

TEST BANK



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Invitation
to
Psychology
mysychlab edition



FOURTH EDITION

CHAPTER 2: Theories of Personality

Quick Quiz 1:

- _____ is defined as a distinctive and relatively stable pattern of behavior, thoughts, motives, and emotions that characterizes an individual throughout life.
 - A trait
 - Personality
 - Temperament
 - The ego
- According to Freud, which component of personality is present at birth and is the reservoir of unconscious psychological energy?
 - The id
 - The ego
 - The libido
 - The superego
- Mark is angry when the teacher blames him for misbehaving, when it actually is the child behind him who has been acting up. As he leaves after school, he shoves another boy who gets in his way. Freud would say that Mark is unconsciously using the defense mechanism of _____.
 - displacement
 - repression
 - projection
 - denial
- According to Freud, the psychosexual stage that occurs during the first year of life is called the _____ stage.
 - latency
 - oral
 - anal
 - phallic
- According to Gordon Allport's theory of personality, _____.
 - personality has a few central traits and a greater number of secondary traits
 - personality is the sum total of the ways we cope with the struggle to find meaning in existence.
 - whether or not a person received unconditional positive regard throughout childhood determines whether a healthy personality structure will be achieved
 - the development of personality is a gradual progression toward self-actualization
- Researchers currently measure genetic contributions to personality in all of the following ways **EXCEPT** by _____.
 - studying personality traits in other species
 - studying the temperaments of human infants and children
 - doing heritability studies of twins and adopted individuals
 - studying the actual genes underlying temperament
- Innate physiological dispositions to respond to the environment in certain ways that are present in infancy are called _____.
 - personalities
 - aptitudes
 - temperaments
 - traits
- Which of the following theories of personality would be most likely to emphasize the freedom of individuals to choose to act in particular ways?
 - Humanist
 - Behaviorist
 - Psychodynamic
 - Collectivist
- For Carl Rogers, our personalities reflect _____.
 - a few central traits and a greater number of secondary traits
 - the ways we cope with the struggle to find meaning in existence
 - whether or not a person received unconditional positive regard throughout childhood
 - a gradual progression toward self-actualization
- Which of the following is **NOT** a factor that might cause personality differences in non-twin siblings?
 - Differing genes
 - Chance unpredictable events
 - Their parents' style of child rearing
 - Differing peer groups

CHAPTER 2: Theories of Personality

Quick Quiz 2:

1. In psychoanalysis, the part of the personality that represents reason and good sense and responds to reality is called the _____.
 - a. libido
 - b. ego
 - c. superego
 - d. id
2. _____ occurs when people refuse to admit to an event, feeling, or memory that causes them anxiety or distress.
 - a. Projection
 - b. Sublimation
 - c. Displacement
 - d. Denial
3. According to Freud, the psychosexual stage that occurs during the grade school years until puberty is called the _____ stage.
 - a. latency
 - b. oral
 - c. anal
 - d. phallic
4. _____ was a major trait theorist who recognized that not all traits have equal weight and significance in people's lives; rather, some traits occupy a more central position.
 - a. Abraham Maslow
 - b. John B. Watson
 - c. Gordon Allport
 - d. Karen Horney
5. Which of the following is **NOT** one of the Big Five personality traits?
 - a. Agreeableness
 - b. Openness to experience
 - c. Neuroticism
 - d. Psychopathy
6. _____ is an estimate of the proportion of the total variance in some trait among individuals within a group that is attributable to genetic differences.
 - a. Reciprocal determinism
 - b. Heritability
 - c. Factor analysis
 - d. Congruence
7. By the end of the twentieth century, biological research was demonstrating that about half of the variation in personality traits was due to _____.
 - a. psychological factors
 - b. brain differences
 - c. genetic variation
 - d. cultural factors
8. _____ is defined as a two-way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits.
 - a. Social-cognitive interaction
 - b. Nature-nurture theory
 - c. Parallel interaction
 - d. Reciprocal determinism
9. Members of individualist cultures _____.
 - a. give priority to personal goals
 - b. value obligation and security
 - c. place responsibilities to the group above personal goals
 - d. tend to explain behaviors through group norms
10. David is struggling with the concept of free will and the way in which it confers on us responsibility for our actions. These concerns are emphasized in the personality theory of _____.
 - a. Carl Rogers
 - b. Abraham Maslow
 - c. Melanie Klein
 - d. Rollo May

CHAPTER 2: Theories of Personality

QUIZ #1: Answer Key

1. b Explanation: This is the definition of personality given in the text. (Page 42, Factual)
2. a Explanation: According to Freud, the id is present at birth. It contains a reservoir of energy, the libido, and tries to satisfy the basic innate aggressive and sexual drives of an individual. (Page 43, Factual)
3. a Explanation: This is an example of displacement. Mark is directing his anger against someone other than the real object of his anger, the teacher. (Page 44, Applied)
4. b Explanation: The oral stage occurs during the first year of life. (Page 44, Factual)
5. a Explanation: Allport is a trait theorist. He argued that everyone has a small number of central traits and a larger number of secondary traits. (Page 50, Factual)
6. d Explanation: Psychological researchers do not study the actual genes that underlie personality traits or temperament. (Page 52, Conceptual)
7. c Explanation: This is a definition of temperament; for example, a tendency to be highly reactive to the environment or very nonreactive. (Page 54, Factual)
8. a Explanation: Humanist theories emphasize positive characteristics of people, such as striving for self-actualization and free will. (Page 66, Conceptual)
9. c Explanation: Rogers thought that unconditional positive regard was necessary for healthy development of an individual. (Page 66, Factual)
10. c Explanation: Parenting style has little to do with shaping a child's personality. (Page 60, Conceptual)

CHAPTER 2: Theories of Personality
QUIZ #2: Answer Key

1. b Explanation: For Freud, the ego developed in response to the demands of reality and operated as the voice of reason. (Page 43, Factual)
2. d Explanation: This is a definition of the defense mechanism of denial which is used to reduce anxiety and distress. (Page 44, Factual)
3. a Explanation: When the Oedipus complex is resolved at age 5 or 6, the personality is essentially formed and the child enters a nonsexual latency period until puberty. (Page 45, Factual)
4. c Explanation: Allport is a trait theorist who argued that everyone has a small number of central traits and a larger number of secondary traits. (Page 50, Factual)
5. d Explanation: The official Big Five do not include psychopathy, though many clinical psychologists feel that it is an important trait that should be included in any list of key traits. (Page 51, Factual)
6. b Explanation: This is the definition of heritability. (Page 55, Factual)
7. c Explanation: Important research was being done that demonstrated the importance of genetic factors on personality. (Page 56, Factual)
8. d Explanation: This is a definition of reciprocal determinism. (Page 59, Factual)
9. a Explanation: Individualist cultures differ from collectivist cultures in that the individual and his or her goals are valued more than the goals and priorities of the group. (Page 62, Conceptual)
10. d Explanation: Rollo May emphasized free will and the responsibility resulting from it as well as the meaning of life in his views of personality. (Page 66, Applied)

Multiple Choice Questions

Section: Chapter Introduction

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: A

Explanation: Personality is a distinctive and relatively stable pattern of behavior, thoughts, motives, and emotions that characterizes an individual.

1. _____ is a distinctive and relatively stable pattern of behavior, thoughts, motives, and emotions that characterizes an individual.
 - a. Personality
 - b. A trait
 - c. Temperament
 - d. Character

Section: Chapter Introduction

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: B

Explanation: A trait is a characteristic of an individual describing a habitual way of behaving, thinking, or feeling.

2. A(n) _____ is a characteristic of an individual describing a habitual way of behaving, thinking, or feeling.
 - a. personality
 - b. trait
 - c. defense mechanism
 - d. archetype

Section: Chapter Introduction

Page(s): 42

Type: Applied

Difficulty: Moderate

Answer: B

Explanation: Traits are habitual ways of behaving, thinking, and feeling.

3. After twelve years of attending the same schools, Holly and Amy chose to attend colleges in different states. Holly remembers Amy as a shy but friendly girl who rarely took risks, and so Holly is surprised when her friend sends an e-mail describing the thrill of sky-diving. Holly's surprise occurs because Amy's behavior doesn't match the _____ that Holly observed in high school.
 - a. internal locus of control
 - b. traits
 - c. external locus of control
 - d. defense mechanisms

Section: Chapter Introduction

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: A

Explanation: A distinctive pattern of behavior, thoughts, motives, and emotions that characterizes a person over time is referred to as personality, whereas habitual ways of behaving, thinking, and feeling are considered traits.

4. A distinctive pattern of behavior, thoughts, motives, and emotions that characterizes a person over time is referred to as _____ whereas specific characteristics related to habitual ways of behaving, thinking, and feeling are considered _____.
 - a. personality; traits
 - b. personality; habits
 - c. character; personality
 - d. temperament; personality

Section: Chapter Introduction

Page(s): 42

Type: Factual

Difficulty: Moderate

Answer: A

Explanation: Psychoanalytic theory was the dominant personality theory for much of the twentieth century.

5. Which school of thought was the dominant personality theory for much of the twentieth century?
 - a. Psychoanalytic theory
 - b. Object relations theory
 - c. Learning theory
 - d. Social learning theory

Learning Objective 2.1:

What are the three elements that make up the structure of personality, according to Freud?

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: B

Explanation: A theory of personality and a method of psychotherapy that emphasizes unconscious conflicts and motives are called psychoanalysis.

6. A theory of personality and a method of psychotherapy that emphasizes unconscious conflicts and motives is called _____.
 - a. social-cognitive learning theory
 - b. psychoanalysis
 - c. humanist theory
 - d. trait theory

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: A

Explanation: The first theory of psychodynamic personality was developed by Sigmund Freud.

7. The first theory of psychodynamic personality was developed by _____.
 - a. Sigmund Freud.
 - b. John Watson.
 - c. Abraham Maslow.
 - d. Carl Jung

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Conceptual

Difficulty: Moderate

Answer: C

Explanation: Psychodynamic theory explains behavior and personality in terms of unconscious dynamics within the individual.

8. Freud's theory is called **psychodynamic** because it emphasizes the _____.
 - a. dynamic interaction between consequences in the environment and the psyche's interpretation of those consequences
 - b. importance of family dynamics throughout the lifespan in the development of a healthy personality
 - c. movement of psychological energy within the person, in the form of attachments, conflicts, and motivations
 - d. existential conflicts that lead a person to seek the meaning of life and to explore his or her personal motivations

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Factual

Difficulty: Easy

Answer: B

Explanation: Theories that explain behavior and personality in terms of unconscious processes within the individual are called psychodynamic theories.

9. Theories that explain behavior and personality in terms of unconscious processes within the individual are called _____.
- social-cognitive learning theory
 - psychodynamic theories
 - humanist theory
 - trait theory

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Conceptual

Difficulty: Moderate

Answer: D

Explanation: The psychodynamic school of thought focuses on how personality and ongoing problems are formed primarily by experiences in early childhood.

10. Theorists within the psychodynamic tradition would agree that _____.
- humans are rational decision makers
 - personality development is smooth and continuous
 - psychologists need to rely on objective rather than subjective methods
 - adult personality problems usually stem from early childhood experiences

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Applied

Difficulty: Moderate

Answer: C

Explanation: Psychodynamic theorists emphasize the role of the unconscious and the importance of childhood experiences, especially those in the first five years of life.

11. Jason is 46-years-old when he goes to see a therapist to help him with a problem regarding his relationship with a woman he is dating. The therapist spends a lot of time asking Jason what he can remember about the first five years of his life. The therapist Jason has chosen is most likely trained in _____.
- child psychology
 - self-actualization theory
 - psychodynamic theory
 - child-abuse after-effects

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Conceptual

Difficulty: Difficult

Answer: B

Explanation: Psychodynamic theorists focus on unconscious processes, not conscious ones.

12. Psychodynamic theories share all of the following general elements **EXCEPT** _____.
- an emphasis on unconscious processes going on within the mind.
 - an emphasis on conscious processes going on within the mind.
 - a belief that adult personality and ongoing problems are formed primarily in early childhood.
 - early childhood experiences produce unconscious thoughts and feelings that later form characteristic habits and conflicts

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Easy

Answer: D

Explanation: In psychoanalytic theory, the part of the personality containing inherited psychic energy is called the id.

13. According to psychoanalytic theory, the part of the personality containing inherited psychic energy, particularly sexual and aggressive instincts, is called the _____.
- libido
 - ego
 - superego
 - id

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Applied

Difficulty: Moderate

Answer: D

Explanation: In psychoanalytic theory, the id is a storehouse of instincts, including aggressive impulses. Jessie's rage would tap into those unconscious id impulses.

14. Jessie becomes furious when her favorite hockey player is intentionally hurt by an opponent. According to Freud's model of the mind, her "id" would unconsciously tell her, _____
- "Thou shalt not kill."
 - "I'm going to tear this program in half!"
 - "What, me angry? I never get angry."
 - "I'm so angry I could kill that player!"

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Easy

Answer: A

Explanation: In psychoanalysis, the psychic energy that fuels sexuality and life instincts is called the libido.

15. In psychoanalytic theory, the psychic energy that fuels sexuality and life instincts is called the _____.
- libido
 - ego
 - superego
 - id

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Conceptual

Difficulty: Difficult

Answer: C

Explanation: The ego represents "reason and good sense" and is more conscious than the id or superego.

16. If we describe personality as an iceberg, with most of it hidden deep below the water, which part of the personality would represent the ice showing above the water, according to Freud?
- defense mechanism
 - id
 - ego
 - libido

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Difficult

Answer: C

Explanation: The aspect of personality that is partly conscious but mostly unconscious is the ego.

17. The aspect of personality that is partly conscious but mostly unconscious is the _____.
- id
 - reaction formation
 - superego
 - libido

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Easy

Answer: B

Explanation: In psychoanalysis, the part of the personality that represents reason, good sense, and rational self-control is called the ego.

18. In psychoanalysis, the part of the personality that represents reason, good sense, and rational self-control is called the _____.
- libido
 - ego
 - superego
 - id

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Easy

Answer: C

Explanation: In psychoanalysis, the part of the personality that represents conscience, morality, and social standards is called the superego.

19. In psychoanalysis, the part of the personality that represents conscience, morality, and social standards is called the _____.
- libido
 - ego
 - superego
 - id

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Applied

Difficulty: Moderate

Answer: D

Explanation: The super ego represents morality and parental authority.

20. Davey is a person who strives to be a perfectionist. When he does not meet his self-imposed goals, he is likely to feel guilt and shame. A Freudian would probably say that Davey's personality is dominated by his _____.
- libido
 - id
 - ego
 - superego

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Factual

Difficulty: Easy

Answer: B

Explanation: According to Freud, personality systems develop in this order: id, ego, and superego.

21. Which one of the following components of personality did Freud say is the last to develop in an individual?
- ego
 - superego
 - id
 - archetype

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Applied

Difficulty: Difficult

Answer: A

Explanation: A well-developed superego would mean Lou had feelings of guilt and shame about breaking the rules.

22. Lou has very little regard for other people's feelings or property when he steals from them. A Freudian is likely to consider which part of Lou's personality to be undeveloped?
- superego
 - id
 - mandala
 - Oedipus complex

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Conceptual

Difficulty: Easy

Answer: D

Explanation: The three components of personality according to Freud are the id, ego, and superego. Libido is the psychic energy that fuels the life or sexual instincts of the id.

23. Which one of these terms is **NOT** part of the structure of personality, according to Freud?
- ego
 - b. id
 - c. superego
 - d. libido

Section: Psychodynamic Theories of Personality

Page(s): 39

Type: Conceptual

Difficulty: Easy

Answer: B

Explanation: According to Freud, the id develops first, then the ego, and last the superego.

24. According to Freud, the personality components develop in what order?
- libido; superego; ego
 - id; ego; superego
 - ego; id; superego
 - superego; libido; ego

Learning Objective 2.2:	What are six common defense mechanisms in psychodynamic theory?
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Section: Psychodynamic Theories of Personality **Page(s): 43**
Type: Applied **Difficulty: Moderate** **Answer: C**
Explanation: Repression occurs when a threatening idea, memory, or emotion is blocked from consciousness.

25. During a grade-school field trip, Ryan and his friends were running down a hill when he fell and tore his pants apart. The others teased him loudly about seeing his underwear. Months later, when someone mentions the incident, Ryan cannot remember falling down the hill that day. Freud might say that this memory lapse is an example of _____.
- sublimation
 - displacement
 - repression
 - reaction formation

Section: Psychodynamic Theories of Personality **Page(s): 43**
Type: Factual **Difficulty: Easy** **Answer: B**
Explanation: A defense mechanism is a strategy that denies or distorts reality, but protects us from conflict and anxiety.

26. A _____ is a strategy that denies or distorts reality, but protects us from conflict and anxiety.
- libido
 - defense mechanism
 - psychological dynamic
 - trait

Section: Psychodynamic Theories of Personality **Page(s): 44**
Type: Applied **Difficulty: Easy** **Answer: A**
Explanation: Displacement occurs when people direct their emotions toward things, animals or other people that are not the object of their feelings.

27. Ben is angry when the school bus driver blames him for misbehaving when it actually was the child behind him who has been acting up. As he gets off the bus, he kicks the bus tire. Freud would say that Ben is unconsciously using the defense mechanism of _____.
- displacement
 - repression
 - projection
 - denial

Section: Psychodynamic Theories of Personality **Page(s): 44**
Type: Applied **Difficulty: Easy** **Answer: A**
Explanation: Denial occurs when people refuse to admit that something unpleasant is happening.

28. Diego hears from the doctor that he has a serious disease. Diego's response is "This can't be true! There's been a mistake. It cannot be me." What Freudian defense mechanism is Diego using?
- denial
 - projection
 - repression
 - reaction formation

Section: Psychodynamic Theories of Personality

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Type: Factual

Difficulty: Moderate

Answer: B

Explanation: Regression occurs when a person reverts to a previous phase of psychological development.

29. The Freudian defense mechanism that involves responding to a feeling or event by going back to a previous phase of psychological development is called _____.
- projection
 - regression
 - displacement
 - repression

Section: Psychodynamic Theories of Personality

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Type: Factual

Difficulty: Moderate

Answer: A

Explanation: Projection occurs when a person's own unacceptable or threatening feelings are repressed and attributed to someone else.

30. The Freudian defense mechanism of hiding or ignoring one's own feelings and attributing them to someone else is called _____.
- projection
 - denial
 - regression
 - reaction formation

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Applied

Difficulty: Easy

Answer: D

Explanation: Denial occurs when people refuse to admit something unpleasant. In this example, the students are refusing to acknowledge that they too could potentially die in a car accident.

31. The students at a local high school were stunned when an alcohol-impaired driver missed a turn and killed one of their classmates. Many responded in ways that indicated that they believed they were invulnerable to this kind of tragedy. Some even stated "This couldn't happen to me." The school crisis counselor concluded that the students' responses illustrate _____.
- reaction formation
 - projection
 - displacement
 - denial

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Applied

Difficulty: Moderate

Answer: A

Explanation: When redirection of psychic energy serves a higher cultural or socially useful purpose, as in the creation of art or inventions, it is called sublimation. In this example, sexual energy has been channeled into art.

32. Making a vow of celibacy was difficult for Andrew when he became a priest, but he remained true to his vow. On his 25th anniversary, the congregation held a reception and displayed several pieces of liturgical art that Andrew had created over the past two decades. According to Freud, Andrew's artistic creations might be the result of _____.
- sublimation
 - reaction formation
 - denial
 - projection

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Difficulty: Easy

Answer: D

Explanation: When displacement serves a higher cultural or socially useful purpose, it is called sublimation.

33. When displacement serves a higher cultural or socially useful purpose, it is called _____.
- reaction formation
 - denial
 - projection
 - sublimation

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Applied

Difficulty: Moderate

Answer: A

Explanation: Reaction formation occurs when a feeling that produces unconscious anxiety is transformed into its opposite in consciousness.

34. Alyssa has an unconscious fear of animals but she declares that she loves her after-school job at the pet store because the animals are so cute. This would illustrate the psychoanalytic defense mechanism of _____.
- reaction formation
 - denial
 - projection
 - sublimation

Learning Objective 2.3:	What are the five stages of psychosexual development, according to Freud?
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Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Difficulty: Easy

Answer: B

Explanation: The oral stage occurs during the first year of life.

35. According to Freud, personality develops through a series of psychosexual stages. The stage that occurs during the first year of life is called the _____ stage.
- latency
 - oral
 - anal
 - phallic

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Difficulty: Moderate

Answer: C

Explanation: The anal stage occurs in the toddler years when toilet training and control of bodily wastes are the key issues.

36. According to Freud, personality develops through a series of psychosexual stages. The stage that occurs during the toddler years (2-3 years) is called the _____ stage.
- latency
 - oral
 - anal
 - phallic

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Difficulty: Easy

Answer: D

Explanation: According to Freud, the phallic stage lasts roughly from age 3 to age 5 or 6.

37. Ariana is 5 years old. According to Freud, she would be in the psychosexual stage called the _____ stage.
- latency
 - oral
 - anal
 - phallic

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Difficulty: Moderate

Answer: A

Explanation: According to Freud, during their grade school years, children settle into the nonsexual stage of latency.

38. According to Freud, personality develops through a series of psychosexual stages. The stage that occurs from the grade-school years until puberty is called the _____ stage.
- latency
 - oral
 - anal
 - phallic

Section: Psychodynamic Theories of Personality

Page(s): 45

Type: Applied

Difficulty: Moderate

Answer: B

Explanation: A conflict occurring in the phallic stage in which a child desires the parent of the other sex and views the same sex parent as a rival.

39. 4-year-old Lindsey squeezes between her mommy and daddy as they sit together on the couch. She cuddles her daddy but refuses to kiss her mommy. Her behavior illustrates which Freudian concept?
- superego
 - Oedipus complex
 - sublimation
 - regression

Section: Psychodynamic Theories of Personality

Page(s): 45

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: Freud believed the personality is fundamentally formed when the Oedipus complex is resolved, at around age 5 or 6.

40. In Freudian personality theory, why is resolving the Oedipus complex so important?
- It gives a good foundation for the other developmental stages.
 - The personality is fundamentally formed when the Oedipus complex is resolved.
 - Without it, projection cannot occur.
 - Oedipal feelings in girls stop the development of abnormal defense mechanisms.

Section: Psychodynamic Theories of Personality

Page(s): 45

Type: Conceptual

Difficulty: Moderate

Answer: D

Explanation: Many believe the overall framework of Freud's theory is timeless and brilliant while others think psychoanalytic theory is nonsense.

41. Which of the following statements most closely reflects the current view of Freudian theory?
- Freud's works have been thoroughly and completely rejected by virtually all respectable psychologists.
 - Freud was dismissed as a quack very soon after he began publishing, and only a fringe group of disturbed believers acknowledges his contributions to the field.
 - Freud became the single most important contributor to the field in its history, and this continues to be the case today.
 - Freud's work is endorsed and recognized as a valid perspective by some, tolerated by others, and completely rejected by others.

Learning Objective 2.4: What is the collective unconscious? What are archetypes?

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Factual

Difficulty: Easy

Answer: A

Explanation: Carl Jung proposed the theory of a collective unconscious containing universal memories and experiences of humankind.

42. According to _____, there is a collective unconscious shared by all human beings, containing universal memories, symbols, and images that are the legacy of human history.
- Carl Jung
 - Sigmund Freud
 - Karen Horney
 - Gordon Allport

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Conceptual

Difficulty: Difficult

Answer: C

Explanation: According to Carl Jung, part of the legacy of human history is a collective unconscious shared by all human beings, containing universal memories, symbols, images, and themes.

43. According to Carl Jung, part of the legacy of human history is a _____.
- womb envy shared by all men, consisting of universal memories and symbols of the "Earth Mother"
 - penis envy shared by all women, consisting of universal memories and symbols of the "Powerful Father"
 - collective unconscious shared by all human beings containing universal memories, symbols, images, and themes
 - mystical unconscious shared by all human beings containing symbols from each of the major world religions.

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Factual

Difficulty: Moderate

Answer: C

Explanation: Archetypes are universal, symbolic images that appear in myths, art, and dreams.

44. Which of the following is a definition of archetypes?
- Beliefs about how your own mind and the minds of other people work
 - Habitual ways of thinking, feeling, and behaving
 - Universal, symbolic images that appear in myths, art, and dreams
 - Strategies to succeed in the world that are not explicitly taught

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Applied

Difficulty: Moderate

Answer: A

Explanation: According to Jung, the shadow archetype reflects the prehistoric fear of wild animals and represents the bestial, evil side of human nature.

45. Kent's new short story has a character who is large, imposing, dresses in black, and has a deep voice. This is a character to be feared, according to _____.
- Jung's shadow archetype
 - Freud's Oedipus complex
 - Horney's womb envy
 - McCrae's antagonism

Section: Psychodynamic Theories of Personality

Page(s): 47

Type: Conceptual

Difficulty: Moderate

Answer: A

Explanation: According to object-relations theorists, the central problem in life is to find a balance between the need for independence and the need for others. The way people react to these separations is largely determined during the first two years of life.

46. In contrast to Freud's emphasis on the Oedipal period, object-relations theorists hold that the _____ years of life are the most critical for the core of personality.
- first two
 - pre-adolescent
 - late adolescent
 - early adulthood

Section: Psychodynamic Theories of Personality

Page(s): 47

Type: Conceptual

Difficulty: Difficult

Answer: B

Explanation: Classic psychoanalysts, who follow Freud, emphasize the powerful father, whereas object-relations theorists see the central struggle in life as breaking away from the mother.

47. Classic psychoanalysts emphasize the child's _____, whereas object-relations theorists, such as Melanie Klein, place more importance on the child's _____.
- representation of the mother; attachment to the real person "mother"
 - fear of the powerful father; need of the powerful mother
 - adjustment to separations; unconscious satisfaction when drives are gratified
 - desire for the opposite-sex parent; identification with the same-sex parent

Section: Psychodynamic Theories of Personality

Page(s): 47

Type: Conceptual

Difficulty: Difficult

Answer: C

Explanation: According to object-relations theorists, the central problem in life is to find a balance between the need for independence and the need for others.

48. Which of the following statements summarizes a key principle of the object-relations school of thought?
- Parents are far less important than the genetic objects that determine our personalities.
 - Peers form the basis of our primary interpersonal relations inventory.
 - We need to find a balance between the need for independence and the need for others.
 - The third force of personality is the energy we feel from other people, not just

Learning Objective 2.5:	What are three major shortcomings of psychodynamic theories?
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Section: Psychodynamic Theories of Personality

Page(s): 48

Type: Applied

Difficulty: Moderate

Answer: D

Explanation: The principle of falsifiability refers to the idea that any theory can be proven wrong in the face of certain evidence. In this example, there is no evidence that would prove the psychoanalyst's beliefs wrong because the person automatically discounts that evidence as being improperly obtained.

49. Asked about a recently published study showing that little girls do not have penis envy, a psychoanalytic theorist immediately says that the little girls are all in denial and do not want to admit to the feelings that they have. This response demonstrates a violation of what scientific principle?
- Prima facie evidence
 - Generalization
 - Skepticism
 - Falsifiability

Section: Psychodynamic Theories of Personality

Page(s): 48

Type: Conceptual

Difficulty: Easy

Answer: B

Explanation: The problem occurs by failure to study multiple samples or incorrectly inferring that what happens to some individuals applies to all.

50. Which is the scientific failing of psychodynamic theories when a researcher concludes from a case study that something is true for all?
- Falsifiability
 - Generalizing from small sample sizes
 - Relying on emotional reactions rather than sound reasoning
 - Depending on circular logic

Section: The Modern Study of Personality

Page(s): 49

Type: Factual

Difficulty: Moderate

Answer: B

Explanation: There is little evidence to support the Myers-Briggs test's key premise that knowledge of a person's type reliably predicts behavior on the job or in relationships.

51. What does the empirical evidence show about the Myers-Briggs test's ability to predict a person's behavior on the job or in relationships?
- The measure has never been applied to this task.
 - The evidence does not support it.
 - There are mixed results.
 - The test has been clearly established as strong and reliable.

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Easy

Answer: B

Explanation: Objective tests are standardized questionnaires requiring written responses.

52. _____ tests are standardized questionnaires requiring written responses.
- Projective
 - Objective
 - Rorschach
 - Humanist

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Easy

Answer: D

Explanation: Allport believed that most individuals have five to ten central traits that reflect a characteristic way of behaving, dealing with others, and reacting to new situations.

53. Professor Just's personality course emphasizes the importance of Gordon Allport's contributions to the field of psychology. Prof. Just would be most likely to agree that _____.
- a. people fail to understand the power of culture on behavior, and so they attribute another person's mysterious actions to the individual's personality rather than cultural norms
 - b. repression occurs when a threatening idea, memory, or emotion is blocked from an individual's conscious awareness
 - c. the price of free will is often anxiety and despair, which is why many people try to escape from freedom into narrow certainties
 - d. most individuals have five to ten central traits that reflect a characteristic way of behaving, dealing with others, and reacting to new situations

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Easy

Answer: C

Explanation: One of the most influential trait theorists was Gordon Allport who recognized that not all traits have equal weight and significance in people's lives.

54. One of the most influential trait theorists was _____ who recognized that not all traits have equal weight and significance in people's lives.
- a. Abraham Maslow
 - b. John B. Watson
 - c. Gordon Allport
 - d. Karen Horney

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Easy

Answer: B

Explanation: According to Gordon Allport, most individuals have five to ten central traits that reflect a characteristic way of behaving, dealing with others, and reacting to new situations.

55. According to Gordon Allport, most individuals have _____ central traits that reflect a characteristic way of behaving, dealing with others, and reacting to new situations.
- a. one or two
 - b. five to ten
 - c. twenty to twenty-five
 - d. over fifty

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Easy

Answer: A

Explanation: Factor analysis was used by Raymond Cattell in order to identify underlying factors in correlated traits.

56. Factor analysis was used by _____ in order to identify underlying factors in correlated traits.
- a. Raymond B. Cattell
 - b. Gordon Allport
 - c. Abraham Maslow
 - d. Karen Horney

Section: The Modern Study of Personality

Page(s): 50

Type: Factual

Difficulty: Difficult

Answer: C

Explanation: Cattell identified 16 factors, later noting that really only 6 had been repeatedly confirmed.

57. The factor analysis method was used to determine underlying factors present in the personality of people. After using the 16 factor test for years, the originator of that test confirmed and concluded that there were _____ reliable factors in personality.
- 3
 - 5
 - 6
 - 16

Learning Objective 2.6:	What are the Big Five personality dimensions currently favored by personality researchers?
--------------------------------	---

Section: The Modern Study of Personality

Page(s): 50

Type: Applied

Difficulty: Moderate

Answer: C

Explanation: Extraversion versus introversion describes the extent to which people are outgoing or shy.

58. Rachel is talkative, sociable, and adventurous. She loves to be the center of attention. Which of the Big Five personality traits pertains to Rachel's characteristic behavior?
- Agreeableness v. antagonism
 - Openness to experience v. resistance
 - Extraversion v. introversion
 - Neuroticism v. emotional stability

Section: The Modern Study of Personality

**Page(s):
50-51**

Type: Factual

Difficulty: Easy

Answer: D

Explanation: Psychoticism is not one of Allport's Big Five personality traits.

59. Which of the following is **NOT** one of the Big Five personality traits?
- Agreeableness
 - Openness to experience
 - Neuroticism
 - Psychoticism

Section: The Modern Study of Personality

Page(s): 51

Type: Applied

Difficulty: Moderate

Answer: D

Explanation: Neuroticism versus emotional stability describes the extent to which a person suffers from such traits as anxiety and an inability to control impulses.

60. Traci is someone who worries about everything, and if she's not worried about something, it worries her! Which of the Big Five personality traits pertains to Traci's characteristic behavior?
- Agreeableness v. antagonism
 - Openness to experience v. resistance
 - Extroversion v. introversion
 - Neuroticism v. emotional stability

Section: The Modern Study of Personality

Page(s): 51

Type: Applied

Difficulty: Moderate

Answer: B

Explanation: Openness to experience describes people who are curious, imaginative, questioning, and creative.

61. Manny is an artist. He is creative, imaginative, and curious. Which of the Big Five personality traits pertains to Manny's characteristic behavior?
- Agreeableness v. antagonism
 - Openness to experience v. resistance
 - Extroversion v. introversion
 - Neuroticism v. emotional stability

Section: The Modern Study of Personality

Page(s): 52

Type: Factual

Difficulty: Moderate

Answer: C

Explanation: The "Big Five" are remarkably stable over a lifetime, especially once a person hits 30.

62. There is clear evidence that personality seems to stabilize by what age?
- 5 years
 - 16 years
 - 30 years
 - 50 years

Section: The Modern Study of Personality

Page(s): 52

Type: Factual

Difficulty: Moderate

Answer: D

Explanation: People tend to become more agreeable and conscientious and less negative between ages 30 and 40.

63. For most people, which one of the Big Five personality traits typically decreases by age 30?
- Openness to experience
 - Agreeableness
 - Extroversion
 - Neuroticism

Section: The Modern Study of Personality

Page(s): 52

Type: Factual

Difficulty: Moderate

Answer: A

Explanation: Research indicates that the pattern of changes in Big Five personality traits may reflect universal maturational experiences over the life span.

64. What is the conclusion of personality researchers worldwide in regard to changes in the Big Five personality traits over the life span?
- People show the same types of developmental changes worldwide due to common human development.
 - People become increasingly neurotic in some cultures but not in others.
 - People within language groups change in similar ways to one another but not to other language groups.
 - People become more resistant to change in some cultures but not in others.

Learning Objective 2.7:	What are temperaments, and how are they related to personality traits?
--------------------------------	---

Learning Objective 2.8:	What does heritability refer to?
--------------------------------	---

Section: Genetic Influences on Personality **Page(s): 53**
Type: Conceptual **Difficulty: Moderate** **Answer: C**
Explanation: Researchers have not measured genetic contributions to personality by conducting factor analyses of young children's traits.

65. Psychologists currently measure genetic contributions to personality by looking at all of the following things **EXCEPT** _____.
- a. heritability studies with twins
 - b. the temperaments of human infants and children
 - c. factor analysis of young children's traits
 - d. personality traits in other species

Section: Genetic Influences on Personality **Page(s): 53**
Type: Factual **Difficulty: Moderate** **Answer: A**
Explanation: The functional units of heredity that are composed of DNA and specify the structure of proteins is called genes.

66. The functional units of heredity that are composed of DNA and specify the structure of proteins are called _____.
- a. genes
 - b. heritability
 - c. traits
 - d. chromosomes

Section: Genetic Influences on Personality **Page(s): 53**
Type: Applied **Difficulty: Easy** **Answer: A**
Explanation: One method of measuring genetic contributions is by studying heritability in twins and adopted individuals.

67. Nelda hopes to study the influence of genetics on personality in adults. Which of these research methods is she likely to employ?
- a. Examining heritability in twins and adopted individuals
 - b. Interviewing people who have known others who were particularly odd or unique
 - c. Administering paper and pencil or computerized questionnaires to hundreds of people
 - d. Documenting the patterns of development and difficulties of patients in her clinical practice

Section: Genetic Influences on Personality **Page(s): 54**
Type: Factual **Difficulty: Moderate** **Answer: C**
Explanation: A physiological disposition to respond to the environment in certain ways that is present in infancy and is assumed to be innate is referred to as temperament.

68. A physiological disposition to respond to the environment in certain ways that is present in infancy and is assumed to be innate is referred to as _____.
- a. personality
 - b. heritability
 - c. temperament
 - d. genetics

Section: Genetic Influences on Personality

Page(s): 54

Type: Factual

Difficulty: Easy

Answer: C

Explanation: Conscientiousness requires considerable cognitive ability, an attribute that seems to be lacking among dogs.

69. In Samuel Gosling's study of dogs, which of the Big Five traits was **NOT** identified?
- Extroversion
 - Agreeableness
 - Conscientiousness
 - Emotional reactivity

Section: Genetic Influences on Personality

Page(s): 54

Type: Applied

Difficulty: Moderate

Answer: C

Explanation: During mildly stressful tasks, reactive children are more likely than nonreactive children to have increased heart rates, heightened brain activity, and high levels of stress hormones.

70. During mildly stressful tasks, Colleen shows sympathetic nervous system activity, such as an increase in her heart rate and the dilation of her pupils. Psychologists would classify Colleen as a(n) _____ child.
- introverted
 - extroverted
 - reactive
 - nonreactive

Section: Genetic Influences on Personality

Page(s): 54

Type: Applied

Difficulty: Moderate

Answer: B

Explanation: Reactive babies are likely to grow up to be fearful children.

71. At the age of four months, Zach was considered highly reactive. He was easily excitable and fearful. His dad taped a colorful picture beside the changing table to entertain Zach during diaper changes. Zach reacted to the picture by becoming agitated and nervous. During his school years, Zach is most likely to become _____.
- an extroverted member of his peer group
 - fearful and need to leave the light on when he sleeps
 - curious about new school events
 - angry and aggressive towards unfamiliar peers

Section: Genetic Influences on Personality

Page(s): 55

Type: Factual

Difficulty: Easy

Answer: B

Explanation: Heritability is a statistical estimate of the proportion of the total variance in some trait that is attributable to genetic differences among individuals within a group.

72. _____ is a statistical estimate of the proportion of the total variance in some trait that is attributable to genetic differences among individuals within a group.
- Reciprocal determinism
 - Heritability
 - Factor analysis
 - Congruence

Section: Genetic Influences on Personality

Page(s): 55

Type: Applied

Difficulty: Difficult

Answer: C

Explanation: The score is an estimate of the whole group.

73. Your whole class takes a test to obtain scores on “approachability.” Which one of the following describes the heritability of the trait?
- The calculated difference between the highest score in the class and the lowest score
 - The proportional difference of individual scores from your class’ average score and other classes who have taken the test
 - The proportion of the total variability of the scores within the class that can be attributed to genetic differences.
 - The similarity of scores within the class to each of their nearest blood relatives’ scores on the same test if taken within 72 hours

Section: Genetic Influences on Personality

Page(s): 55

Type: Applied

Difficulty: Easy

Answer: D

Explanation: Table manners has not been proven to be a genetic trait.

74. Which one of the following traits is least likely to be heritable?
- Adult height
 - Hair color
 - Age at sexual maturity
 - Table manners

Section: Genetic Influences on Personality

Page(s): 56

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: The assumption is that if identical twins are more alike than fraternal twins, the increased similarity must be due to genetic influences.

75. Which of the following is an effective approach for estimating heritability of a trait or behavior?
- Comparing blood relatives within a family to determine if a trait “runs” in the family
 - Comparing twins to determine whether identical twins are more alike than are fraternal twins
 - Comparing fraternal twins with same-sex siblings to determine if the twins are more alike
 - Studying parents whose children look like them and take after them in many ways.

Section: Genetic Influences on Personality

Page(s): 56

Type: Applied

Difficulty: Easy

Answer: C

Explanation: Because identical twins come from the same fertilized egg, they share all their genes.

76. Which of these sibling pairs will be the most alike?
- B & J, who were born of the same two parents 18 months apart
 - Male K and Female S, who were born of the same parents on the same day
 - Female L and Female K, who were born of the same parents, from the same egg, on the same day
 - Female N and Female J, who were adopted by the same parents, one year apart, and who live together

Section: Environmental Influences on Personality **Page(s): 58**
Type: Applied **Difficulty: Moderate** **Answer: A**
Explanation: According to social-cognitive learning there is a two way interaction between aspects of the environment and aspects of the individual in shaping personality traits.

81. Because people can alter their expectations and perceptions of events Jill believes that the possibility of personal change is good. Based on this information, she would be an advocate of _____.
- a. the social-cognitive learning theory of personality
 - b. biological theories of personality
 - c. humanist theories of personality
 - d. psychodynamic theories of personality

Section: Environmental Influences on Personality **Page(s): 59**
Type: Applied **Difficulty: Moderate** **Answer: C**
Explanation: Reciprocal determinism is defined as the two-way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits.

82. Claire was an enthusiastic student as a young child but received no attention or praise for her good grades. As a middle-schooler, she was mocked by friends for showing any interest in school. Eventually, she became a poor student whom teachers described as “lazy.” This type of interaction between experience and personality is known as _____.
- a. individualism
 - b. collectivism
 - c. reciprocal determinism
 - d. heritability

Learning Objective 2.9: What is reciprocal determinism?
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Section: Environmental Influences on Personality **Page(s): 59**
Type: Factual **Difficulty: Easy** **Answer: A**
Explanation: Reciprocal determinism is defined as the two-way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits.

83. Reciprocal determinism is defined as _____.
- a. the two-way interaction between aspects of the environment and aspects of the individual in the shaping of personality traits
 - b. a psychological test used to infer a person’s motives, conflicts, and unconscious personality dynamic
 - c. the part of the personality that represents reason, good sense, and rational self-control in determining one’s response to a particular situation
 - d. the universal memories and experiences of humankind, represented in the unconscious images and symbols of all people

Section: Environmental Influences on Personality **Page(s): 59**
Type: Conceptual **Difficulty: Difficult** **Answer: C**
Explanation: Each child will have unique chance experiences, not shared by siblings, that will have a big impact on his or her personality. These experiences are known as the “nonshared environment.”

84. Behavior geneticists would probably rely on which of the following to explain why five children, born to and raised by the same parents, can turn out very different from each other?
- a. The heritability of the traits
 - b. The influence of environment
 - c. Nonshared environment
 - d. Random processes

Section: Environmental Influences on Personality **Page(s): 59**
Type: Conceptual **Difficulty: Moderate** **Answer: B**
Explanation: In behavioral-genetic research, the nonshared environment includes unique aspects of a person's environment and experience that are not shared with family members.

85. In behavioral-genetic research, the _____ includes unique aspects of a person's environment and experience that are not shared with family members.
- surface structure
 - nonshared environment
 - shared environment
 - deep structure

Section: Environmental Influences on Personality **Page(s): 59**
Type: Factual **Difficulty: Moderate** **Answer: C**
Explanation: In behavioral-genetic research, the shared environment includes the family background in which you grew up and the experiences you shared with your siblings and parents.

86. In behavioral-genetic research, _____ includes the family background in which you grew up and the experiences you shared with your siblings and parents.
- surface structure
 - nonshared environment
 - shared environment
 - deep structure

Learning Objective 2.10:	What are three lines of evidence that suggest parents have a minor influence on the development of their children's personality?
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Section: Environmental Influences on Personality **Page(s): 59**
Type: Conceptual **Difficulty: Moderate** **Answer: A**
Explanation: The nonshared environment seems to have more influence than the shared family environment.

87. According to behavior genetic research on adoptive children and their families, which of the following seems to have the most influence on their personality development?
- Nonshared environments
 - The collective family environment
 - Adoptive mother's personality
 - Adoptive father's personality

Section: Environmental Influences on Personality **Page(s): 59**
Type: Conceptual **Difficulty: Difficult** **Answer: D**
Explanation: Parents' child-rearing practices vary, depending on their stresses, mood, and marital satisfaction.

88. Developmental psychologists have attempted to identify the effects of many specific child-rearing practices on children's personality traits. The problem with this line of research is that
- parents who use physical punishment won't be honest with the researchers
 - psychologists cannot agree on whether to use cross-sectional or longitudinal approaches
 - it is difficult to recruit parents to serve as participants in this research
 - parents are inconsistent from day to day and over the years

Section: Environmental Influences on Personality **Page(s): 60**
Type: Conceptual **Difficulty: Moderate** **Answer: D**

Explanation: Genetics, the environment, parents, and peers shape the expression of personality traits.

89. When it comes to answering the question “What makes people the way they are?” what is a psychologist likely to answer?
- One’s genetic makeup is the biggest and most important force.
 - The way any of us is raised has more influence than any other factor.
 - There is no way of knowing because everyone is different.
 - There are many factors that contribute and they all interact.

Section: Environmental Influences on Personality **Page(s): 61**
Type: Conceptual **Difficulty: Easy** **Answer: A**

Explanation: Research indicates this dilemma affects students of any ethnicity or gender.

90. In a major study of high school students’ grade achievement and the factors related to it, what source of support for academic achievement turned out to have the strongest correlation with grade-point average?
- Peers
 - Father
 - Mother
 - Both parents

Section: Environmental Influences on Personality **Page(s): 61**
Type: Factual **Difficulty: Difficult** **Answer: D**

Explanation: Research indicates that peers have more influence than parents on students’ attitudes about academic achievement.

91. Jerry’s parents place a high value on academic achievement, but his peers do not. How is Jerry most likely to react?
- Jerry will vacillate between the desire to study and the desire to be popular.
 - Jerry’s response will be dictated by his genetic predispositions and intelligence.
 - The values of Jerry’s parents are likely to be the stronger influence.
 - Jerry will be more strongly influenced by his peers.

Section: Cultural Influences on Personality **Page(s): 61**
Type: Factual **Difficulty: Moderate** **Answer: D**

Explanation: A program of shared rules that govern the behavior of members of a community or society, and a set of values, beliefs, and attitudes shared by most members of that community is called culture.

92. A program of shared rules that govern the behavior of members of a community or society, and a set of values, beliefs, and attitudes shared by most members of that community is called _____.
- laws
 - morals
 - expectations
 - culture

Learning Objective 2.11:	What are the main differences between an individualist culture and a collectivist culture?
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Section: Cultural Influences on Personality **Page(s): 62**
Type: Factual **Difficulty: Moderate** **Answer: A**
Explanation: In individualistic cultures the independence of the individual often takes precedence over the needs of the group.

93. A culture in which people tend to see themselves as autonomous and prize individual goals and wishes above duty and relations with others would be described as a(n) _____.
- individualist
 - narcissistic
 - autonomic
 - collectivist

Section: Cultural Influences on Personality **Page(s): 62**
Type: Conceptual **Difficulty: Moderate** **Answer: C**
Explanation: In individualistic cultures the independence of the individual often takes precedence over the needs of the group.

94. Which of the following is **TRUE** of an individualist culture?
- Group harmony takes precedence over the wishes of the individual.
 - The self is defined in the context of relationships.
 - The independence of the individual takes precedence over the needs of the group.
 - Personality is viewed as being stable in different situations.

Section: Cultural Influences on Personality **Page(s): 62**
Type: Applied **Difficulty: Moderate** **Answer: B**
Explanation: Members of individualistic cultures give more weight to an individual's attitudes and preferences than to group norms.

95. In Shari's culture, the wishes of the individual usually take precedence over group harmony. It is most likely that Shari defines her "self" in _____.
- the context of her community
 - regard to her personality traits
 - regard to her birth order position
 - the context of her relationships

Section: Cultural Influences on Personality **Page(s): 62**
Type: Factual **Difficulty: Moderate** **Answer: D**
Explanation: In collectivist cultures, group harmony often takes precedence over the wishes of the individual.

96. A culture in which the self is regarded as embedded in relationships, and harmony with one's group is prized above individual goals and wishes would be described as a(n) _____.
- individualist
 - socialist
 - communist
 - collectivist

Section: Cultural Influences on Personality **Page(s): 62**
Type: Applied **Difficulty: Moderate** **Answer: D**
Explanation: Members of collectivist cultures attend to the needs of group members and focus on group harmony.

97. In Melissa's culture, group harmony takes precedence over the wishes of the individual. It is most likely that Melissa defines her "self" in _____.
- occupational terms
 - regard to her personality traits
 - terms of her life goals
 - the context of her relationships

Section: Cultural Influences on Personality **Page(s): 62**
Type: Factual **Difficulty: Difficult** **Answer: D**
Explanation: In collectivist cultures, like Japan, people change according to what social role they are playing, whereas in individualist cultures, like the United States, people tend to be true to a core identity regardless of whom they are with.

98. In a study comparing Japanese and Americans, the Japanese reported that their sense of self changes _____ percent in different situations, whereas the Americans said that _____ percent of their sense of self changes in different situations.
- 5 to 10; 90 to 99
 - 25 to 30; 70 to 79
 - 55 to 59; 35 to 39
 - 90 to 99; 5 to 10

Section: Cultural Influences on Personality **Page(s): 63**
Type: Conceptual **Difficulty: Moderate** **Answer: D**
Explanation: People from northern European countries tend to stand farther apart in conversation than do people from Africa, Latin America, or the Mediterranean.

99. Which of the following groups of people are most uncomfortable with very close conversational distances?
- People from Mexico
 - People from Italy
 - People from Africa
 - People from Sweden

Section: Cultural Influences on Personality **Page(s): 63**
Type: Applied **Difficulty: Moderate** **Answer: B**
Explanation: People from Arab countries tend to stand closer together in conversation than do people from northern Europe, Asia, or the United States.

100. Reggie is having a party with guests who live in many different parts of the world. Which of Reggie's guests is most likely to seek the smallest conversational distance?
- The guest from Norway
 - The guest from Saudi Arabia
 - The guest from Korea
 - The guest from Oregon

Section: Cultural Influences on Personality **Page(s): 63**
Type: Conceptual **Difficulty: Moderate** **Answer: A**
Explanation: Canadians tend to be more concerned that things go according to schedule than do people from Latin American, African, or Middle Eastern cultures.

101. Which one of these representatives at a United Nations committee conference is probably going to be the most upset when the conference “starts late?”
- The Canadian delegate
 - The Venezuelan delegate
 - The Congolese delegate
 - The Iraqi delegate

Section: Cultural Influences on Personality **Page(s): 63**
Type: Applied **Difficulty: Easy** **Answer: A**
Explanation: The concept of time will be different in Latin America than it is in the United States but will not be different in Canada, northern Europe, or Australia.

102. Rana is eager to begin a semester of college in an overseas exchange program because she has wanted to immerse herself in a culture with a different view of “being on time.” It is likely that Rana will leave her home in Missouri and study in _____.
- Latin America
 - Northern Europe
 - Canada
 - Australia

Section: Cultural Influences on Personality **Page(s): 63**
Type: Applied **Difficulty: Easy** **Answer: A**
Explanation: People in Middle Eastern countries have a more free-wheeling attitude about time and are not as strict about sticking to schedules as are people in the other geographic areas listed.

103. On his first overseas business trip, Mr. Streeter is annoyed that he is constantly kept waiting even though his appointments were set up a week in advance through email. It is most likely that his business trip has taken him to _____.
- the Middle East
 - a Northern European country.
 - a Canadian province
 - Australia

Section: Cultural Influences on Personality **Page(s): 64-65**
Type: Factual **Difficulty: Moderate** **Answer: C**
Explanation: Cultures in which competition for limited resources is fierce tend to develop highly aggressive males and a “culture of honor.”

104. What appears to be the cultural condition or pattern most likely to produce males with highly aggressive reputations?
- Cultures with known male testosterone levels that are above average.
 - Cultures that are disproportionately dominated by female family and political leaders.
 - Cultures in which competition for limited resources is fierce and survival is difficult.
 - Cultures representing the most primitive civilizations.

Section: Cultural Influences on Personality

Page(s): 64

Type: Factual

Difficulty: Moderate

Answer: C

Explanation: Research indicates that when a man's reputation for toughness is questioned, he may be compelled to respond with violence to repair his status.

105. Research on aggressiveness has shown that _____.
- male aggression is more likely among cultures based on agriculture
 - men who depend on herding for survival tend to foster cooperative strategies
 - male aggression results more from cultural factors than biological ones
 - men develop a culture of honor when their livelihoods are based on agriculture

Learning Objective 2.12:	What are the basic tenets of humanism?
---------------------------------	---

Section: The Inner Experience

Page(s): 66

Type: Factual

Difficulty: Easy

Answer: D

Explanation: Humanist psychology is a psychological approach that emphasizes personal growth, resilience, and the achievement of human potential.

106. _____ is a psychological approach that emphasizes personal growth, resilience, and the achievement of human potential.
- Psychoanalysis
 - Social-cognitive learning theory
 - Behavior genetics
 - Humanist psychology

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: A

Explanation: Humanist psychology is a psychological approach that emphasizes personal growth, resilience, and the achievement of human potential.

107. Which of the following theories of personality would be most likely to emphasize the achievement of human potential?
- Humanist
 - Behaviorist
 - Psychodynamic
 - Collectivist

Section: The Inner Experience

Page(s): 66

Type: Applied

Difficulty: Easy

Answer: D

Explanation: Humanist psychology is a psychological approach that emphasizes personal growth, resilience, and the achievement of human potential.

108. Professor Hooker takes a humanist approach to personality. He would most likely agree that the most influential aspect of human personality is our _____.
- genetic makeup
 - past learning
 - unconscious conflicts
 - capacity to shape our own future

Section: The Inner Experience

Page(s): 66

Type: Factual

Difficulty: Easy

Answer: C

Explanation: According to Maslow, the most important aspects of personality are the qualities of the person who strives for a life that is meaningful, challenging, and satisfying.

109. According to Abraham Maslow, the most important aspects of personality are the _____.
- Big Five personality traits
 - instincts and repressed conflicts of a person
 - qualities of the self-actualized person
 - reinforcers and punishers in a person's learning history

Section: The Inner Experience

Page(s): 66

Type: Factual

Difficulty: Easy

Answer: A

Explanation: The personality theorist who described the importance of peak experiences was Abraham Maslow.

110. The personality theorist who described the importance of peak experiences was _____.
- Abraham Maslow
 - Carol Rogers
 - Rollo May
 - Karen Horney

Section: Descriptive Studies: Establishing the Facts

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: To Carl Rogers, unconditional positive regard is love and support given to another with no conditions attached.

111. According to Carl Rogers _____ is love and support given to another with no strings attached.
- the condition of worth
 - unconditional positive regard
 - existentialism
 - self-actualization

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: Rogers felt that it is important to correct the behavior without denying love or support to a child.

112. If parents accept Carl Rogers's approach to personality development, then they are likely to respond in which of the following ways when their daughter kicks her little brother?
- "How can you be such a mean child? Now you'll go to your room for 30 minutes."
 - "Our rule is that it's not OK to hurt one another."
 - "If you don't tell brother you are sorry, then Mommy won't kiss you good night."
 - "Daddy has unconditional love for you and understands that you just felt like kicking someone."

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: A

Explanation: Rogers believed that it is important to correct bad behavior without denying a child love or support.

113. Which one of these statements is most consistent with the ideas of Carl Rogers?
- A parent can correct a child's behavior without withdrawing love from the child.
 - Positive reinforcement is of major importance in becoming a fully functioning person.
 - The destructive drives and instincts that make up human nature are overcome by love.
 - Human nature involves a fear of freedom, loneliness, and the struggle for meaning.

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: Unconditional positive regard love and support for the people we are without conditions attached, is needed by people of all ages.

114. According to Carl Rogers, if a man loves his wife only when she is looking her best, then _____.
- his shadow archetype is dominating his unconscious
 - he is giving her conditional positive regard
 - he is fixated at the phallic stage of psychosexual development
 - he would receive a high score on the Big Five trait of neuroticism

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: C

Explanation: Existentialism is a philosophic approach that emphasizes the inevitable dilemmas and challenges of human existence.

115. _____ is a humanist approach that emphasizes the tragic aspects of life, the burden of responsibility, and the need to face the inevitability of death.
- Social-cognitive learning theory
 - Psychoanalysis
 - Existentialism
 - Self-actualization

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Difficult

Answer: D

Explanation: Existentialism is a philosophic approach that emphasizes the inevitable dilemmas and challenges of human existence and the search for meaning in life.

116. Rollo May would be most likely to agree that _____.
- personality development is a gradual progression to a state of self-actualization
 - psychology needs to spend less time focusing on negative aspects of human nature
 - free will allows us the opportunity to experience harmony and congruence with the universe
 - our personalities reflect the ways we cope with the inevitable struggle to find meaning in life

Section: The Inner Experience

Page(s): 66

Type: Applied

Difficulty: Difficult

Answer: D

Explanation: Rollo May was part of a school of thought known as existentialism, a philosophic approach that emphasizes the inevitable dilemmas and challenges of human existence, including free will and the burden of responsibility that it confers.

117. Your friend Brian is struggling with the concept of free will and the way in which it confers responsibility for one's actions. After explaining his thoughts to you, he asks if you can recommend any relevant books or essays, so you refer him to the writings of _____.
- Carl Rogers
 - Abraham Maslow
 - Melanie Klein
 - Rollo May

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Difficulty: Moderate

Answer: D

Explanation: Existentialism, is a philosophic approach that emphasizes the inevitable dilemmas and challenges of human existence.

118. Which one of the following statements is most consistent with the writings of Rollo May?
- A parent can correct a child's behavior without withdrawing love from the child.
 - Positive reinforcement is of major importance in becoming a fully functioning person.
 - The destructive drives and instincts that make up human nature are overcome by love.
 - Human nature involves loneliness, a fear of freedom, and the struggle for meaning.

Learning Objective 2.13:	What are the major shortcomings of humanistic theories of personality?
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Section: The Inner Experience

Page(s): 67

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: Many humanist concepts are difficult to define operationally and research.

119. The major criticism of humanist theories of personality is that _____.
- the underlying assumption of optimism and personal growth is unrealistic.
 - many of the humanist assumptions are impossible to test.
 - its operational definitions cannot be generalized to everyday life.
 - peak experiences occur too frequently to be indicators of self-actualization.

Section: The Inner Experience

Page(s): 67

Type: Factual

Difficulty: Moderate

Answer: D

Explanation: In popular culture, unconditional positive regard is often misinterpreted as an unwillingness to ever say "no" to a child.

120. In popular culture, unconditional positive regard is often misinterpreted to mean that _____.
- one should offer constructive criticism when a child needs guidance.
 - parents should set limits in order to facilitate their child's development.
 - a child should be assured of love despite his or her mistakes.
 - one should never say "no" to a child."

Section: The Inner Experience

Page(s): 67

Type: Conceptual

Difficulty: Moderate

Answer: B

Explanation: Critics of the humanist theory argue that although the concepts in the theory are intuitively appealing, they are difficult to define operationally.

121. Critics of the humanist theory argue that _____.
- genetic tendencies of humans dominate the theory, excluding experiential components of development
 - although the concepts in the theory are intuitively appealing, they are difficult to define operationally
 - although rational decision making is acknowledged, the dominant emphasis on the unconscious hinders research
 - the theory provides an excellent framework for interpreting personality in collectivist cultures but is inadequate in individualist cultures

Section: Taking Psychology with You

Page(s): 69

Type: Factual

Difficulty: Moderate

Answer: D

Explanation: The Barnum effect occurs when an individualized personality analysis is written in such vague terms that it could apply to almost everyone.

122. The Barnum effect occurs when _____.
- an individual's temperament emerges early in life
 - parental influence over a child begins to wane as the child is influenced by aspects of nonshared environment
 - a man in a culture of honor becomes angry after a perceived insult and then behaves aggressively to restore his honor
 - an individualized personality analysis is written in such vague terms that it could apply to almost everyone

True/False Questions

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Conceptual

Answer: False

Explanation: Psychodynamic theory focuses on the movement of psychological energy within the person.

123. Freud's theory is called psychodynamic because it emphasizes the movement of psychological energy between different people.

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Conceptual

Answer: True

Explanation:

124. According to Freud, defense mechanisms deny or distort reality as well as protect us from conflict and anxiety.

Section: Psychodynamic Theories of Personality

Page(s): 44

Type: Factual

Answer: False

Explanation: During displacement people direct their emotions toward things animals or other people that are not the real sources of their feelings.

125. Displacement occurs when people direct their emotions toward things, animals, or other people that are the real sources of their feelings.

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Factual

Answer: True

Explanation:

126. According to Jung, all human beings share a collective unconscious.

Section: Psychodynamic Theories of Personality

Page(s): 46

Type: Conceptual

Answer: False

Explanation: The anima represents the feminine archetype in men and the animus represents the masculine archetype in women.

127. In Jungian theory, the anima represents the masculine archetype in men and the *anionus* represents the feminine archetype in women.

Section: Psychodynamic Theories of Personality

Page(s): 47

Type: Conceptual

Answer: True

Explanation:

128. According to object-relations theory, the child's representation of important adults, whether realistic or distorted, unconsciously affects personality throughout life.

Section: Psychodynamic Theories of Personality

Page(s): 49

Type: Conceptual

Answer: True

Explanation:

129. Although it is widely used, there is little evidence to support the Myers-Briggs test's key premise that knowledge of a person's type reliably predicts behavior on the job or in relationships.

Section: Psychodynamic Theories of Personality

Page(s): 50

Type: Conceptual

Answer: True

Explanation:

130. Today, hundreds of factor-analysis studies support the existence of a cluster of central personality traits.

Section: Psychodynamic Theories of Personality

Page(s): 50

Type: Factual

Answer: True

Explanation:

131. The Big Five personality traits are stable throughout a person's life.

Section: Genetic Influences on Personality

Page(s): 53

Type: Factual

Answer: True

Explanation:

132. Genes can affect a child's temperament through their effects on the child's brain and nervous system.

Section: Genetic Influences on Personality

Page(s): 54

Type: Factual

Answer: False

Explanation: Kagan found that reactive children responded very vigorously physiologically and nonreactive infants were very unlikely to show strong physiological reaction.

133. Jerome Kagan found that reactive babies and nonreactive babies have opposite temperaments but similar physiological responses to stress.

Section: Genetic Influences on Personality

Page(s): 56

Type: Factual

Answer: False

Explanation: Fraternal twins, or dizygotic twins develop from separately fertilized eggs.

134. Fraternal twins are twins that develop when a fertilized egg divides into two parts that develop into separate embryos.

Section: Genetic Influences on Personality

Page(s): 56

Type: Factual

Answer: True

Explanation:

135. Identical twins share all their genes, barring genetic mutations.

Section: Environmental Influences on Personality

Page(s): 58

Type: Conceptual

Answer: False

Explanation: This is the view of social-cognitive learning theory.

136. According to humanistic theory, personality traits result, in part, from a person's learning history and resulting expectations and beliefs.

Section: Environmental Influences on Personality

Page(s): 59

Type: Factual

Answer: True

Explanation:

137. Few parents have a single child-rearing style that is consistent over time and that they use with all their children.

Section: Environmental Influences on Personality

Page(s): 61

Type: Conceptual

Answer: True

Explanation:

138. One study of 15,000 high school students showed that many high-achieving black students reported they felt they had to choose between doing well in school and being popular with their peers.

Section: Cultural Influences on Personality

Page(s): 61

Type: Factual

Answer: True

Explanation:

139. Conversational distance is the physical distance between individuals when they are speaking.

Section: Cultural Influences on Personality

Page(s): 63

Type: Conceptual

Answer: False

Explanation: These cultures would be considering time precious and appointments things to be taken very seriously.

140. People in England, Canada, and the United States consider time to be a fluid commodity and appointments unimportant.

Section: Cultural Influences on Personality

Page(s): 63

Type: Conceptual

Answer: False

Explanation: The U.S. culture considers time a precious, scarce commodity

141. The majority culture in the United States considers time to be an unlimited commodity.

Short-Answer Questions

Section: Psychodynamic Theories of Personality

Page(s): 42

Type: Factual

Answer: Freud's psychoanalytic theory dominated the field for much of the twentieth century but has fallen from favor and been replaced by more biological, cognitive, and humanistic approach.

142. Identify the theory of personality that predominated during most of the twentieth century and briefly describe its current status.

Section: Psychodynamic Theories of Personality

Page(s): 43-46

Type: Conceptual

Answer: Sigmund Freud and Carl Jung were arguably the two most important figures in the psychodynamic movement. Jung was a colleague and friend of Freud's, until a difference of opinion over the nature of the unconscious became a spat that separated them forever.

143. Identify the two most influential early psychodynamic theorists and describe the relationship between them.

Section: Psychodynamic Theories of Personality

Page(s): 48

Type: Factual

Answer: There is a tendency to believe that if A came before B, then A must have caused B, but that is not necessarily so. Psychodynamic explanations look at the situations and events of someone's past and attempt to use them to explain feelings or behaviors in the present, often leading to false conclusions about causes.

144. What is the "illusion of causality," and why is it a problem for psychodynamic explanations?

Section: Psychodynamic Theories of Personality

Page(s): 50-51

Type: Factual

Answer: Introversion vs. extraversion, neuroticism vs. emotional stability, agreeableness vs. antagonism, conscientiousness vs. impulsiveness, openness to experience vs. resistance to new experience.

145. What are the Big Five personality traits?

Section: Psychodynamic Theories of Personality

Page(s): 50-51

Type: Applied

Answer: Neurotic individuals are worriers, complainers, and defeatists, even when they have no major problems. They are always ready to see the sour side of life and none of its sweetness.

146. Neuroticism is one of the Big Five personality traits. Compare the specific qualities of an individual who scores high in neuroticism with the qualities found in an emotionally stable person.

Section: Genetic Influences on Personality

Page(s): 53

Type: Conceptual

Answer:

- **Heritability is a statistical estimate of the proportion of the total variation in a trait that is attributable to genetic variation within a group.**
 - **The text gives height as a highly heritable trait.**
 - **Preference for hip-hop music would be a low heritability trait.**
147. Define heritability and describe an example of a highly heritable trait and an example of a trait that would have low heritability.

Section: Genetic Influences on Personality

Page(s): 54

Type: Factual

Answer: Temperaments are genetically determined patterns of behavior. Temperaments are dispositions to respond to the environment in certain ways. In that regard, temperaments are similar to personality traits.

148. How is temperament related to personality?

Section: Cultural Influences on Personality

Page(s): 62

Type: Applied

Answer:

- **The text identifies the Deep South as a cultural collectivist region due to the strong regional identity common there.**
 - **Any location with strong regional identity might be mentioned**
149. On her first visit to the United States from Ireland, Shannon is startled to find strong regional variations in regard to individualist and collectivist cultural values. In what part of the United States is Shannon more likely to find collectivist cultural values? Explain these differences.

Section: The Inner Experience

Page(s): 66

Type: Conceptual

Answer: In contrast to biological limitations, environmental limitations, and parenting practices, humanism focuses on opportunities and the free will to change one's lot. Instead of studying people with problems, humanists are as interested in studying those who are fully functioning.

150. Describe the ways in which humanist psychologists have added balance to the study of personality.

Essay Questions

Section: Psychodynamic Theories of Personality

Page(s): 42-43

Type: Conceptual

Answer:

- **Feelings about Freud’s work are mixed today. They range from Freud as hero, to “Freud’s work is valid but flawed,” to Freud as nonsense. His ethics are questioned and so are some of his methods.**
 - **Some of the ideas that Freud proposed but was unable to empirically test during his historical time period have subsequently received degrees of empirical support. For example, there is considerable research evidence supporting the idea that cognition and behavior occur outside of conscious awareness.**
151. It was over a century ago that Sigmund Freud published his theory. How has his work stood the test of time? How is psychoanalytic theory regarded by psychologists and other scholars of the 21st century?

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Conceptual

Answer:

- **The psychosexual stages are: oral, anal, phallic, latency, genital**
 - **Freud suggested that each stage produces frustration, conflict, and anxiety. If these dilemmas are not resolved properly, normal development may be interrupted, and the child may remain fixated, or stuck, in a particular stage.**
 - **Oral fixation can be manifested through smoking, overeating, nail biting, or chewing on pencils. Anal fixation may result in holding everything in, being obsessively neat, clean, or the opposite (expulsive).**
152. Freud maintained that personality develops in a series of psychosexual stages. Name the stages in the order in which they appear, and give a few examples of fixation at a particular stage.

Section: Psychodynamic Theories of Personality

Page(s): 43

Type: Applied

Answer:

- **Instead of the expected anger and resentment, Freud’s work suggests that an opposite reaction may be a defense mechanism at work – action of the ego in trying to deal with id impulses.**
 - **The defense mechanism being manifested in this case appears to be reaction formation--when a feeling that produces unconscious anxiety is transformed into its opposite in consciousness. The professed feeling is excessive, and the person is extravagant and compulsive about demonstrating it.**
153. Sybil’s father was cruel to her throughout the early years of her childhood. His discipline was harsh, and he constantly taunted her. As an adult, Sybil frequently sends him elaborate gifts to show the extent of her love. Analyze her behavior based on Freud’s concepts of defense mechanisms.

Section: Psychodynamic Theories of Personality

Page(s): 46-47

Type: Conceptual

Answer:

- Jung claimed that all humans shared a vast collective unconscious that contains universal memories, symbols, images, and themes. These are archetypes.
 - The shadow archetype reflects a primal or prehistoric fear of wild animals and represents the bestial, evil side of human nature.
 - Darth Vader, Dracula, Tolkien's dark Lord Sauron, and Harry Potter's tormentor Valdemort are all expressions of the shadow archetype.
 - Another archetype, the hero, is commonly seen in comic books and movies. Examples are Superman, Batman, Spiderman, and the Hulk.
 - The earth mother archetype is seen in Greek mythology, American Indian beliefs, and many other places.
154. What is an archetype? Explain the origin of the shadow archetype. Give examples of three other archetypes, as found in 21st-century culture images and stories and analyze them according to Carl Jung's theory.

Section: Environmental Influences on Personality

Page(s): 55-56

Type: Conceptual

Answer: Although many traits and behaviors appear to have significant heritability, environmental factors also contribute greatly to personality differences, even in identical twins who share the same genes. For example, people live, develop, and act in nonshared environments, which shape and influence their personalities. Moreover, there is variability in parenting style. Siblings raised in the same household and sharing genetic material may nonetheless be treated differently by their parents; again, environment influences development. Like most complex human processes, both genes and environment exert an interacting influence.

155. Recent advances in biology and psychology have revealed a substantial contribution of genetics and heredity to personality development. Some people have taken this to mean that "genes are everything" when it comes to personality. Briefly discuss three reasons why we should not jump to this conclusion, noting along the way how the environment impacts personality development.

Section: Cultural Influences on Personality

Page(s): 62

Type: Applied

Answer:

- Culture is a program of shared rules that govern the behavior of members of a community or society, and a set of values and beliefs shared by most members of that community and passed from one generation to another.
 - Individualist cultures emphasize independence of the individual over the group; the self is often described as a collection of traits.
 - Collectivist cultures emphasize group harmony and define the self in the context of relationships and the community rather than in terms of individual traits.
 - Individualist cultures emphasize independence of the individual over the group and the self is often described as a collection of traits.
 - Collectivist cultures emphasize group harmony and define the self in the context of relationships and the community rather than individual traits.
156. Define what psychologists mean by a *culture*, and some of the primary differences between an individualist culture and a collectivist culture. In your discussion include concepts such as: definitions of self; goals; values; individual attitudes; group norms.

Answer:

- **The effect refers to personality descriptions that appear to be written exclusively for the person reading them, when in reality they usually apply to almost everyone because of their vague generalities and broad application. Such descriptions are usually flattering.**
- **It is a cause of worry because Barnum effects sometimes are the basis of hiring decisions, promotion decisions, and other serious consequences.**
- **Avoid the effect by 1) being aware of all-purpose descriptions that could apply to anyone; 2) being aware of your own selective perceptions; 3) resisting flattery.**

157. What is meant by the “Barnum effect”? Why is it a source of concern for many psychologists? Describe three ways that a person can avoid being duped by the Barnum effect.