

Chapter 14 Personality Psychology II- Test

Matching

Select the letter of the term or phrase that matches each description. Some answers will not be used.

- | | |
|-----------------------|--------------------|
| a. acculturation | i. projection |
| b. introversion | j. regression |
| c. extroversion | k. rationalization |
| d. congruence | l. socialization |
| e. self-concept | m. individualism |
| f. self-actualization | n. collectivism |
| g. self-esteem | o. hierarchy |
| h. repression | |

- _____ 1. outward focus, tendency to be active and self-expressive
- _____ 2. stress-induced return to behavior characteristic of an earlier developmental stage
- _____ 3. view of oneself as an individual
- _____ 4. pushes anxiety-causing ideas into unconscious mind
- _____ 5. consistency between one's self-concept and one's experience
- _____ 6. inward focus, tendency to be imaginative
- _____ 7. uses self-deception to justify unacceptable behavior
- _____ 8. process by which people learn and adopt behaviors desirable in their particular culture
- _____ 9. seeing one's own faults in other people rather than in oneself
- _____ 10. process of adapting to a new or different culture

Select the letter of the name that matches each description. Some answers will not be used.

- | | |
|-------------------|-------------------|
| a. Carl Jung | i. Karen Horney |
| b. Hans Eysenck | j. Sigmund Freud |
| c. Gordon Allport | k. B. F. Skinner |
| d. Alfred Adler | l. Robert McCrae |
| e. Erik Erikson | m. Hippocrates |
| f. John Watson | n. Abraham Maslow |
| g. Carl Rogers | o. Anna Freud |
| h. Albert Bandura | |

- _____ 11. focused personality theory on introversion-extroversion and stability-instability
- _____ 12. known for the "Bobo doll" experiments; developed a social cognitive model
- _____ 13. believed that genuine and consistent love could temper the effects of even the most painful childhood
- _____ 14. humanistic psychologist who devised self theory
- _____ 15. humanist who focused on self-actualization and created a hierarchy of needs
- _____ 16. developed 8 stages of psychosocial development based on the theory that personality development is a life-long process
- _____ 17. believed that a person's behavior is a product of a particular combination of traits

Name: _____

ID: A

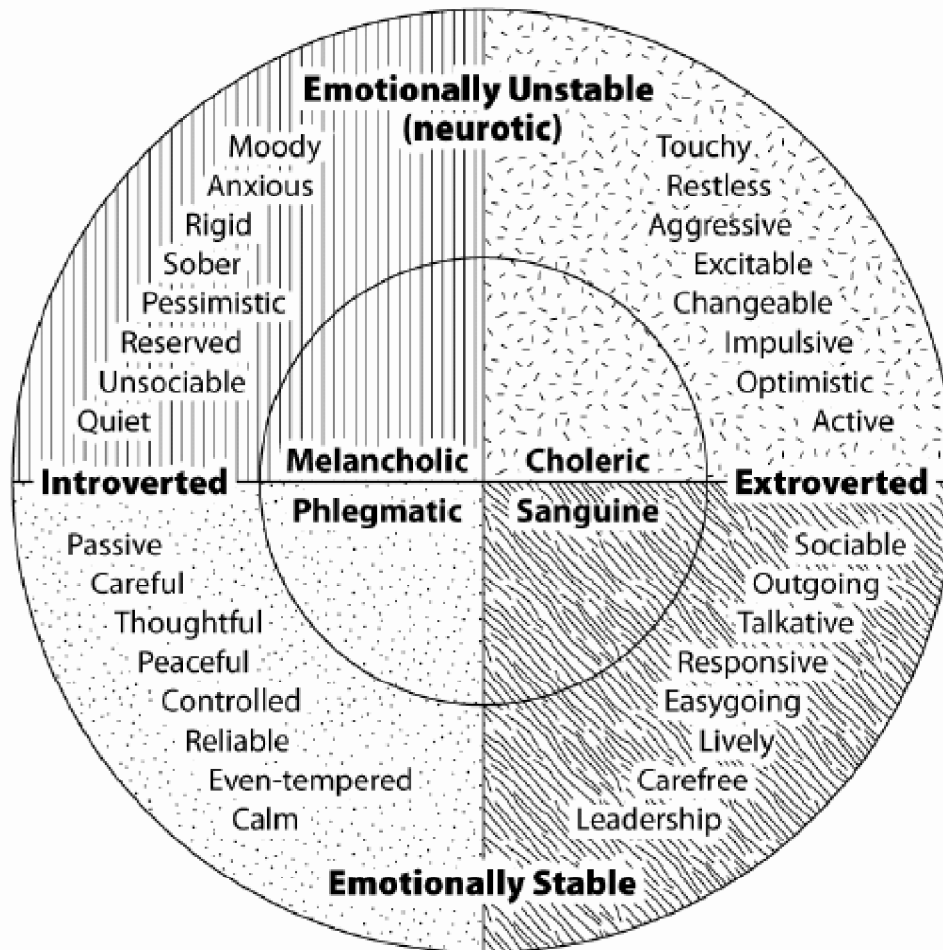
- _____ 18. helped develop the Five-Factor Model
- _____ 19. used psychoanalysis, dream analysis, and hypnosis to help patients explore their unconscious
- _____ 20. known for theory involving collective unconscious and archetypes

Multiple Choice

Identify the choice that best completes the statement or answers the question.

- _____ 21. What do humanistic theories fail to account for?
 - a. the importance of observation in developing personality
 - b. how our childhood experiences impact who we are today
 - c. the role of environment in shaping personality
 - d. how traits and personality types develop
- _____ 22. Hans Eysenck focused on the relationships between what two personality dimensions?
 - a. behavioral and moral
 - b. collective unconscious-individuation and inferiority complex-sibling rivalry
 - c. introversion-extroversion and emotional stability-instability
 - d. id-ego and superego-repression

Use the image below to answer questions 5 and 6.



Source: Eysenck, H.J. and Eysenck, M.W. *Personality and Individual Differences*. Plenum Publishing, 1958

- _____ 23. What personality trait does Eysenck place opposite someone who is aggressive, excitable and impulsive?
- | | |
|----------------|-------------|
| a. phlegmatic | c. choleric |
| b. melancholic | d. sanguine |
- _____ 24. How would Eysenck describe a melancholic personality type?
- | | |
|---------------------------|-----------------------------|
| a. introverted and stable | c. extroverted and unstable |
| b. extroverted and stable | d. introverted and unstable |
- _____ 25. According to Abraham Maslow, what separates humans from the lower animals?
- | |
|--|
| a. their ability to get in touch with their unconscious self |
| b. a larger brain capacity |
| c. their desire to learn, grow, and understand the world around them |
| d. they recognize their desire to achieve their full potential |

- _____ 31. According to Skinner, what forces shape people into wanting some things and not wanting others?
- a. unconscious thoughts
 - b. environmental influences
 - c. choice, freedom, self-direction
 - d. inborn traits
- _____ 32. What is a practical benefit of the work of trait theorists?
- a. People now understand the link between personality traits and biological factors.
 - b. Society can deal with potential authoritarians or dictators before they gain power.
 - c. People see the value of matching individuals to jobs on the basis of personality traits.
 - d. Psychologists are able to explain disorders and help people who experience them.
- _____ 33. According to studies by Albert Bandura, what happened to children who saw an adult being punished for aggressive behavior?
- a. They were less likely to copy the behavior.
 - b. They modeled the aggressive behavior.
 - c. The children paid no attention.
 - d. The children learned to be more devious.
- _____ 34. According to Carl Jung, what is the collective unconscious?
- a. the time at which most people are asleep
 - b. a personal store of exclusive human concepts
 - c. a store of shared human concepts
 - d. the relationship between mother and child
- _____ 35. B. F. Skinner emphasized the importance of what on behavior?
- a. rationalization
 - b. repression
 - c. reinforcement
 - d. regression
- _____ 36. What does the psychoanalytic approach to personality teach?
- a. Self-awareness is the very core of humanity.
 - b. Personality is largely learned behavior.
 - c. All people undergo inner struggles between drives and rules.
 - d. People are motivated by a need to overcome feelings of inferiority.
- _____ 37. Behaviorists emphasize the effects of what on behavior?
- a. experience
 - b. observation
 - c. the unconscious
 - d. biology
- _____ 38. What are the five basic personality factors in the Five-Factor Model?
- a. extroversion, agreeableness, introversion, conscientiousness, openness to experience
 - b. agreeableness, introversion, emotional stability-instability, openness to experience, extroversion
 - c. extroversion, agreeableness, conscientiousness, emotional stability-instability, openness to experience
 - d. introversion, conscientiousness, openness to experience, emotional stability-instability, agreeableness
- _____ 39. What did Erikson name his first stage?
- a. generativity vs. stagnation
 - b. intimacy vs. isolation
 - c. identity vs. role diffusion
 - d. trust vs. mistrust

- _____ 40. How did Erikson select names for his stages of psychological development?
- He named them for what he considered to be the most important personality traits.
 - The names were based on the archetype connected with each stage.
 - Each stage was named for the conflicts encountered during that stage.
 - He named them for the traits people might develop during each stage.
- _____ 41. What did Carl Rogers believe about people?
- People try to shape their personality, but unconscious forces work against them.
 - We are conscious architects of our own personalities.
 - People must learn how to desire growth and development of their potential.
 - We gain a sense of self by observing the development of those around us.
- _____ 42. What do the psychologists who helped develop the Five-Factor model believe about people's personalities?
- Personalities tend to mature.
 - Personalities are largely shaped by the environment.
 - Personality is shaped by inner struggles.
 - Personality is the mechanical result of reinforcement.
- _____ 43. According to humanistic psychology, what is the very core of what we as people are?
- creative self
 - self-awareness
 - self-efficacy
 - self
- _____ 44. What did Freud believe would likely develop in later life if a child did not resolve conflicts during the anal stage?
- hidden or unconscious emotions
 - excessive use of self-control
 - clinging interpersonal relationships
 - depression and anxiety
- _____ 45. Alfred Adler believed most people were motivated by a need to overcome what feeling?
- instability
 - inferiority
 - failure
 - guilt
- _____ 46. Sociocultural psychology focuses on the roles of what factors in forming personality?
- internal versus external
 - ethnicity and gender
 - childhood traumas
 - individuation versus collectivism
- _____ 47. What does humanistic theory say about freedom of choice?
- Personality traits are inborn and unchanging, so we have no choice in what we are.
 - People are free to choose but are responsible for their choices.
 - Humans have no choice due to unconscious inner struggles.
 - No one is really free because we are shaped into wanting what is good for society.
- _____ 48. What is personality?
- consciousness of self
 - pattern of feelings, motives, and behavior that set people apart from one another
 - part of a person that stands for reason and good sense
 - ideas and images of the accumulated experiences of all human beings

Name: _____

ID: A

- _____ 49. What are the four basic fluids, or humors, that Hippocrates believed were the basis of personality traits?
- a. phlegm, yellow bile, black bile, and water
 - b. yellow bile, black bile, blood, and phlegm
 - c. water, blood, bile, and phlegm
 - d. phlegm, bile, mucus, and water
- _____ 50. What did Erik Erikson think are the most important factors in personality development?
- a. genetics
 - b. political views
 - c. social relationships
 - d. religious beliefs

Chapter 14 Personality Psychology II- Test Answer Section

MATCHING

1. ANS: C PTS: 1 DIF: 2 REF: Page 394
 LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
 NOT: Rationale: Point out that extroversion was used in both Eysenck's personality dimensions and in the Five-Factor Model.
2. ANS: J PTS: 1 DIF: 2 REF: Page 398
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that this is one of the defense mechanisms identified by Freud.
3. ANS: E PTS: 1 DIF: 2 REF: Page 410
 LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
 NOT: Rationale: Point out that Carl Rogers placed great emphasis on the human ability to derive a self-concept.
4. ANS: H PTS: 1 DIF: 2 REF: Page 398
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that this is one of the defense mechanisms identified by Freud.
5. ANS: D PTS: 1 DIF: 2 REF: Page 411
 LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
 NOT: Rationale: Point out that Rogers believed congruence was the key to happiness and a healthy adjustment.
6. ANS: B PTS: 1 DIF: 2 REF: Page 394
 LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
 NOT: Rationale: Point out that introversion is one of the dimensions used by Eysenck.
7. ANS: K PTS: 1 DIF: 2 REF: Page 398
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that this is one of the defense mechanisms identified by Freud.
8. ANS: L PTS: 1 DIF: 2 REF: Page 406
 LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
 NOT: Rationale: Point out that Watson and Skinner believed that socialization prevented true freedom of choice.
9. ANS: I PTS: 1 DIF: 2 REF: Page 399
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that this is one of the defense mechanisms identified by Freud.
10. ANS: A PTS: 1 DIF: 2 REF: Page 413
 LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
 NOT: Rationale: Point out that sociocultural psychology sees a link between various forms of acculturation and high or low self-esteem.
11. ANS: B PTS: 1 DIF: 2 REF: Page 393
 LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
 NOT: Rationale: If students are having difficulty recalling the work of Eysenck, have them refer to the diagram on page 393.

12. ANS: H PTS: 1 DIF: 2 REF: Page 407
 LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
 NOT: Rationale: Point out that Bandura's theory presents a way to understand and predict human behavior.
13. ANS: I PTS: 1 DIF: 2 REF: Pages 401–402
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory
 NOT: Rationale: Point out that Horney agreed with Freud on the importance of childhood experiences in developing the adult personality.
14. ANS: G PTS: 1 DIF: 2 REF: Page 410
 LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
 NOT: Rationale: Point out that Rogers believed people shape their personalities through free choice and action.
15. ANS: N PTS: 1 DIF: 2 REF: Page 410
 LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
 NOT: Rationale: Point out that Maslow claimed that each need in the hierarchy had to be fulfilled before the next one could be addressed.
16. ANS: E PTS: 1 DIF: 2 REF: Page 402
 LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
 NOT: Rationale: If students are having difficulty recalling Erikson's developmental stages, have them refer to the chart on the top of pages 402–403.
17. ANS: C PTS: 1 DIF: 2 REF: Page 393
 LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
 NOT: Rationale: Point out that Gordon Allport was an early trait theorist.
18. ANS: L PTS: 1 DIF: 2 REF: Page 394
 LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
 NOT: Rationale: If students are having difficulty recalling the Five-Factor Model and the people involved in its development, have them reread the material on page 394.
19. ANS: J PTS: 1 DIF: 2 REF: Page 397
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that Freud originated the "inner conflict" approach to personality theory.
20. ANS: A PTS: 1 DIF: 2 REF: Pages 400–401
 LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
 NOT: Rationale: Point out that Jung's main archetypes were self, shadow, anima, and animus.

MULTIPLE CHOICE

21. ANS: D
 Point out that one of the criticisms of humanistic theories is that they have little to say about the development of traits and personality types and they do not predict the sorts of traits, abilities, and interests that people might develop.
- PTS: 1 DIF: 3 REF: Page 412
 LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.

22. ANS: C

If students are having trouble recalling the work of Hans Eysenck, have them reread the material on pages 393-394.

PTS: 1 DIF: 1 REF: Page 393

LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

23. ANS: A

Point out that Hans Eysenck focused on the relationships between introversion-extroversion and emotional stability-instability.

PTS: 1 DIF: 3 REF: Page 393

LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

24. ANS: D

Point out that Eysenck placed personality traits according to where those traits appear within the dimensions of introversion-extroversion and emotional stability-emotional instability.

PTS: 1 DIF: 3 REF: Pages 393–394

LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

25. ANS: D

Point out that this desire to reach full potential is the need to achieve self-actualization.

PTS: 1 DIF: 2 REF: Page 410

LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.

26. ANS: A

Point out that esteem needs include self-esteem, respect, social recognition, and accomplishment.

PTS: 1 DIF: 2 REF: Page 410

LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.

27. ANS: D

If students are having difficulty recalling the internal factors identified by social-learning theorists, have them review the material on page 408.

PTS: 1 DIF: 2 REF: Page 408

LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

28. ANS: C

Point out to students that the percentage of white girls and Hispanic girls who are happy with their appearance in high school is much lower than the percentage who are happy in elementary school. For African American girls, however, that percentages does not change nearly as much.

PTS: 1 DIF: 1 REF: Page 407

LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

29. ANS: C

Point out that Allport cataloged physical, behavioral, and moral traits.

PTS: 1 DIF: 2 REF: Page 393

LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

30. ANS: C
If students are having difficulty remembering the impact of social and cultural factors on self-esteem, have them reread the material on page 413.

PTS: 1 DIF: 3 REF: Page 413
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

31. ANS: B
Point out that Skinner believed no one is really free. We are shaped by society at an early age to want what is good for society.

PTS: 1 DIF: 2 REF: Page 406
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

32. ANS: C
Point out that the efforts of trait theorists to link personality traits to biological factors have not been successful.

PTS: 1 DIF: 3 REF: Page 395
LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

33. ANS: A
Point out that Bandura concluded that children learn what society deems acceptable behavior by watching and modeling others.

PTS: 1 DIF: 2 REF: Page 407
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

34. ANS: C
Have students consider the meaning of the term *collective* when thinking of an answer.

PTS: 1 DIF: 1 REF: Page 401
LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.

35. ANS: C
Have students review the section on behaviorism on page 406.

PTS: 1 DIF: 2 REF: Page 406
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

36. ANS: C
Point out that the “inner conflict” approach to personality theory owes its origin to Sigmund Freud.

PTS: 1 DIF: 2 REF: Page 397
LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.

37. ANS: A
Point out that behaviorists believe personality is learned behavior.

PTS: 1 DIF: 1 REF: Page 406
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

38. ANS: C
If students are having difficulty with the Five-Factor Model, have them review the Quick Facts on page 394.
- PTS: 1 DIF: 2 REF: Page 394
LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
39. ANS: D
Point out that Erikson's stages were trust vs. mistrust, autonomy vs. shame and doubt, initiative vs. guilt, industry vs. inferiority, identity vs. role diffusion, intimacy vs. isolation, generativity vs. stagnation, and integrity vs. despair.
- PTS: 1 DIF: 1 REF: Page 403
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
40. ANS: D
Point out that Erikson's stages were trust vs. mistrust, autonomy vs. shame and doubt, initiative vs. guilt, industry vs. inferiority, identity vs. role diffusion, intimacy vs. isolation, generativity vs. stagnation, and integrity vs. despair.
- PTS: 1 DIF: 2 REF: Page 402
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.
41. ANS: B
If students have trouble recalling the beliefs of Carl Rogers, have them reread the material on page 410.
- PTS: 1 DIF: 3 REF: Page 410
LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
42. ANS: A
Point out that researchers found that the five factors are related to people's basic temperaments, which are largely inborn.
- PTS: 1 DIF: 2 REF: Page 394
LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.
43. ANS: B
Point out that behaviorists argue that psychologists should not even attempt to study self-awareness.
- PTS: 1 DIF: 2 REF: Page 410
LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.
44. ANS: B
Point out that, according to Freud, conflict during the anal stage can lead to two sets of adult personality traits: anal-retentive and anal-expulsive.
- PTS: 1 DIF: 2 REF: Page 400
LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.
45. ANS: B
Point out that it was Adler who coined the term *inferiority complex*.
- PTS: 1 DIF: 2 REF: Page 401
LOC: PSYII.3.1 Describe components of psychoanalytic personality theory.

46. ANS: B
Point out that sociocultural theorists consider both family and environmental influences to be key factors in the development of children's personalities.

PTS: 1 DIF: 2 REF: Page 412
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.

47. ANS: B
Point out that Maslow's hierarchy of needs allows for an individual's freedom of choice.

PTS: 1 DIF: 2 REF: Page 410
LOC: PSYII.3.3 Describe the characteristics of humanistic personality theory.

48. ANS: B
Point out that when thinking of a person's personality, people usually think of the person's most striking characteristics.

PTS: 1 DIF: 1 REF: Page 393
LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

49. ANS: B
Point out that the personality traits associated with this theory were choleric, melancholic, sanguine, and phlegmatic.

PTS: 1 DIF: 1 REF: Page 393
LOC: PSYII.3.4 Describe the characteristics of trait-perspective personality theory.

50. ANS: C
If students are having difficulty remembering Erikson's views, have them review page 402.

PTS: 1 DIF: 1 REF: Page 402
LOC: PSYII.3.2 Describe the characteristics of learning personality theory.