkblots to understand personality?
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- a. MMPI-2
- b. TAT
- c. 16PF

d = 86 d. Rorschach Answer d % correct 86 a = 0 b = 9 c = 5 d = 86 r = .53