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THEORIES OF PERSONALITY

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M.A. (English), PGDJ

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QUESTION PAPER

(June – 2019)

(Solved)

THEORIES OF PERSONALITY

Time: 2 Hours]

[Maximum Marks: 50

Note: All sections are compulsory.

SECTION-A

Answer the following questions:

Q. 1. Explain the functional analysis of behaviour with reference of operant conditioning.

Ans. Ref.: See Chapter No. 14, Page No. 144, 'Concept of Operant Behaviour and Operant Conditioning' and Page No. 145, 'Functional Analysis of Behaviour'.

Q. 2. Elaborate Jung's theory of Personality.

Ans. Ref.: See Chapter No. 11, Page No. 119-120, 'Jung's Theory'.

Q. 3. Discuss the various typological approaches to explain personality.

Ans. Ref.: See Chapter No. 9, Page No. 99, 'Type Approach'.

Q. 4. Explain Roger's theory of Personality and his contribution to therapy.

Ans. Ref.: See Chapter No. 8, Page No. 89, 'Theory of Carl Rogers'.

SECTION-B

Answer the following questions:

Q. 5. What are the major elements of structure versus dynamics of Personality?

Ans. Ref.: See Chapter No. 15, Page No. 152, 'Structure Versus Dynamics of Personality: The Major Elements'.

Q. 6. Explain Alfred Adler's Theory of Personality.

Ans. Ref.: See Chapter No. 7, Page No. 67, 'Theory of Alfred Adler'.

Q. 7. Explain Freud's Psychosexual stages of development.

Ans. Ref.: See Chapter No. 6, Page No. 63, Q. No. 6.

Q. 8. Explain different types of Projective techniques.

Ans. Ref.: See Chapter No. 4, Page No. 29, Q. No. 4 and Q. No. 5.

Q. 9. Discuss the effect of endocrine system on our personality and behaviour.

Ans. Ref.: See Chapter No. 2, Page No. 9, 'Endocrine System'.

SECTION-C

Write short notes on the following:

Q. 10. Vicarious conditioning.

Ans. Observational learning means the process of change in a person's behaviour just by being exposed to another person's behaviour. This second person is called the model. Parents are role models for a child.

Also Add: Chapter No. 16, Page No. 160, 'Vicarious Conditioning'.

Q. 11. Applications of classical conditioning in psychotherapy.

Ans. Ref.: See Chapter No. 13, Page No. 139, 'Application of Classical Conditioning in Psychotherapy'.

Q. 12. Differences between neuroticism and psychoticism.

Ans. Ref.: See Chapter No. 9, Page No. 102, 'Neuroticism' and Page No. 103, 'Psychoticism'.



QUESTION PAPER

(June - 2018)

(Solved)

THEORIES OF PERSONALITY

Time: 2 Hours]

[Maximum Marks: 50

Note: All sections are compulsory.

SECTION-A

Answer the following questions:

Q. 1. Describe the stages and factors of observational learning. Critically analyse the socio-cognitive approach to personality.

Ans. Ref.: See Chapter No. 16, Page No. 162, Q. No. 3, Page No. 163, Q. No. 2 and Page No. 162, 'Critical Analysis of Social Cognitive Approach to Personality'.

Q. 2. Explain the key concepts in Freud's Psychoanalytic theory of personality.

Ans. Ref.: See Chapter No. 6, Page No. 51, 'Psychoanalytic Theory by Sigmund Freud'.

Q. 3. Describe the evaluate Allport's theory of personality.

Ans. Ref.: See Chapter No. 10, Page No. 113, Q. No. 1. and 'Evaluation of Allport's Theory'.

Q. 4. Explain the concept of Pavlov's classical conditioning in understanding personality.

Ans. Ref.: See Chapter No. 13, Page No. 136, 'Pavlov's Experiment of Classical Conditioning'.

Q. 5. What do you understand by Jung's concept of functions. Give suitable examples.

Ans. Ref.: See Chapter No. 11, Page No. 120-121, 'The Functions' and Page No. 125, Q. No. 12.

SECTION-B

Answer the following questions:

Q. 6. Discuss 'neurotic needs' and its patterns as put forward by Karen Horney.

Ans. Ref.: See Chapter No. 7, Page No. 73, 'Neurotic Needs' and Page No. 72-73, Patterns of Neurotic Needs'.

Q. 7. What are defense mechanisms? Discuss various types of defense mechanisms.

Ans. Ref.: See Chapter No. 6, Page No. 51-52, 'Defence Mechanisms'.

Q. 8. Explain Miller's experiment on secondary drives. What are its implications?

Ans. Ref.: See Chapter No. 15, Page No. 153, 'Miller's Experiment on Secondary Drives'.

Q. 9. Discuss Eysenck's theory of personality.

Ans. Ref.: See Chapter No. 12, Page No. 130, 'Eysenck's Personality Theory'.

SECTION-C

Write short notes on the following:

Q. 10. Traits on the Types

Ans. Ref.: See Chapter No. 9, Page No. 103, 'Traits vs. Types'.

Q. 11. Rating Scales

Ans. Ref.: See Chapter No. 4, Page No. 28, 'Rating Scales'.

Q. 12. Reinforcement

Ans. Ref.: See Chapter No. 13, Page No. 137, '(i) Reinforcement'.



Sample Preview of The Chapter

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THEORIES OF PERSONALITY

Introduction to Personality, Types and Traits

Definition, Origins and Characteristics Features of Personality



INTRODUCTION

The term “personality” has been derived from the Latin word “persona” which means a mask that an actor wears while performing a character on the stage. Personality refers to a person’s style of behaviour revealed from his external properties or external appearance which includes dress, speech, bodily actions, postures, habits and expressions. Good external properties means good personality and *vice versa*. It is however not the fact. Mahatma Gandhi, Lal Bahadur Shastri and George Bernard Shaw and many others whose external appearance was not highly endowed would not have been the great personalities. Personality of a person also depends on the behaviour of a person which is internal. Personality thus is an inclusive concept.

The derivation of the concept of personality is possible in three ways: (i) Subjective impressions on the basis of the individual’s behaviour and is expressed through evaluative expressions like charming, dominating, weak or bold personality. (ii) An objective description of the overt responses of the individual. (iii) Organismic which means personality is the inner pattern of a person’s characteristics. In this chapter, we will understand the meaning of personality, its characteristics and dimension.

CHAPTER AT A GLANCE

DEFINITIONS OF PERSONALITY

Allport (1961) defines personality as the “dynamic organisation within the individual of those psychophysical systems that determine his unique adjustment to his environment”. Personality thus is there within the individual and these systems are woven into an

organisation. Personality is also dynamic and the kind and degree of adjustment of the individual to his environment depends on the organisational pattern. The adjustment-pattern is unique to the individual. Scientists from different disciplines of knowledge define personality from different angles.

Popular Definitions of Personality

In popular parlance, a person is having the best personality if he is attractive and good looking, is liberal, easily mixes up in social situations and shows socially desirable characteristics. However, as per this definition some people have no personality at all. Besides, there are people who have all the charms and they exhibit all the socially desirable traits but they are antisocial, for instance, noted criminal Sobhraj. Externally he has a pleasing personality but he has a criminal tendency.

Political Definition of Personality

In political definition, a person has personality if he is charismatic, attractive and represents the masses. He should have impressive manner to present himself at a public debate. He should be involved in scandals. According to this definition, majority of political leaders do not have any personality.

Biophysical Definition of Personality

In biophysical definition, personality is organic internal element of a person. Every person has traits which lend him to objective measurement. Sheldon categorized people on the basis of physique: endomorphic, mesomorphic and ectomorphic. Endomorphic is fat and fleshy, mesomorphic athletic in build and ectomorphic is thin and bony in build.

Omnibus Definition

In omnibus definition, emphasis is put on the description of personality. Morton Prince (1924)

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defines personality as the sum total of all biological, innate dispositions, impulses, tendencies, appetites and instincts of the individual and the dispositions and tendencies acquired by experiences. However, it is criticized as highly subjective and complex.

Integrative Definition

This definition puts emphasis on order and consistency in the behaviour of an individual in different situations. Thus, personality is a pattern or organisation. Cagan and Haveman define personality as the total pattern of characteristic ways of thinking, feeling and behaving which constitute the individual's distinctive method of relating to the environment.

Psychological Definition

Psychologically personality is defined on the basis of variables like adjustment, temperament, uniqueness and dynamic organisation. Allport defines personality as the dynamic organisation within the individual of those psychophysical systems that determine his unique adjustment to his environment.

Eysenck defines personality as the more or less stable and enduring organisation of a person's character, temperament, intellect and physique that determine his unique adjustment to his environment.

Walter Mischel defines personality as the distinctive patterns of behaviour including thoughts and emotions that characterise each individual's adaptations to the situations of his life.

Baron defines personality as individual's unique and relatively stable patterns of behaviour, thoughts and emotions.

CHARACTERISTIC FEATURES OF PERSONALITY

Personality has the following dimensions:

(a) Psychophysical Systems: Personality is a system with psychological and physical aspects. The interacting elements in the system are traits, emotions, intellect, temperament, character and motives. These are psychological but they are based in the neurology and endocrinology of a person's body.

(b) Dynamic Organisation: It means different elements in psychological system are independent but work in an interlocking manner. They are subject to change which can happen gradually over a period of time.

Dynamism of Personality

Environmental experiences bring about a change in personality. For example, suppose you have a neighbour named Harish is a fun-loving care-free person and an extrovert. He is least disciplined, not punctual and does not believe in hard work in life. He

is the eldest son with two younger sisters in the family. Suddenly his father died and that changed his life. The entire responsibility of catering to his family fell on his shoulder. He had to take care of his mother, younger sisters' education and their marriage. This brought a change in his personality and ways of thinking and behaving.

In another example, Rahul is a happy go lucky person. One day he falls ill and comes to know after diagnosis that both his kidneys are not supporting his body and at the most he will survive two or three years more. He can no longer play cricket or indulge in pleasures of life. His perception of life suddenly changed and he is no longer his earlier self but a totally new person. Thus, environment changes bring changes in personality.

Changes in the personality happen as when a person gets new roles, responsibilities and circumstances.

(c) Consistency: Personality is a stable organisation and has the element of consistency. It means a person's behaviour remains the same in different situations and the consistency in behaviour is found when same situation is repeated over a period of time. There are four types of consistency.

Type "A" consistency: The situation and behaviour remain same in this type. For example, a cricket player plays match against a team and plays against the team after 10 days.

Type "B" consistency: A person's behaviour remains the same in two different situations. For example, a person appears for an interview before one selection board then he appears for interview for the same job before another board for final selection.

Type "C" consistency: An individual behaves differently in the same situation. For example, an actor imitating different actors on a stage.

Type "D" consistency: A person behaves differently in different situations according to the situations as he is influenced by particular type of traits. For example, a person behaves differently with his students, colleagues and parents.

(d) Unique Adjustment to Environment: Every person has a dynamic organisation of psychological traits which make him adjust to different situations. It is so because every person is unique and his reaction to the environment is also unique. Even identical twins with the same genetic makeup react differently to the same situation because they have different frame of references.

(e) Development of Personality Structure:

A growing organism has the natural quality for personality development. A person goes from simple to increasingly complex factors and situations. According to Heniz Werner, the mental organisation of an infant expands slowly. After he interacts with the environment, the mental structure gets crystallised and differentiated from each other. After the analytical stage, synthesis or integration happens when the differentiated parts get functionally organised. An integrated whole is formed from a diffused mass through progressive differentiation and then the course of development of personality structure.

(f) Consciousness: Personality develops out of interaction with the environment and thus is conscious. The concept of self is formed after interaction. Self-concept is our understanding of who we are and what we stand for. A person's response is oriented toward protection of the self-concept.

(g) Potentiality for Change: Personality has the potential to change. The earlier psychoanalysts view that personality is a rigid structure. Modern humanistic theories however have proved that the human has the capacity for re-organisation and the conditions do foster change. Integration or organisation occurs to human beings naturally and normally. It is the natural development of a personality structure. Disorganisation, the isolation of the functions of the individual parts from the total system is a psychological disorder and a pathological condition.

DIMENSIONS OF PERSONALITY

No two persons are identical in terms of personality and even identical twins. To explain differences in personality, psychologists have identified some dimensions of personality.

Dimensions are category scales that help in understanding behaviour of individuals in terms of their main traits, motivational power, temperament and character. There are four types of dimensions: traits, motivation, temperament and character.

Traits

Traits can be defined as relatively permanent characteristics of personality. Traits make a person behave consistently in different situations. People can be compared on the basis of traits. Traits however change over time. For example, an introvert person may turn extrovert after some years.

Some of the important traits are: (a) Introversion-extraversion; (b) Neuroticism stability (c) Psychoticism

(a) Introversion-Extroversion

People with introversion are self-centred. These types of people are shy, secluded, idealistic and imaginative. They indulge in brooding, fantasy and daydreaming. They take considerable time in reaching decision and get worried about the future. Such people are theoretical. In most cases philosophers, poets, scientist and professors are introverts.

Extroverts are gregarious and social by nature. They are more inclined to social activities and are realistic, practical, talkative and active. They are more interested in leadership. However, majority of the people exhibit some degree of introversion and some degree of extroversion and thus are called *Ambiverts*.

Studies find that introverts and extroverts differ in cortical excitation level. Cortical excitation level of introverts is quite high and thus they remain unaffected by stimulation from external environment. Extroverts have lower cortical excitation threshold and thus small amount of stimulation is adequate to activate them. This fact makes them sensation seeking.

(b) Neuroticism Stability Dimension

People high on neuroticism lack emotional control and will power. They are slow in thought process and activity. They get disturbed even by small things. They are high on suggestibility and low on sociability. They also have increased emotional impulsiveness.

On the other hand, people high on stability are cool and do not get easily disturbed. They remain under control even in difficult situations. They think over the problem in a balanced manner. They are realistic and solution-oriented.

Studies reveal that in people with high neuroticism autonomic nervous system is more reactive. They are vulnerable to reaction to environmental stimulus. People with high cortical excitation threshold and increased autonomic reactivity are more acute and show phobia, anxiety disorder and obsessive-compulsive disorder.

(c) Psychoticism Dimension

People with psychoticism lack concentration power and have weak memory. They are less insensitive. They are more worried for themselves than for others. They have element of cruelty and are sensation seeking. They are unable to protect themselves from danger and dangerous situations.

(d) Internal and External Locus of Control

Locus of control means internal or external control over reinforcement coming from operating response

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upon the environment. It is the development of a generalised expectancy within the individual as to how he behaves to reinforcement. People with internal locus of control think that skill coupled with hard work,

foresightedness and responsibility can change their fate and bring reinforcement. People high on external locus of control think that reinforcement is not in their control and they cannot influence the results. They believe in luck and coincidence.

Table 1: Characteristics of People with Internal and External Locus of Control

Internal Locus of Control Subjects	External Locus of Control Subjects
<ul style="list-style-type: none"> ● They stay away from situations which threaten control over reinforcement 	<ul style="list-style-type: none"> ● They are unable to keep balance in situations of learned helplessness
<ul style="list-style-type: none"> ● They like to maintain a certain probability of success 	<ul style="list-style-type: none"> ● They are more conform to social influence
<ul style="list-style-type: none"> ● They show independence of thinking 	<ul style="list-style-type: none"> ● They depend on others for opinions to quitean extent
<ul style="list-style-type: none"> ● They decide by using available information and previous experiences 	<ul style="list-style-type: none"> ● They decide on the basis of what others say
<ul style="list-style-type: none"> ● They give serious and long considerationbefore taking at a decision 	<ul style="list-style-type: none"> ● They make quick decisions
<ul style="list-style-type: none"> ● They rely more on their skill than leaving thingson chance factors 	<ul style="list-style-type: none"> ● They discuss with others and take their opinions
<ul style="list-style-type: none"> ● They resist to social influence 	<ul style="list-style-type: none"> ● They are easily influenced by outside socialfactors

(e) Field Dependence–Independence

Field dependent people are directly influenced by the stimuli and events in environment as they accept all these information in a non-selective manner while field independent people select information coming from the environment as per internal cues coming from within.

Table 2: Differences between Field Dependent and Field Independent Personalities

Field-Dependent	Field-Independent
<ul style="list-style-type: none"> ● They go by the cues available outside externally 	<ul style="list-style-type: none"> ● They are capable that make effective use of their cognitive abilities
<ul style="list-style-type: none"> ● They are less oriented towards problem solvingTasks 	<ul style="list-style-type: none"> ● They are more oriented towards problem solving tasks
<ul style="list-style-type: none"> ● They do not have the ability to reality monitoring 	<ul style="list-style-type: none"> ● They can do reality monitoring in memory. Reality monitoring means able to determine if a the origin of an information is external orinternal
<ul style="list-style-type: none"> ● They are more responsive to social stimuli 	<ul style="list-style-type: none"> ● They are less responsive to social stimuli
<ul style="list-style-type: none"> ● They are more friendly, considerate, and warm by others 	<ul style="list-style-type: none"> ● They are less friendly and less warm by others

Motivation

Motivation is needed for a person to engage in some particular behaviour. Motivational dimension should have the following:

(a) Achievement Motive Dimension

Motivation compels a person to work in a manner that ensures success. People with high achievement motivation have the following characteristics:

- Like the tasks that have high probability of success.
- Achieve the tasks on which comparison is possible.
- Like tasks that show personal characteristics.
- They raise their aspiration level with the success on a given task.
- They like to work in situations where they have control over outcome.