

## vocabulary chapter 8

### Key vocabulary

abuse	exploit	perpetuate
autistic	frenzy	physiological
characterize	hallucination	prejudice
conformity	insane	psychosis
delusion	imbalance	retarded
deranged	link	schizophrenia
detachment	lose touch (with)	sensational
disorder	lunatic	stereotype
disturbance	manifest	suicide pact
dissociation	mood	syndrome
episode	multiple personality	unpredictability

## 9.1A

Model answers:

1 'personality	g traits	n + n
2 identical	e 'twins	adj + n
3 genetic	a 'inheritance	adj + n
4 'self	h actualization	n + n
5 'factor	b analysis	n + n
6 'trait	c theory	n + n
7 social	f 'cognition	adj + n
8 emotional	d 'stability	adj + n

## 9.1 B1 and 2

Model answers:

to <u>start</u> with	to begin talking about several points
<u>many/some</u> people think	to mention an idea
on <u>the</u> other hand	to introduce the second of two ideas
to <u>some</u> extent	to agree only partly with a point
on <u>the</u> one hand	to introduce the first of two ideas
<u>the</u> real question is	to focus on the most important point
on <u>the</u> grounds that	to give a reason for a point
in <u>a</u> case like this	to talk about a particular example
in <u>this/that</u> sort of situation	to talk about certain circumstances

## 9.1 C 1,2 and 3

Model answers:

- 1 1 humanism = Rogers
  - 2 trait theory = Eysenck
  - 3 self-actualization = Maslow
  - 4 situationism = Mischel
  - 5 self-efficacy = Bandura
- 2 Bandura, Rogers, Maslow, Mischel
- 3 Rogers: quote E  
Eysenck: quote C  
Maslow: quote B  
Mischel: quote D  
Bandura: quote A

9.1 C4

4

A	<i>When this happens</i>	<i>In this sort of situation we usually give the staff a generous pay increase.</i>
B	<i>Firstly,</i>	<i>To start with, wages are very low.</i>
C	<i>but</i>	<i>... on the other hand the dividend is still reasonably good.</i>
D	<i>They say</i>	<i>Many/Some people think that the quality of food is reasonably good here.</i>
D	<i>don't agree completely</i>	<i>I agree to some extent.</i>
E	<i>the important thing is</i>	<i>But the real question is whether our contract will continue.</i>
F	<i>because</i>	<i>You will need to pay us more corporation tax this year on the grounds that your profits have increased.</i>

9.1D

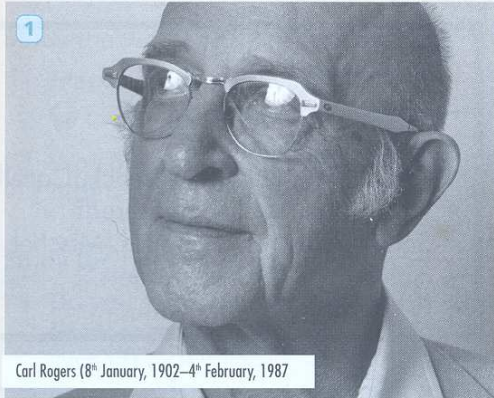
Model answers:

genetic	D	through the inheritance of a chromosome pattern which determines a characteristic
traits	G	personal qualities that make people unique, but which are also shared with others
twin studies	F	research that compares the responses of monozygotic (identical) or dizygotic (fraternal) siblings
self-efficacy	C	an individual's view of their ability to realistically achieve their aims
multivariate	B	the study of the interaction of several aspects of personality
microanalytical	A	the detailed analysis of specific elements of a personality
extroversion	H	the quality of being sociable and open to others
situationism	I	the theory that personality is not fixed, but determined by circumstances
idiographic	E	the approach to personality that focuses on individual characteristics

## 9.1 E

Model answers:

Base form	Other related forms	
actualize (v)	actualization (n, U)	actualized (v)
arouse (v)	arousal (n, U)	aroused (v)
conceptualize (v)	concept (n, C)	conceptual (adj)
consist (v)	consistency (n, C/U)	consistent (adj)
explain (v)	explanation (n, C)	explained (v)
inherit (v)	inheritance (n, C/U)	inherited (v)
resemble (v)	resemblance (n, U)	resembled (v)
specify (v)	specification (n, C/U)	specified (v)
typify (v)	type (n, C)	typified (v)



1 Carl Rogers (8<sup>th</sup> January, 1902–4<sup>th</sup> February, 1987)



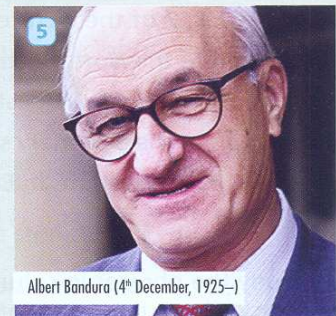
2 Hans Jürgen Eysenck (4<sup>th</sup> March, 1916–4<sup>th</sup> September, 1997)



3 Abraham Harold Maslow (1<sup>st</sup> April, 1908–8<sup>th</sup> June, 1970)



4 Walter Mischel (1930–)



5 Albert Bandura (4<sup>th</sup> December, 1925–)

- A 'It is important for individuals to have control over their personal circumstances. *When this happens* they function more effectively.'
- B 'All human beings have a hierarchy of needs. *Firstly*, we must fulfil our physiological need for food and water.'
- C '*They say* the personality is comprised of thousands of traits. I *don't agree completely*. I think there are only two main traits: introversion and extroversion.'

- D 'Researchers claim that people's behaviour is consistent with their personality traits. But I think *the important thing* is how each situation influences their actions.'
- E 'We are the only experts on ourselves. This is *because* the way each of us perceives the world is unique.'

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**Definitions**

<ul style="list-style-type: none"> <li>A the detailed analysis of specific elements of a personality</li> <li>B the study of the interaction of several aspects of personality</li> <li>C an individual's view of their ability to realistically achieve their aims</li> <li>D through the inheritance of a chromosome pattern which determines a characteristic</li> </ul>	<ul style="list-style-type: none"> <li>E the approach to personality that focuses on individual characteristics</li> <li>F research that compares the responses of monozygotic (identical) or dizygotic (fraternal) siblings</li> <li>G personal qualities that make people unique, but which are also shared with others</li> <li>H the quality of being sociable and open to others</li> <li>I the theory that personality is not fixed, but determined by circumstances</li> </ul>
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## 9.2 B

<p><b>Review</b></p> <p>Personality theories are ...?          Traits are ...?</p> <p>Allport's approach...?          Eysenck/Cattell's approach...?          Factor analysis is ...?          Number of traits is ...?</p> <p>Personality measured by ...?          Practical because ...?          Used for ...?          Other methods ...?</p>	<p><b>Notes</b></p> <p>Trait theory, social cognition, humanism – differences/genes and culture          A trait is a <i>pattern</i> of behaviour consistent = people have a <i>tendency</i> to act in a certain way, e.g., <i>optimism</i></p> <ul style="list-style-type: none"> <li>• Allport → uniqueness = <i>idiographic</i> approach.</li> <li>• Eysenck &amp; Cattell → nomothetic approach = common traits             <ul style="list-style-type: none"> <li>◦ Factor analysis is a statistical method for identifying patterns.</li> <li>◦ Cattell = multivariate method ∴ personality is complex.</li> </ul> </li> </ul> <p>Eysenck: 2 = <i>extroversion</i> &amp; <i>introversion</i>          Cattell = 16          Big Five: extroversion/neuroticism/<i>agreeableness</i> /conscientiousness/openness to <i>experience</i></p> <ul style="list-style-type: none"> <li>• Questionnaires</li> <li>• practical for companies ∴ can <i>classify</i> people and <i>predict</i> their behaviour</li> <li>• job applications, career advice, <i>aptitude</i> tests</li> </ul> <p>1. past behaviour, 2. direct <i>observation</i></p>
<p><b>Summary</b></p> <p>Trait theory assumes a limited number of consistent patterns of behaviour. Through factor analysis, Eysenck found two main traits, Cattell, sixteen. The Big Five are: extroversion, neuroticism, agreeableness, conscientiousness, openness to experience. In staff selection, personality is measured by psychometric tests, reports of past behaviour and direct observation.</p>	

## 9.2 C

<p><b>Review</b></p> <p>Social cognitivism is ...?</p> <p>Main theorists are ...?          Bandura's theory ...?</p> <p>Mischel's theory ...?</p> <p>Humanist approach is ...?</p>	<p><b>Notes</b></p> <p>Social cognitive → dynamic interaction / individual + environment</p> <ul style="list-style-type: none"> <li>• conflicts with trait theory ∴ personality changes with situation</li> <li>• Bandura &amp; Mischel</li> <li>• Bandura: self efficacy = observe exper. → expectations → agents control circum. ∴ personality = result of experience</li> <li>• Microanalytical res. tech.</li> <li>• High self-efficacy → success + better health</li> <li>• situationism = no consistent behvr. across sits. ∴ personality = effect of sits.</li> <li>• recently: interactionist = traits ↔ situation = personality = closer to humanist</li> <li>• individual has unique self-concept</li> <li>• Maslow = hierarchy of needs</li> <li>• Rogers = personality = process → self-actualization = full potential</li> </ul>
<p><b>Summary</b></p> <p>Trait theory measures personality objectively, and argues that personality dimensions are fixed. Social cognitivism differs from trait theory because it assumes that personality is dynamic and can be defined from subjective observation. Humanist approaches emphasize individuality and uniqueness.</p>	

9-2 D

	Fixed phrase	Type of information that follows	Actual words/information
1	As we shall see ...	information about a point the speaker will make later	when we discuss the main differences between their approaches.
2	It could be argued that ...	an idea the speaker may not agree with	two dimensions ... extroversion and introversion ... are enough to create a framework for classifying personalities.
3	It's true to say that ...	a statement the speaker agrees with	in spite of Cattell's research, the more recent <i>five factor model</i> has become the most widely accepted.
4	In terms of ...	an aspect of a topic the speaker wants to focus on	practicality ...
5	From the point of view of ...	an aspect of a topic the speaker wants to focus on	staff selection ...
6	Increasingly, we find ...	a developing trend	them being used in job applications, career advice, aptitude assessments and social networking sites.
7	Research has shown that ...	a statement the speaker agrees with	people with a developed sense of self-efficacy, ... actually do perform more successfully and even have better relationships and health.
8	So it should be clear that ...	a conclusion	there are two main differences between trait theory and social cognitive and humanist approaches.

9.3 A

**Answers**

Model answers:

1/3 (odd one out in italics)

- 1 be'haviour, cog'nition, con'sistent '*tendency* (stress is on first syllable), u'niqueness
- 2 obser'vation, self-re'porting, two-di'mensional, perso'nality, '*trait theory* (stress on first word)
- 3 extro'version, nomo'thetic, psycho'metric, '*cognitivist* (stress is on first syllable)
- 4 'actually, 'generally, 'usually, en'tirely (stress is on second syllable), 'neatly

9.2B

**Answers**

Model answers:

- Now, where was I? D (end)
- It's the first of these points that I'm going to focus on now ... R
- By the way, ... D (start)
- So to get back to the main topic ... D (end)
- I have a little story to tell you ... D (start)
- If we move on now to ... R
- You don't need to take notes on this ... D (start)
- The point of that story is ... D (end)
- If we turn now to ... R
- When we look at factor analysis, we'll find ... R

9.3C

**Answers**

Possible answers:

- 1 See notes below.
- 2 The Cornell note-taking system.
- 3 It's important to know how to take good notes.
- 4 To find out about the effect of environment on the development of personality.
- 5/6 See notes below. Note: The summary here is concerned with the section on social cognition, humanism only – not the lecturer's overall summary of the four theories and means of measuring personality.

<p><b>Review</b></p> <p>Personality depend. on brain structure ...? (give example)</p> <p>Is personality inherited ...? In favour ...?</p> <p>Objections to research methods ...</p> <p>Recent research in favour ...?</p>	<p><b>Notes</b></p> <p>historical view BUT not scientific e.g., Gage: frontal lobe damage → change from serious to irresponsible ∴ brain damage → change in personality ∴ behaviour depends on parts of brain</p> <ul style="list-style-type: none"> <li>• research method = twin studies → identical/fraternal</li> <li>• Big Five traits inherited e.g., Borkenau, 2001 → correl. for behav. of ident. twins = 40–60% BUT frat. twins only 20–30% ∴ genetic link</li> <li>• Weakness in twin studies research method:             <ol style="list-style-type: none"> <li>1. self- or peer-reporting → bias</li> </ol> </li> <li>• Borkenau: better ∴ detached observers             <ol style="list-style-type: none"> <li>2. upbringing → affects personality</li> </ol> </li> <li>• support for Eysenck (introvert/extrovert)             <ul style="list-style-type: none"> <li>o Schwartz 2003: introverts/extroverts response to familiar/unfamiliar faces</li> <li>o brain activity measured by fMRI</li> <li>o result = introverts. more sensitive to unfamiliar than extroverts.</li> </ul> </li> </ul>
<p><b>Summary</b></p> <p>There is evidence that personality is affected by physiology. Genetic inheritance is supported by twin studies BUT research method questionable. New research methods (fMRI) indicate relationship between introversion/extroversion and behaviour.</p>	



### 9.3D

#### Answers

Model answers:

	Extract 1	Extract 2	Extract 3	Extract 4
Name of writer	Pervin	Gleitman	Walter Pauk	Gleitman Pervin
Title and date of source	<i>Personality: theory and research</i> 9 <sup>th</sup> edition 2005	<i>Psychology</i> 6 <sup>th</sup> edition 2003	<i>How to Study in College</i> 9 <sup>th</sup> edition 2007	as in 2 as in 1
Location	in the library	core text	university library	as in 2 as in 1
Type of reference	indirect quotation/paraphrase	indirect quotation/paraphrase	name of book	indirect quotation reference
Relevant to ...?	parts of brain & behaviour	Big Five traits and twin studies	Cornell note-taking	support for Eysenck's model
Introducing phrase	You can find a full account in ...	In your core text [...] Gleitman reports Borkenau's study ...	I suggest you look at ...	... you can find this in Gleitman again. ... is described in Pervin.

### 9.4A

#### Answers

Model answers:

Ooo	leadership, eloquence, pragmatic
oOo	charisma, assertive, consensus
Oooo	oratory, obedience
ooO	predispose

### 9.4B

#### Answers

Possible answers:

Do's	Don'ts
prepare the topic beforehand	
ask politely for information	demand information from other students
try to use correct language	
speak clearly	mumble, whisper or shout
say when you agree with someone	get angry if someone disagrees with you
link correctly with previous speakers	
build on points made by other speakers	
make a contribution, even if you are not sure if it is new or relevant	stay silent, waiting for 'the perfect moment'
be constructive	be negative
give specific examples to help explain a point	be vague
listen carefully to what others say	start a side conversation
allow others to speak	dominate the discussion
paraphrase to check understanding	
use clear visuals	

9.4C

	✓/✗	Reasons	Possible additional information
Extract 1	✓	speaks clearly explains the point clearly answers correctly uses good fixed phrases	Any of these: Research into: 1 twin studies into effects of parenting 2 situationism – Mischel extreme example of how personality is influenced by circumstances 3 cultural influences on social behaviour
Extract 2	✗	doesn't speak clearly doesn't answer the question is talking about astrological signs not environment poor use of visuals	
Extract 3	✗	speaks clearly, but doesn't answer the question the points are not relevant to the question – is talking about twin studies and inherited traits	
Extract 4	✓	speaks clearly explains the point clearly answers correctly uses good fixed phrases has prepared well has a good visual	Research into: 1 biological origins of traits 2 interaction between individual traits and environmental factors 3 degree of influence of environment on personality