

# CHAPTER 1: WHAT IS PERSONALITY?

## Chapter Outline

- I. Proposed Determinants of Personality
  - A. Genetics
  - B. Traits
  - C. Sociocultural determinants
  - D. Learning
  - E. Existential-humanistic considerations
  - F. Unconscious mechanisms
  - G. Cognitive processes
  - H. Personality as a composite of the above factors
- II. Questions Confronting the Personality Theorist
  - A. What is the relative importance of the past, present, and future?
  - B. What motivates human behavior?
  - C. How important is the concept of self?
  - D. How important are unconscious mechanisms?
  - E. Is human behavior freely chosen or is it determined?
  - F. What can be learned by asking people about themselves?
  - G. Uniqueness versus commonality
  - H. Are people controlled externally or internally?
  - I. How are the mind and the body related?
  - J. What is the nature of human nature?
  - K. How consistent is human behavior?
- III. How Do We Find the Answers?
  - A. Science as an epistemological pursuit
  - B. Science as a combination of rationalism and empiricism
  - C. The roles of scientific theory: Synthesizing and heuristic functions
  - D. The principle of verification
- IV. Science and Personality Theory
  - A. Kuhn's view of science and scientific paradigms
  - B. Popper's view of science and the principle of falsifiability

## 1.1 Multiple Choice Questions

- 1) The term personality is derived from the Latin word persona, which means
- A) mask.
  - B) mind.
  - C) brain.
  - D) the person.

*Answer: A*

*Diff: 1                      Page Ref: 1*

*Skill: Factual*

- 2) According to Kluckhohn and Murray, every human being is
- A) like every other human being.
  - B) like some other human beings.
  - C) like no other human beings.
  - D) all of the above

*Answer: D*

*Diff: 1                      Page Ref: 1, 2*

*Skill: Applied*

- 3) According to the authors of your text, probably the most common lay explanation of personality is based on
- A) learning.
  - B) cultural norms.
  - C) genetics.
  - D) existential-humanistic considerations.

*Answer: C*

*Diff: 2                      Page Ref: 2*

*Skill: Conceptual*

- 4) The statement “He has an Irish temper” implies which of the following explanations of personality?
- A) cultural expectations
  - B) learning
  - C) inherited characteristics
  - D) unconscious mechanisms

*Answer: C*

*Diff: 1                      Page Ref: 2*

*Skill: Conceptual*

- 5) Findings by Bouchard and others suggest that the role of genetics in personality development is
- A) substantial.
  - B) minimal.
  - C) nonexistent.
  - D) substantial in other animals but minimal in humans.

*Answer: A*

*Diff: 2                      Page Ref: 2, 3*

*Skill: Applied*

- 6) The question “How much of an attribute is accounted for by heredity and how much of it is accounted for by experience?” defines the
- A) mind-body problem.
  - B) nativism-empiricism controversy.
  - C) existential-humanistic controversy.
  - D) uniqueness-lawfulness controversy.

*Answer: B*

*Diff: 2                      Page Ref: 3*

*Skill: Conceptual*

7) A person who believes that a person's IQ level is determined mainly by experience can be considered a(n)

- A) empiricist.
- B) existentialist.
- C) humanist.
- D) nativist.

*Answer: A*

*Diff: 2                      Page Ref: 3, 4*

*Skill: Conceptual*

8) The researcher who is interested in knowing what organizations you belong to and the economic level of your family is stressing \_\_\_\_\_ determinants of personality.

- A) genetic
- B) sociocultural
- C) existential-humanistic
- D) unconscious

*Answer: B*

*Diff: 2                      Page Ref: 4*

*Skill: Conceptual*

9) Those emphasizing the learning process in their explanation of personality are

- A) nativists.
- B) existentialists.
- C) humanists.
- D) empiricists.

*Answer: D*

*Diff: 1                      Page Ref: 4*

*Skill: Conceptual*

10) Those theorists who say, "We are what we have been rewarded for being," emphasize \_\_\_\_\_ in their explanation of personality.

- A) learning
- B) genetics
- C) early experience
- D) unconscious mechanisms

*Answer: A*

*Diff: 2                      Page Ref: 4*

*Skill: Conceptual*

11) According to the theorist emphasizing the learning process in the explanation of personality, the difference between a successful person and an unsuccessful person is found in

- A) cultural norms.
- B) early experience.
- C) the genes.
- D) patterns of reward and punishment.

*Answer: D*

*Diff: 1                      Page Ref: 4, 5*

*Skill: Conceptual*

12) According to the theorist emphasizing the learning process in the explanation of personality, control \_\_\_\_\_ and you can control personality development.

- A) inheritance
- B) cultural expectations
- C) patterns of reward and punishment
- D) early experience

*Answer: C*

*Diff: 2                      Page Ref: 5*

*Skill: Conceptual*

13) Theorists who emphasize the importance of either sociocultural determinants or learning in their explanations of personality are said to accept

- A) nativism.
- B) unconscious thought processes.
- C) free will.
- D) environmentalism.

*Answer: D*

*Diff: 2                      Page Ref: 5*

*Skill: Conceptual*

14) Which of these questions is the existential-humanistic theorist likely to ask?

- A) Why are you the way you are?
- B) What have you been rewarded for being?
- C) What does it mean to be you?
- D) Why doesn't anyone like you?

*Answer: C*

*Diff: 3                      Page Ref: 5*

*Skill: Conceptual*

15) Who is most likely to ask the question, "What is the significance of your awareness that you ultimately must die?"

- A) a learning theorist
- B) a psychoanalytic theorist
- C) an existential theorist
- D) a geneticist

*Answer: C*

*Diff: 2                      Page Ref: 5*

*Skill: Conceptual*

16) The \_\_\_\_\_ theorist assumes that a person knows a great deal about the determinants of his or her own personality.

- A) learning
- B) trait
- C) existential-humanistic
- D) psychoanalytic

*Answer: C*

*Diff: 3                      Page Ref: 5*

*Skill: Conceptual*

17) The so-called \_\_\_\_\_ theorist is most interested in studying lapses of memory.

- A) learning
- B) trait
- C) existential-humanistic
- D) depth

*Answer: D*

*Diff: 3                      Page Ref: 5*

*Skill: Conceptual*

18) The theorist emphasizing the unconscious assumes the person knows \_\_\_\_\_ determinants of his or her own personality.

- A) the unconscious
- B) only the conscious
- C) the existential-humanistic
- D) few if any

*Answer: D*

*Diff: 3                      Page Ref: 6*

*Skill: Conceptual*

19) According to Freud's or Jung's theories, the ultimate causes of behavior are

- A) unconscious.
- B) learned.
- C) traits.
- D) cultural norms.

*Answer: A*

*Diff: 1                      Page Ref: 6*

*Skill: Applied*

20) Which theory posits that your present experience and future goals are important determinants of personality?

- A) Learning Theory
- B) Existential-Humanistic Theory
- C) Trait Theory
- D) Cognitive Theory

*Answer: D*

*Diff: 1                      Page Ref: 6*

*Skill: Conceptual*

21) Behavior that is pulled by the future rather than pushed by the past is called \_\_\_\_\_ behavior.

- A) teleological
- B) hedonistic
- C) humanistic
- D) existential

*Answer: A*

*Diff: 1                      Page Ref: 7*

*Skill: Conceptual*

- 22) Hedonism refers to  
A) the search for meaning.  
B) the tendency to seek pleasure and avoid pain.  
C) goal-directed behavior.  
D) attraction to men named Don.

*Answer: B*

*Diff: 1                      Page Ref: 7*

*Skill: Factual*

- 23) The \_\_\_\_\_ believes that all of the influences acting on a person at a given time can actually be known.  
A) determinist  
B) existentialist  
C) free-willist  
D) none of the above

*Answer: D*

*Diff: 3                      Page Ref: 8*

*Skill: Conceptual*

- 24) The intense study of the individual case is called \_\_\_\_\_ research.  
A) idiographic  
B) nomothetic  
C) introspective  
D) humanistic

*Answer: A*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

- 25) The study of the average performance of groups of individuals is called \_\_\_\_\_ research.  
A) idiographic  
B) nomothetic  
C) introspective  
D) humanistic

*Answer: B*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

- 26) Variables controlling a person's behavior internally are called  
A) person variables.  
B) situation variables.  
C) introspective variables.  
D) unconscious variables.

*Answer: A*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

27) Variables controlling a person's behavior externally are called

- A) person variables.
- B) situation variables.
- C) introspective variables.
- D) unconscious variables.

*Answer: B*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

28) The mind-body problem consists of determining how

- A) our behavior can be both freely chosen and determined at the same time.
- B) mental events and bodily events are related to each other.
- C) bodily experiences are similar to mental experiences.
- D) the mind can inhibit undesirable behavior.

*Answer: B*

*Diff: 3                      Page Ref: 9*

*Skill: Conceptual*

29) Which of the following positions on the mind-body problem states that there is really no problem because the mind does not exist?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: A*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

30) Which of the following positions on the mind-body problem claims that mental events are merely irrelevant byproducts of bodily events?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: B*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

31) Which of the following positions on the mind-body problem claims that external events trigger mental and bodily events at the same time?

- A) physical monism
- B) epiphenomenalism
- C) parallelism
- D) interactionism

*Answer: C*

*Diff: 1                      Page Ref: 9*

*Skill: Factual*

32) The \_\_\_\_\_ theory of human nature states that people become what they experience.

- A) rationalistic
- B) empirical
- C) existential
- D) animalistic

*Answer: B*

*Diff: 2                      Page Ref: 10*

*Skill: Conceptual*

33) The \_\_\_\_\_ conception of human nature claims that we inherit behavioral predispositions from our evolutionary past, but these predispositions can be modified by rational thought or by cultural influence.

- A) empirical
- B) evolutionary
- C) existential
- D) mechanistic

*Answer: B*

*Diff: 1                      Page Ref: 10*

*Skill: Factual*

34) The \_\_\_\_\_ theory of human nature assumes that we are born basically good.

- A) rationalistic
- B) existential
- C) animalistic
- D) humanistic

*Answer: D*

*Diff: 1                      Page Ref: 10*

*Skill: Factual*

35) Traditionally, most personality theorists have assumed that

- A) people are basically selfish and animalistic.
- B) people are consistent.
- C) people have the tendency to lie and deceive.
- D) people are basically good.

*Answer: B*

*Diff: 1                      Page Ref: 10*

*Skill: Factual*

36) \_\_\_\_\_ is the study of knowledge.

- A) Introspection
- B) Empiricism
- C) Epistemology
- D) Rationalism

*Answer: C*

*Diff: 1                      Page Ref: 11*

*Skill: Factual*



37) \_\_\_\_\_ is the belief that sensory experience is the basis of all knowledge.

- A) Determinism
- B) Rationalism
- C) Empiricism
- D) Hedonism

*Answer: C*

*Diff: 1                      Page Ref: 11*

*Skill: Factual*

38) Scientific theory combines \_\_\_\_\_ and \_\_\_\_\_ .

- A) introspection; nativism
- B) hedonism; epistemology
- C) determinism; free will
- D) rationalism; empiricism

*Answer: D*

*Diff: 2                      Page Ref: 11*

*Skill: Factual*

39) A theory's ability to explain several different observations is its \_\_\_\_\_ function.

- A) synthetic
- B) heuristic
- C) empirical
- D) deterministic

*Answer: A*

*Diff: 1                      Page Ref: 12*

*Skill: Factual*

40) A theory's ability to generate new research is referred to as its \_\_\_\_\_ function.

- A) synthetic
- B) heuristic
- C) empirical
- D) deterministic

*Answer: B*

*Diff: 1                      Page Ref: 12*

*Skill: Factual*

41) According to Hall and Lindzey, the most important question to ask when evaluating a personality theory is:

- A) Does it generate empirical research?
- B) Would it be approved by physical scientists?
- C) Does it seem reasonable?
- D) Does it explain everything that is known about personality?

*Answer: A*

*Diff: 3                      Page Ref: 12*

*Skill: Applied*

42) In order to be useful, a scientific theory must

- A) explain all phenomena in a research area.
- B) generate new research.
- C) be incapable of being proven incorrect.
- D) all of the above

*Answer: B*

*Diff: 2                      Page Ref: 12*

*Skill: Conceptual*

43) According to “the principle of verification,” a theory is only useful if it

- A) is correct.
- B) is understood by scientists.
- C) has interesting premises and conclusions.
- D) can be tested.

*Answer: D*

*Diff: 3                      Page Ref: 13*

*Skill: Conceptual*

44) Thomas Kuhn called a point of view shared by a large number of scientists a

- A) paradigm.
- B) theory.
- C) beam of light.
- D) heuristic approach.

*Answer: A*

*Diff: 1                      Page Ref: 14*

*Skill: Applied*

45) According to the authors of your text, the most important thing about paradigms is that

- A) logically, only one can be correct.
- B) they all generate different research methodologies.
- C) both A and B
- D) neither A nor B

*Answer: B*

*Diff: 1                      Page Ref: 14*

*Skill: Conceptual*

46) According to Popper, before a theory can be considered scientific it must

- A) make risky predictions.
- B) be falsifiable.
- C) make nothing but correct predictions.
- D) both A and B above

*Answer: D*

*Diff: 1                      Page Ref: 15*

*Skill: Applied*

- 47) Popper's principle of falsifiability is quite similar to
- A) the principle of verification.
  - B) the Kuhn dictum.
  - C) the rationality debate.
  - D) the existential paradigm.

*Answer: A*

*Diff: 3      Page Ref: 15*

*Skill: Applied*

- 48) According to Marx and Goodson, progress in science occurs when
- A) theories are wrong.
  - B) good people work together to solve problems.
  - C) technology makes the impossible possible.
  - D) all of the above

*Answer: A*

*Diff: 3      Page Ref: 16*

*Skill: Applied*

- 49) Which of the following would Popper consider to be nonscientific?
- A) astrology
  - B) Freud's theory of personality
  - C) Einstein's theory of relativity
  - D) both A and B

*Diff: 3      Page Ref: 16*

*Skill: Applied*

- 50) According to Popper's criteria, many theories of personality
- A) are as scientifically sound as Einstein's theory.
  - B) are based on pre-paradigmatic science.
  - C) are not scientific.
  - D) all of the above

*Answer: C*

*Diff: 1      Page Ref: 16*

*Skill: Applied*

## **1.2 Questions for Essay or Discussion**

1. In your opinion, what are the most important questions about human personality? In other words, what questions about human nature should be contained in a theory of personality?
2. In your opinion, can human personality be studied scientifically? Why or why not?
3. How important is it for a theory of personality to make risky, testable statements? Explain your answer.