

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