

Personality Psychology

Sigmund Freud & Psychoanalysis

Unconscious	Hidden desires & fears; via <i>dream interpretation, free association, & parapraxes (Freudian slips)</i>
Libido	Psychic energy; life & death drives (<i>eros & thanatos</i>)
Id	Raw animal drives; <i>pleasure principle</i>
Ego	Integrate into society; <i>reality principle</i>
Superego	Strive for ideal / perfect
Psychosexual Stages	Focus of pleasure (<i>erogenous zone</i>), conflict: improper resolution → <i>fixation</i>
	Oral Stage; Anal Stage; Phallic Stage; Latency Period; Genital Stage
Oedipal Complex	Desire mother; kill father
Castration Anxiety	Fear father will discover & punish desires w/ castration
Penis Envy	Desire penis; blame mother
Identification	Learn to be like Dad or Mom; acquire gender roles
Anxiety	Conflict in personality
Defense Mechanisms	Unconscious strategies for resolving conflict & managing anxiety
	Repression, regression, reaction formation, rationalization, displacement, projection, sublimation, denial, etc.

Psychodynamic Theorists / Neo-Freudians

Alfred Adler	Social tensions, complexes
Karen Horney	<i>Womb envy</i> ; critique of Freud's <i>androcentrism</i>
Carl Gustav Jung	<i>Collective unconscious</i> : shared symbols, <i>archetypes</i>

Personality Assessment

Personality	Pattern of thinking, feeling, & behaving
Projective Techniques	Interpret ambiguous: <i>Rorschach Inkblot Test, Thematic Apperception Test</i>
Trait	Stable characteristic
Self-report	Questions about oneself
Forer Effect / Barnum Effect	Find personal meaning in vague feedback
Hans Eysenck Two-Dimension Model	<i>Extraversion & Stability</i> (later 3 - <i>Psychoticism</i>)
Minnesota Multiphasic Personality Inventory (MMPI)	Statements about the self; respond agree/disagree/not sure; compare samples (criterion keying)
Factor Analysis	Clusters of correlations suggest <i>factor</i>
Raymond Cattell	16PF Test; 16 <i>source traits</i>
Five Factor Model (The Big Five)	Openness, Conscientiousness, Extraversion, Agreeableness, Neuroticism
Behavioral Approach & Behavioral Inhibition Systems (BAS & BIS)	Reward-seeking (dopamine & left PFC) & Punishment/Anxiety reaction (serotonin, GABA, right PFC)
Person-Situation Controversy	Role of situation vs. traits in explaining behavior
Experience sampling	Method for collecting real-time data on actual behavior
Socio-Cognitive Perspective	Schema & personal constructs guide behavior
Myers-Briggs Type Indicator (MBTI)	Questionable validity, reliability, & applications

Humanistic Psychology

Abraham Maslow	Drive for <i>Self-actualization</i>
Carl Rogers	<i>Unconditional positive regard - fully-functioning</i>

Existential Psychology & The Self

Terror Management	How to cope with inevitability of death
Mortality Salience	Reminders of death influence behavior
Self-schema	Cognitions about the self
Self-concept	Sum of own views on how one thinks, feels, & behaves
Self-serving bias	Tendency to focus on own success & minimize failure
Dunning-Kruger Effect	Low-ability → over-value High-ability → under-value
Wobegon Effect / Illusory Superiority	Majority believe themselves to be above-average
Spotlight Effect	Feel evaluation by others
Locus of Control Julian Rotter	Internal (self); External (others/fate)
Reciprocal Determinism Albert Bandura	Interaction of traits, environment, & behavior
Self-Efficacy Albert Bandura	Feeling of competence & ability to achieve goals
Self-Perception Theory Daryl Bem	Views of self shaped by observing own behavior
Self-Esteem	+ or - evaluation; self-worth
Individualism vs. Collectivism	Cultural dimension; focus on individual achievement vs. group harmony