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2 Personality Traits: A Good Theory

WHAT IS A PERSONALITY TRAIT?
Two Approaches to the Study of Personality Traits

WHAT DO WE KNOW ABOUT PERSONALITY FROM THE IDIOGRAPHIC APPROACH?
Studying Individual Personalities: The Idiographic Approach
The Idiographic Approach Applied: The Case of Jenny

WHAT DO WE KNOW ABOUT PERSONALITY FROM THE Nomothetic APPROACH?
Finding Universals: The Nomothetic Approach
The Theoretical Approach
The Lexical Approach
The Measurement Approach

RESEARCH METHODS ILLUSTRATED: FACTOR ANALYSIS

THE GREAT NOMOTHETIC SEARCH FOR UNIVERSAL PRINCIPLES OF PERSONALITY
Three Superfactors: Eysenck
Five Factors: The Big Five and the Five Factor Model
A Rose by Any Other Name? Two Models of the Five Factors
Is Five Really the Ultimate Answer to Life, The Universe, and Everything?
A One Factor Solution
Six and Seven Factor Solutions . . . and Beyond

THEN AND NOW: THE FOUR TEMPERAMENTS AND THE FIVE FACTORS

THE PERSONALITY OF EVERYDAY LIFE: WHAT CAN YOU TELL ABOUT SOMEONE FROM HIS OR HER LIVING SPACE?

CHAPTER SUMMARY

REVIEW QUESTIONS

KEY TERMS

Lecture and Discussion Ideas

1. Have students describe someone they know well using dynamic traits, temperament traits, and ability traits.

2. Have students generate examples, either as a class, in small groups, or alone, for the 4 levels of traits (type, trait, habits, responses) using Eysenck's PEN theory.

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3. Intriguing additional studies to present to class include: Rentfrow, Gosling, and Potter, (2008) or Rentfrow (2010). Both articles link scores on the five factors to geography and include fascinating graphics. Based on this work, have students discuss where their ideal place to live would be and why (see below for the location of interactive maps illustrating their findings online).

Active Learning Ideas

1. Case Study Illustrating A Trait Model

Write a case study of a character from literature, TV, movies, or real life using one of the trait models presented in the textbook.

2. Case Study: Nelson Mandella

Much is known about the life and character of Nelson Mandella. Students can study materials online, including documentaries to complete a personality profile of this most interesting and impacting individual. For the full description of how to utilize this obituary as a case study of the five factors see Miserandino (2007).

3. Human Factor Analysis

If students have described themselves using trait terms (see Lecture and Discussion Idea #2 in Chapter 1), they can write their responses on small pieces of scrap paper (e.g., post it notes) and conduct a human factor analysis of papers. That is, working in pairs, instruct students to group traits into factors by similarity (e.g., outgoing, sociable, party-animal) including antonyms (e.g., nervous, calm) on the same factor. Then have the pairs team up with other pairs to consolidate their factors. Next, have groups continue to consolidate their factors into the least number of factors possible. How many factors do student need to account for all the traits in the class? How would you name the factors? Do the factors obtained make sense?

For example, at my school we had many psychology majors who were also pre-physical therapy majors. Our first factor was often a "Psychology Major" factor (warm, outgoing, empathetic, cares about people) and the second factor was a "Pre-Med" factor (cynical, logical, organized, driven).

Segrist and Pawlow (2007) describe a similar activity using items from a personality questionnaire. They lead students into a discussion around how students decided which group to join, what happens when a student could fit into more than one group, what items caused the most difficulty, etc., leading directly into a discussion of factor analysis, including the benefits and criticisms of the technique.

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4. Exploring The Dichotomy of the Five Factors

The September 2007 *Tiagi Game Letter* (providing "Seriously fun activities for trainters, facilitators, performance consultants, and managers", see their website **http://www.thiagi.com/**) features a game to help people see both sides of an issue. This is a good way to help students see that both ends of the five factors are within the range of normal personality and to help them appreciate what people at the both ends of the continuum are like. Working in groups of three, students must present the advantages and disadvantages of being at one end or the other on one of the five factors (i.e., Neurotic, Extraverted, Open, Agreeable, Conscientious vs. Emotionally stable, Introverted, Conventional, Disagreeable, and Disorganized) to their teammates. The third person acts as a judge assigning 13 points between the two presenters based on how persuasive they were. Rotate roles until all five factors are discussed.

5. Behavioural Checklist of the Five Factors

Stephen Dollinger (2004) describes an activity in which students answer questions and fill out a measure of the five-factor model. Instructors then calculate correlations between each behavior and trait. Students attempt to predict the class's responses to the behavior checklist based on their standings on the five-factor model. The activity illustrates the five-factor model, type I and type II errors, correlation, and implicit personality theories. The activity can also be modified for use with any personality model, or set of traits; students can also generate additional behavior checklist items of their own based on their discussion.

Handout 2.1 is a variation on this activity, listing items that correlated with the five factors according to research that I have collected over the years, in addition to Dollinger's original items. Working in pairs or small groups, students try to guess which factor correlates with each of the behaviors and what the direction of that correlation is. For example, if people high in Neuroticism, Extraversion, Openness, Agreeableness, or Conscientiousness are likely to engage in the behavior then the correlation is positive. If people low in Neuroticism, Extraversion, Openness, Agreeableness, or Conscientiousness are likely to engage in the behavior, then the correlation is negative (Answers are provided in Handout 2.2.)

6. The Trait Paper Assignment

Review Hittner (1999). From the abstract: "A personality trait-based term paper assignment that is appropriate for use in personality psychology courses and that is designed to foster critical thinking skills is introduced. The extent to which the trait questions correspond to generic critical thinking questions is considered, the specific thinking skills induced by each trait question are discussed, and potential limitations of the assignment are noted. Preliminary data are also presented which suggest that the trait-based term paper assignment stimulates critical thinking and enhances knowledge about personality traits. It is hoped that the ideas presented and issues discussed in the present article will encourage academic psychologists from all sub disciplines to develop writing assignments that foster critical thinking skills." This assignment is not rooted in a particular model of traits and so is adaptable to any model.

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7. Open Minded or Purple Haired?

In discussing the Big-Five trait theory, I like to make a point that some of the terms students come across may not mean what they think they mean. For example, Openness. Openness involves several components, but one of which is being creative or open to new ideas. We sometimes call this being open-minded in the lay population. So I ask students to describe an open-minded person and also a close-minded person. I chart their observations. Then I point out some common assumptions and errors and we discuss those. For example, students may think someone with purple hair is open minded. So I ask students to explain why they think that person is open minded. And then I challenge them, could it be that that person is simply purple haired but close-minded? Meaning, perhaps the individual is opinionated and not very open to new ideas. Perhaps that individual is rigid in their thinking and stubborn when presented with opposing but valid arguments. Likewise, a very traditional looking person may be one of the most open minded people you can meet. So the lesson is not judging the book by the cover. When we say open minded it really is referring to the mind and the thinking, not the hair color.

This is a great opportunity to expose some of our bias and human beings. So we can discuss our biases in this arena and how that can impact our work as scientists. Another example students seem to enjoy has to do with sexual behavior. The question is, if someone enjoys sex with a lot of partners, does this mean they are open minded? Often people think it may. But then I ask students to consider that people who have only one sex partner, or even who abstain, may also be quite open minded. This is a good opportunity to talk about boundaries and that if you have boundaries in your life, and in your relationship, that this may be the product of good mental health. Students soon see how unfair it is to view someone as close-minded simply because they choose to have boundaries in their sexual or personal conduct.

Multimedia Resources

1. NPR *In Character* series
http://www.npr.org/templates/story/story.php?storyId=17914370

In Character: Tricksters, Vamps, Heros, Scamps From Darth Vader to Scarlett O'Hara, a series from NPR, explores indelible American characters from fiction, folklore and pop culture. Hear experts discuss the psychology of characters such as Vernon Waters (*A Soldier's Story*), Willie Stark (*All the King's Men*), Charlotte (*Charlotte's Web*), Auntie Mame, Uncle Tom, Henry Fleming (*The Red Badge of Courage*), The Joker, Norman Bates, Nancy Drew, Jo March (*Little Woman*), King Kong, Mr. Spock, Carrie (*Sex and the City*), Buffy the Vampire Slayer, Ricky Ricardo, Charlie Brown, Fred Sanford, Indiana Jones, Dora the Explorer, Mama Rose, Hanibal Lecter, Portnoy, Eric Cartman (*South Park*), Walter Mitty, Catwoman, Blanche DuBois, Captain Ahab, Barbie, Harriet the Spy, Hester Prynne (*The Scarlet Letter*), Elmer Gantry, Darth Vader, Gordon Gekko (*Wall Street*), Charlie Chaplin's Little Tramp, Cookie Monster, George Jefferson, Willy Loman (*Death of a Salesman*), Huckleberry Finn, Scarlett O'Hara, Pollyanna, Holden Caulfield, The Lone Ranger, Lassie, Bugs Bunny, and others.

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2. The Five Factors
http://www.youtube.com/watch?v=miO14kjUNp8

Erica Melkonian put this montage together as an independent study project in her AP Psychology class in May of 2011. In it, she defines and illustrates people who are high and low on each of the five factors including the famous and infamous like Curious George and Adolph Hitler (runs 3 mintues, 38 seconds).

3. Sam Gosling: What Your Stuff Says About You
http://fora.tv/2008/06/16/Sam_Gosling-Snoop_The_Secret_Language_of_Stuff

Sam Gosling, author of *Snoop*: *The Secret Language of Stuff*, presents an overview of his research to the Commonwealth Club of California in this video from 2008. Topics include creativity and openness, Facebook profiles, faking a personal space, and much more. The site includes a biography of Gosling, highlights of the talk, transcript, and the entire talk (1 hour; 7 minutes).

Web Resources

1. Take and Score the NEO Personality Inventory
http://www.class.uidaho.edu/psyc310/lessons/lesson03/lesson03-1_homework.htm

Kenneth Locke at the University of Idaho designed this homework assignment for his psychology of personality class. Students take a 60-item version of the NEO, score it, and think about what it means.

2. International Personality Item Pool (IPIP)
http://www.personal.psu.edu/faculty/j/5/j5j/IPIP/ | NEO Personality Inventory

An online version of the IPIP representation of the NEO personality inventory, this includes both the original and a short version.

3. The HEXACO Personality Inventory–Revised
http://hexaco.org

This inventory measures the six-factor model of personality by Kibeom Lee and Michael C. Ashton.

4. The Geography of Personality
http://online.wsj.com/article/SB122211987961064719.html?mod=yhoofront - articleTabs_interactive-PERSONALITY08

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The *Wall Street Journal* presents this summary of the research by Gosling et al (2008) linking scores on the Five Factor model to living area. The piece includes interactive maps.

5. The Big Five Personality Test
http://www.outofservice.com/bigfive/

Using the Big Five Personality Test site by Oliver P. John at UC Berkeley, find out how you score on the Five Factor Model and participate in on-line research at the same time. This site includes a special section for twins and for friends to rate each other

6. Eysenck's PEN model
http://www.ship.edu/%7Ecgboeree/eysenckminitest.html Eysenck Personality Mini Test

Students can see where they fall on Extroversion, Neuroticism, and Psychoticism in this test posted by George Boeree of Shippensburg University.
7. You Just Get Me: Traits and Trait Perceptions of others
http://www.youjustgetme.com/

The *You Just Get Me* website asks visitors. "Do you get people, even if you just met them? Do the people in your life truly get you?" Using the Five-Factor model, respondents answer 43 questions about their personality and try to guess the personality of other visitors.

8. Factor Analysis and Sea Monsters
http://www.devpsy.org/teaching/method/factor_analysis.html

Kevin Grobman, who maintains the DevPsy.org website, uses the brilliant metaphor of underwater sea monsters in order to help students understand what factor analysis is. Check out his engaging graphics and explanation here. He also includes a link to PowerPoint slides you can use in your own lectures.

For Further Reading

1. Sam Gosling and Oliver P. John (1999) Personality dimensions in nonhuman animals: A cross-species review. *Current Directions in Psychological Science*, 8(3), 69-75.

Do animals have personality? While they may not show Neuroticism, Extraversion, Openness, Agreeableness or Conscientiousness in quite the same way as humans, you may be surprised at how similar of chimpanzees, gorillas, monkeys, dogs, cats, and even rats are to humans.

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2. Daniel Goleman (2007) *Social Intelligence*. New York: Bantam Books.

In this book, Goleman reviews and updates his theory of social intelligence discussing how relationships not only impact our experiences, but also alter our brain chemistry and neuroscience.

3. Kibeom Lee and Michael C. Ashton (2007). Factor analysis in personality research. In R. W. Robins, R. C. Fraley and R. F. Kreuger (Eds.) *Handbook of Research Methods in Personality Psychology*. New York: The Guilford Press.

This excellent, if somewhat advanced, overview of what factor analysis is and how it is used in personality research includes a case study of actual data to walk the reader through the process.

4. Daniel Nettle (2007). *Personality: What Makes You the Way You Are*. Oxford, UK: Oxford University Press.

This down-to-earth description of the five factor model including genetic and evolutionary explanations, physiological differences, and everyday behaviors includes the Newcastle Personality Assessor to find out where you fall on the five factors.

5. Sam Gosling (2008) *Snoop: What Your Stuff Says About You*. New York: Basic Books.

In what ways do we express our personalities and can others reliably judge us? Sam Gosling summarizes his research and the research of others on these interesting questions and teaches you how to become an expert "snooper" by identifying the valid cues.

References

Dollinger, S. J. (2004). Predicting personality-behavior relations: A teaching activity. *Teaching of Psychology, 31(1)*, 48-51.Fun with Five factors handout.

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Handouts

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Handout 2.1: Behavioral Checklist of the Five Factor Model

For each finding below, decide which of the five factors (if any) may correlate with it. Then decide if the correlation is negative or positive. Put a + or a – sign in the box below the factor name.

HINT: The number in parentheses after each item tells you how many correlations are significant, as well as whether they are positive or negative.

Finding	***N***	***E***	***O***	***A***	***C***
1. Ever pulled an all-nighter to complete an assignment (1-)					
2. Ever been in counseling or therapy (1+)					
3. Read 12 or more books in a year (excluding books assigned for school) (1+)					
4. Volunteered to tutor, coach, etc. (2+)					
5.Ever been to Florida or Mexico for Spring Break (1+)					
6. Ever thrown a party for 20 or more people (1+)					
7. Ever composed a poem (not for an assignment) (1+)					
8. Ever gotten drunk for the sake of getting drunk (1+)					
9. Ever cheated on a spouse/lover/dating partner (1-)					
10. Get good grades in school (2+)					
11. Engage in risky sexual behaviors (2-, 1+)					
12. Alcohol consumption (1+, 1-)					
13. Mt Everest climbers (3+, 1-)					
14. Happiness and positive affect in everyday life (1+, 1-)					
15. Effective leaders (3+, 1-)					
16. Life satisfaction (1+, 1-)					
17. Remember their dreams at night (1+)					
18. Have vivid dreams (1+)					
19. Live longer (1+)					
20. Develop a cold (1-)					

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Handout 2.1: Behavioral Checklist of the Five Factor Model
Answers

Finding	*N*	*E*	*O*	*A*	*C*
1. Ever pulled an all-nighter to complete an assignment (1-)					-
2. Ever been in counseling or therapy (1+)	+				
3. Read 12 or more books in a year (excluding books assigned for school) (1+)			+		
4. Volunteered to tutor, coach, etc. (2+)		+		+	
5.Ever been to Florida or Mexico for Spring Break (1+)		+			
6. Ever thrown a party for 20 or more people (1+)		+			
7. Ever composed a poem (not for an assignment) (1+)			+		
8. Ever gotten drunk for the sake of getting drunk (1+)	+				
9. Ever cheated on a spouse/lover/dating partner (1-)					-
10. Get good grades in school (2+)	+				+
11. Engage in risky sexual behaviors (2-, 1+)	+			-	-
12. Alcohol consumption (1+, 1-)		+			-
13. Mt Everest climbers (3+, 1-)	-	+		+	+
14. Happiness and positive affect in everyday life (1+, 1-)	-	+			
15. Effective leaders (3+, 1-)	-	+		+	+
16. Life satisfaction (1+, 1-)	-	+			
17. Remember their dreams at night (1+)			+		
18. Have vivid dreams (1+)			+		
19. Live longer (1+)					+
20. Develop a cold (1-)					

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1) Gosling, Ko, Mannarelli, and Morris reasoned that when people live in an environment they leave behind behavioural

a. residue.

b. hints.

c. evidence.

d. "fingerprints."

Answer: a
Diff: 2

Type: MC
Page Reference: 21

Topic: Overview

Skill: Factual

2) In the research on what can be learned about a person's personality from their living environment, all of the following were used as descriptions EXCEPT

a. anxious and easily upset.

b. critical and quarrelsome.

c. gentle and compassionate.

d. disorganized and careless.

Answer: c
Diff: 2

Type: MC
Page Reference: 21

Topic: Overview

Skill: Factual

3) If you visit a new friend's bedroom, which of the following personality traits will you be most likely to judge accurately?

a. Openness

b. Neuroticism

c. Agreeableness

d. Extraversion

Answer: a

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Diff: 3

Type: MC
Page Reference: 22

Topic: Overview

Skill: Applied

4) _____ describe(s) a person's typical style of thinking, feeling, and acting in different kinds of situations and at different times.

a. Personality

b. Traits

c. Ego

d. Habits

Answer: b
Diff: 2

Type: MC
Page Reference: 22

Topic: What Is a Personality Trait?

Skill: Factual

5) Because traits cannot be directly measured, as weight can be for example, researchers think of traits as _____ concepts.

a. hypothetical

b. illusory

c. statistical

d. experimental

Answer: a
Diff: 3

Type: MC
Page Reference: 23

Topic: What Is a Personality Trait?

Skill: Factual

6) Some psychologists view traits as simple summaries of behaviour, but others see them as much more, even as

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a. the essence of a person.

b. ego syntonic.

c. genetic motivations.

d. causal properties.

Answer: d
Diff: 3

Type: MC
Page Reference: 23

Topic: What Is a Personality Trait?

Skill: Conceptual

7) Currently there are two basic methods for studying traits, the _____ approach and the _____ approach.

a. idiopathic; psychoanalytic

b. ideographic; nomothetic

c. Freudian; Rogerian

d. scientific; philosophical

Answer: b
Diff: 2

Type: MC
Page Reference: 23

Topic: What Is a Personality Trait?

Skill: Conceptual

8) As a personality researcher, your interest is to understand the personality of a single individual with all of the quirks or idiosyncrasies and characteristics that make that person unique. You would likely adopt the _____ approach for your research.

a. nomothetic

b. ideographic

c. psychodynamic

d. universalist

Answer: b
Diff: 3

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Type: MC
Page Reference: 23-24

Topic: What Is a Personality Trait?

Skill: Applied

9) Dr. Anderson found that a sense of belonging is important for undergraduate students. She now conducts cross-cultural research and recruited groups of participants from Canada and from China to examine how this motivation is important across cultures. Which of the following approaches does she take?

a. Nomothetic

b. Ideographic

c. Psychodynamic

d. Universalist

Answer: a
Diff: 2

Type: MC
Page Reference: 24

Topic: What Is a Personality Trait?

Skill: Applied

10) Allport suggested that the individual

a. must be studied by science.

b. cannot be studied by science.

c. is a mystery that is beyond our understanding.

d. is too changeable from situation to situation to be comprehended.

Answer: b
Diff: 2

Type: MC
Page Reference: 24

Topic: What Is a Personality Trait?

Skill: Conceptual

11) The psychologist who is said to have found a way of studying both the general (nomothetic) and specific (idiographic) aspects of human personality is

a. Allport.

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b. Freud.

c. Eysenck.

d. Maslow.

Answer: c
Diff: 2

Type: MC
Page Reference: 24-25

Topic: What Is a Personality Trait?

Skill: Factual

12) Eysenck suggested that the human personality is organized into a hierarchy that included all of the following levels of organization EXCEPT

a. Type Level.

b. Trait Level.

c. Personal Level.

d. Specific Response Level.

Answer: c
Diff: 3

Type: MC
Page Reference: 25

Topic: What Is a Personality Trait?

Skill: Conceptual

13) According to Eysenck, if we notice that certain traits tend to occur together in people then we can say that we've identified ALL of the following EXCEPT

a. a syndrome.

b. an ideographic pattern.

c. a personality type.

d. an observed constellation of traits.

Answer: b
Diff: 3

Type: MC
Page Reference: 25

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Topic: What Is a Personality Trait?

Skill: Conceptual

14) In the concept of Eysenck's pyramid, one would find idiosyncratic reactions

a. in the trait level.

b. nowhere.

c. higher in the pyramid.

d. lower in the pyramid.

Answer: d
Diff: 2

Type: MC
Page Reference: 25

Topic: What Is a Personality Trait?

Skill: Applied

15) Allport identified three kinds of traits. Which of the following is NOT one of those kinds?

a. Primary

b. Central

c. Secondary

d. Cardinal

Answer: a
Diff: 2

Type: MC
Page Reference: 26

Topic: What Do We Know About Personality From the Idiographic Approach?

Skill: Factual

16) Kamra likes to be in a quiet environment, so she does not interact with others frequently. She has strong leadership skills, but these skills are only slightly revealed so that only a very close friend of hers might notice them. According to Allport, which of the following describes her leader personality trait that is seldom displayed?

a. Ego dystonic trait

b. Central trait

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c. Secondary trait

d. Cardinal trait

Answer: c
Diff: 2

Type: MC
Page Reference: 26

Topic: What Do We Know About Personality From the Idiographic Approach?

Skill: Applied

17) An early example of the idiographic method was Allport's analysis of a series of letters between a woman to which he gave the pseudonym

a. Jenny.

b. H.M.

c. Dora.

d. Gretel.

Answer: a
Diff: 2

Type: MC
Page Reference: 26

Topic: What Do We Know About Personality From the Nomothetic approach?

Skill: Factual

18) The textbook suggests at least three different ways to identify meaningful words used to describe personality. Which of the following is NOT mentioned in Chapter 2?

a. The theoretical approach

b. The observational approach

c. The lexical approach

d. The measurement approach

Answer: b
Diff: 2

Type: MC
Page Reference: 27-28

Topic: What Do We Know About Personality From the Nomothetic Approach?

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Skill: Factual

19) Del Paulhus and colleagues at UBC took the measure of Machiavellianism and incorporated it into their concept of the "Dark Triad," a composite dark personality pattern including narcissism, psychopathy, and Machiavellianism. This is an example of which of the following approaches?

a. The observational approach

b. The measurement approach

c. The lexical approach

d. The theoretical approach

Answer: d
Diff: 1

Type: MC
Page Reference: 27-28

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Applied

20) If, in researching personality, you were to study the number of synonyms that are used to describe personality in that language, you would be employing what type of approach?

a. Nomothetic

b. Lexical

c. Psychodynamic

d. Linguistic

Answer: b
Diff: 2

Type: MC
Page Reference: 28

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Conceptual

21) Developing questionnaires is most closely associated with which approach to the study of personality?

a. Factor analysis

b. Theoretical analysis

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c. Lexical analysis

d. Measurement analysis

Answer: d
Diff: 1

Type: MC
Page Reference: 28-29

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Applied

22) Using statistics to see how various personality variables and terms cluster together is known as

a. factor analysis.

b. analysis of variance.

c. statistical analysis.

d. measurement analysis.

Answer: a
Diff: 2

Type: MC
Page Reference: 29

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Factual

23) _____ used factor analysis to discover 16 personality factors.

a. Freud

b. Allport

c. Costa

d. Cattell

Answer: d
Diff: 2

Type: MC
Page Reference: 29

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Factual

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24) When doing factor analysis, which factor generally accounts for the greatest amount of the variation in the data?

a. The first factor

b. The last factor

c. The cardinal factor

d. The dominant factor

Answer: a
Diff: 2

Type: MC
Page Reference: 29

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Conceptual

25) Each of the _____ factors describes personality at a high level of abstraction summarizing a large number of more distinct lower level traits.

a. Cardinal Ten

b. Big Five

c. Primary Eight

d. Distinct Seven

Answer: b
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

26) Research suggests that several widely used personality tests seem to contain _____ factors.

a. two

b. five

c. eight

d. ten

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Answer: b
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

27) Eysenck; McCrae, and others have theorized that for personality traits to be universal they must be rooted in

a. theory.

b. nomothetic theory.

c. truth.

d. biology.

Answer: d
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

28) Instead of five factors, Hans Eysenck proposed

a. four factors.

b. sixteen mini-factors.

c. eleven broad traits.

d. three superfactors.

Answer: d
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

29) Which of the following types of research provided support for Eysenck's model?

a. An experiment with rats and pigeons

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b. Intra-cultural research within Canada

c. An examination of a region of the brain

d. The Human Genome Project

Answer: c
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

30) Eysenck identified _____ traits that were associated with each of his three superfactors.

a. genetic

b. broad

c. narrow

d. factor analytic

Answer: c
Diff: 2

Type: MC
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

31) Amy has low self-esteem and is sensitive to negative information. She notices signs of rejection even when her boyfriend assures her that he loves her. She tends to experience negative emotions and worries about her relationship. Which of the following personality traits does she have?

a. Low in Extraversion

b. High in Neuroticism

c. High in Psychoticism

d. Low in Agreeableness

Answer: b
Diff: 3

Type: MC

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Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

32) You are seeing a client in your psychology practice that is very tough-minded and harsh in his views of other people. Using a test of Eysenck's Factors, you would expect your client to score high on the _____ scale.

a. Psychoticism

b. Extraversion

c. Neuroticism

d. Psychopathy

Answer: a
Diff: 2

Type: MC
Page Reference: 32

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

33) In Eysenck's model, all of the following are associated with Psychoticism EXCEPT

a. acute empathy.

b. egocentricism.

c. impulsivity.

d. aggression.

Answer: a
Diff: 2

Type: MC
Page Reference: 32

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

34) For Eysenck, all of the following are associated with extraversion EXCEPT

a. sociability.

b. sensation seeking.

c. social domination.

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d. anxiety.

Answer: d
Diff: 1

Type: MC
Page Reference: 32

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

35) For the Eysencks (Hans and Sybil), a typical introvert is all of the following EXCEPT

a. introspective.

b. likes to read.

c. fond of new things.

d. forward planning.

Answer: c
Diff: 2

Type: MC
Page Reference: 32-33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

36) Which of Eysenk's factors refers to negative emotionality?

a. Neuroticism

b. Psychoticism

c. Extraversion

d. Anxiety

Answer: a
Diff: 2

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

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37) Individuals low in Eysenck's Neuroticism factor tend to be all of the following EXCEPT

a. even-tempered.

b. careful.

c. unemotional.

d. quick to recover from upsetting experiences.

Answer: b
Diff: 2

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

38) The following question in Eysenck's Personality Questionnaire appears on the _____ scale: "Do you enjoy practical jokes that can sometimes really hurt people?"

a. Neuroticism

b. Introversion

c. Psychoticism

d. Psychopathy

Answer: c
Diff: 2

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

39) On which scale of the Eysenck Personality Questionnaire does the following question appear? "Does your mood often go up and down?"

a. Psychoticism

b. Anxiety

c. Extraversion

d. Neuroticism

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Answer: d
Diff: 2

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

40) You are planning to develop an alternate set of questions to test the concept of neuroticism in Eysenck's terms. Your set of questions will likely focus on

a. intellectual rumination.

b. negative emotions.

c. fears.

d. intelligence.

Answer: b
Diff: 3

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

41) Which of the following is a limitation of Eysenck's model?

a. The model focuses on the nomothetic approach.

b. The model dismisses biological predispositions.

c. Traits are organized hierarchically.

d. Important traits are missing.

Answer: d
Diff: 2

Type: MC
Page Reference: 33

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

42) In debating the five-factor model, Eysenck suggested that _____ is more of a cognitive factor and should not be considered a dimension of personality.

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a. neuroticism

b. agreeableness

c. openness

d. control

Answer: c
Diff: 2

Type: MC
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

43) All of the following are one of the Big Five EXCEPT

a. Psychoticism.

b. Openness.

c. Agreeableness.

d. Conscientiousness.

Answer: a
Diff: 2

Type: MC
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

44) Carl worries a great deal about how other people think about him. He will likely score high on the _____ scale of a Five-Factor Model.

a. Neuroticism

b. Openness

c. Extraversion

d. Conscientiousness

Answer: a
Diff: 2

Type: MC
Page Reference: 34

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Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

45) Agreeing with the item "I often feel tense and jittery" on the NEO Personality Inventory is a strong indicator of

a. control.

b. anxiousness.

c. extraversion.

d. neuroticism.

Answer: d
Diff: 2

Type: MC
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

46) On the NEO-PI-R, the six subscales are called

a. subscales.

b. dimensions.

c. facets.

d. factors.

Answer: c
Diff: 2

Type: MC
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

47) If we think of Neuroticism as a superfactor, then all of the following could be facets of neuroticism EXCEPT

a. cruelty.

b. anxiety.

c. hostility.

d. depression.

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Answer: a
Diff: 2

Type: MC
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

48) Which of the following is/are mostly likely a facet of extraversion?

a. Positive emotions

b. Anxiety

c. Sadness

d. Guilt

Answer: a
Diff: 2

Type: MC
Page Reference: 34-35

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

49) Which of the following is most likely NOT a facet of extraversion?

a. Activity

b. Excitement-seeking

c. Warmth

d. Anxiety

Answer: d
Diff: 2

Type: MC
Page Reference: 35

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

50) All of the following are most likely associated with the factor of openness EXCEPT

a. aesthetics.

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b. adventurousness.

c. psychological liberalism.

d. conventional thinking.

Answer: d
Diff: 3

Type: MC
Page Reference: 35

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

51) As conceptualized in the textbook,

a. there is considerable psychological benefit to being high in the Openness factor.

b. there is no particular psychological benefit to being high in the Openness factor.

c. there is considerable psychological benefit to being high in the Extraversion factor.

d. there is no effect on a the situation based on the value of any particular factor.

Answer: b
Diff: 2

Type: MC
Page Reference: 35

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

52) An individual who has quality interpersonal relations is likely high in the _____factor.

a. Openness

b. Neuroticism

c. Extraversion

d. Agreeableness

Answer: d
Diff: 2

Type: MC
Page Reference: 35

Topic: The Great Nomothetic Search for Universal Principles of Personality

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Skill: Applied

53) Your client Marco believes that most people will take advantage of him. Marco is likely low in the factor of

a. Conscientiousness.

b. Agreeableness.

c. Extraversion.

d. Paranoia.

Answer: b
Diff: 2

Type: MC
Page Reference: 35-36

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Applied

54) All of the following are facets of _____: competence, order, dutifulness, self-discipline.

a. Mental Health

b. Agreeableness

c. Conscientiousness

d. Extraversion

Answer: c
Diff: 2

Type: MC
Page Reference: 36

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

55) Today the factors of the five-factor model are measured using the revised version of the

a. NEO Personality Inventory.

b. California Personality Inventory.

c. Minnesota Multiphasic Personality Inventory.

d. Thematic Factor Test.

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Answer: a
Diff: 2

Type: MC
Page Reference: 38

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

56) The factor called Emotional Stability in the Big Five is called _____ in the Five-Factor Model.

a. Extraversion

b. Openness to Experience

c. Ego Strength

d. Neuroticism

Answer: d
Diff: 2

Type: MC
Page Reference: 38

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

57) The Big Five theory describes personality without attempting to explain where these attributes come from, but the Five-Factor Model suggests that the five factors are _____ traits.

a. learned

b. biological

c. programmed

d. philosophical

Answer: b
Diff: 2

Type: MC
Page Reference: 38

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

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58) Eysenck suggests that Catell's scales are

a. essentially valid, but lack reliability.

b. completely wrong.

c. somewhat narrow, but essentially complete.

d. missing key factors of personality.

Answer: d
Diff: 3

Type: MC
Page Reference: 38

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

59) The textbook suggests that the smallest number of factors that can account for human personality is

a. one.

b. three.

c. five.

d. sixteen.

Answer: a
Diff: 1

Type: MC
Page Reference: 39

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

60) In adopting the position that human personality may be explained by one factor, researchers tend to call that factor the

a. one factor.

b. general personality factor.

c. dominant factor.

d. alpha personality factor.

Answer: b
Diff: 2

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Type: MC
Page Reference: 39

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

61) According to Musek, the General Personality Factor includes two factors the alpha (the emotional stability to get along with others) and the beta (_____).

a. the general ability to understand the world

b. the flexibility to deal with change, etc.

c. the willingness to empathize with others

d. the ability to discharge stress

Answer: b
Diff: 2

Type: MC
Page Reference: 39

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

62) In terms of the Big Five, the alpha level of the GPF model would include all of the following EXCEPT

a. agreeableness.

b. emotional stability.

c. intelligence.

d. consciousness.

Answer: c
Diff: 2

Type: MC
Page Reference: 39-40

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

63) An alternative to the five-factor model is a six-factor model known as the _____ model.

a. Five + One

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b. HEXACO

c. Three x Two

d. Ashton-Lee

Answer: b
Diff: 2

Type: MC
Page Reference: 40

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

64) All of the following are factors in the six-factor model EXCEPT

a. Honesty–Humility.

b. Introversion.

c. Agreeableness.

d. Openness to Experience.

Answer: b
Diff: 2

Type: MC
Page Reference: 40

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

65) The major difference between five-factor models and six-factor models is the inclusion of _____ as a factor.

a. Mental Health

b. Openness to Experience

c. Extraversion

d. Honesty–Humility

Answer: d
Diff: 2

Type: MC
Page Reference: 40

Topic: The Great Nomothetic Search for Universal Principles of Personality

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Skill: Factual

66) The first Western scientist to link temperaments with diseases and thus recognizing the relationship between physiology and personality was

a. Empedocles.

b. Aristotle.

c. Galen.

d. Hippocrates.

Answer: c
Diff: 3

Type: MC
Page Reference: 41

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

67) In the consideration of just how many personality factors actually exist, Wiggins has suggested the "Big Two" of Extraversion and

a. Introversion.

b. Anxiety.

c. Psychoticism.

d. Socialized.

Answer: b
Diff: 2

Type: MC
Page Reference: 43

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Factual

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1) (a) Define "personality trait" and (b) briefly describe the nature of a personality trait.

Answer:

Diff: 2

Type: ES
Page Reference: 22-23

Topic: What is a Personality Trait?

Skill: Conceptual

2) Compare and contrast the idiographic and the nomothetic approaches to the study of personality.

Answer:

Diff: 2

Type: ES
Page Reference: 23-24

Topic: What is a Personality Trait?

Skill: Conceptual

3) Briefly describe Allport's three kinds of traits.

Answer:

Diff: 2

Type: ES
Page Reference: 26

Topic: What Do We Know About Personality From the Idiographic Approach?

Skill: Conceptual

4) Briefly describe the three approaches to identifying meaningful and applicable words to describe personality.

Answer:

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Diff: 2

Type: ES
Page Reference: 27

Topic: What Do We Know About Personality From the Nomothetic Approach?

Skill: Conceptual

5) Briefly describe the "Big Five."

Answer:

Diff: 2

Type: ES
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

6) Describe one of Eysencks PEN Model factors. What narrow traits tend go with this Factor?

Answer:

Diff: 2

Type: ES
Page Reference: 31

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

7) Contrast the theoretical differences between the Big Five model and Five Factor Model (FFM).

Answer:

Diff: 2

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Type: ES
Page Reference: 34

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

8) Discuss the "one-factor" solution.

Answer:

Diff: 2

Type: ES
Page Reference: 39

Topic: The Great Nomothetic Search for Universal Principles of Personality

Skill: Conceptual

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1) Gosling, Ko, Mannarelli, and Morris suggest that when people live in an environment, leave behavioural residue behind.

Diff: 1
Type: FIB
Page Reference: 21
Topic: Overview
Skill: Factual

2) In the field of personality research, the term trait is used to describe a person's typical style of thinking, feeling, and acting in different kinds of situations at different times.

Diff: 1
Type: FIB
Page Reference: 22
Topic: What Is a Personality Trait?
Skill: Factual

3) Because traits cannot be measured directly, psychologists describe them as hypothetical concepts.

Diff: 1
Type: FIB
Page Reference: 23
Topic: What Is a Personality Trait?
Skill: Factual

4) The textbook discusses two main approaches to the study of personality traits: the nomothetic approach and the idiographic approach.

Diff: 3
Type: FIB
Page Reference: 23
Topic: What Is a Personality Trait?
Skill: Factual

5) Gordon Allport suggested that individuality can not be studied by science.

Diff: 2
Type: FIB
Page Reference: 24
Topic: What Is a Personality Trait?
Skill: Factual

6) Eysenck found a way of studying the general (nomothetic) and the specific (idiographic) within a single person and developed a theory of personality from there.

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Diff: 2
Type: FIB
Page Reference: 25
Topic: What Is a Personality Trait?
Skill: Conceptual

7) Eysenck developed a hierarchical theory of personality with the Type Level at the top.

Diff: 3
Type: FIB
Page Reference: 25
Topic: What Is a Personality Trait?
Skill: Conceptual

8) Allport developed a theory involving three different kinds of traits: central traits, secondary traits, and cardinal traits.

Diff: 2
Type: FIB
Page Reference: 26
Topic: What Do We Know About Personality From the Idiographic Approach?
Skill: Factual

9) For Allport, the central traits are of major importance in understanding the person.

Diff: 2
Type: FIB
Page Reference: 26
Topic: What Do We Know About Personality From the Idiographic Approach?
Skill: Conceptual

10) An unusual person could have one dominant trait that describes him or her almost completely. This would be known as a cardinal trait.

Diff: 2
Type: FIB
Page Reference: 26
Topic: What Do We Know About Personality From the Idiographic Approach?
Skill: Factual

11) The lexical approach to personality traits investigates a particular language and identifies the number of synonyms that describe personality.

Diff: 2
Type: FIB

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Page Reference: 28
Topic: What Do We Know About Personality From the Nomothetic Approach?
Skill: Factual

12) Factor analysis is a statistical technique that mathematically identifies a meaningful underlying structure among a set of variables.

Diff: 2
Type: FIB
Page Reference: 29
Topic: What Do We Know About Personality From the Nomothetic Approach?
Skill: Factual

13) B uilding on Cattell's statistical work that identified 16 personality factors, researchers have identified a group of factors known as the Big Five .

Diff: 1
Type: FIB
Page Reference: 31
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

14) In his research on personality traits, Hans Eysenck identified three factors .

Diff: 1
Type: FIB
Page Reference: 31
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

15) Eysenck's assigned the label of psychoticism to the factor that includes the narrow traits of aggression, egocentricism, lack of empathy, and tough-mindedness.

Diff: 2
Type: FIB
Page Reference: 32
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

16) The Big Five factor that starts with "O" is openness.

Diff: 1
Type: FIB
Page Reference: 34
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

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17) In the NEO-PI-R, each of the five factors are made up of six subscales called facets.

Diff: 3
Type: FIB
Page Reference: 34
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

18) The smallest number of factors that could account for human personality is one. Researchers have labeled this the general personality factor.

Diff: 2
Type: FIB
Page Reference: 39
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

19) An alternative to the five-factor model is the HEXACO or six-factor model.
Diff: 2
Type: FIB
Page Reference: 40
Topic: The Great Nomothetic Search for Universal Principles of Personality
Skill: Factual

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