PSYCHOLOGY

PERCEIVING

RATIONAL

CHARACTER

PERSONALITY

BEHAVIOR

SENSING

TEMPERAMENT

EXTROVERT

INTROVERT

- Term personality has been derived from Latin word '**Persona**" which means _false appearance with the help of artificial dress and masks_ while acting out their role on the stage.

- But slowly and slowly word persona became popular in common with the actor and actresses and as a result , a layman's concept of personality refers to the physical appearance of a person.

Generally, people mean by personality, it is the attractiveness of an individual or the outer physical appearance an individual holds.

- Psychologically speaking, personality is the sum total of all that an individual is, of everything that constitutes a persons physical , mental, emotional and temperamental makeup.

- Our experiences, memories, knowledge, study, learning , habits, thoughts, attitudes and beliefs, sentiments, goals and ideals, in fact all that we are and all that we hope and aspire to become, constitute our personality

Gordon Allport
PERSONALITY TRAIT

- According to Allport-Personality is a dynamic organisation within the individual of those psychophysical systems that determine his unique adjustment to his environment

- Personality psychology is the study of each person's characteristics as they make him different from others and consistent within himself.

- Personality is not a quantifiable attribute . We can't say this person is having more personality or no personality.

THEORIES

TYPES AND TRAIT THEORIES

- Traits are enduring and persistent behavioural patterns which distinguish a person from others-traits are basic units of personality .

- Every person is unique because of his/her specific personality traits.

- They are consistent and generalized e.g., a very submissive person would frequently be very submissive over a wide range of situations.

- Thus, traits are broad disposition to behave in a particular way in diverse situations i.e., there is consistency in their actions thoughts and emotions accross time, events and experiences and thus form an enduring part of personality.

TYPE refers to dimensions of personality that is regarded as normally distributed along a continuum. For the traits of sociability,

Impulsiveness, activity, liveliness can be grouped together under the type concept of extroversion.

Trait Theory of Personality

- Traits, in psychology, refer to the ways in which we generally describe a person.

- The descriptive terms such as out-going, short tempered, generous are all traits.

- The trait theory suggests that individual personalities are composed broad dispositions.

- Consider how you would describe the personality of a close friend.

- Chances are that you would list a number of traits, such as *outgoing*, *kind* and *even-tempered*.

- A trait can be thought of as a relatively stable characteristic that causes individuals to behave in certain ways.

- Traits can be defined as a stable characteristic that causes a person to depict a response to any situations in certain ways.

Gordon Allport's Trait Theory

- In 1936, psychologist Gordon Allport found that one English-language dictionary alone contained more than 4,000 words describing different personality traits.

- He categorized these traits into three levels:
  1. **Cardinal Traits**
  2. **Central Traits**
  3. **Secondary Traits**

Cardinal Traits:

- Traits that **dominate an individual's whole life**, often to the point that <u>the person becomes known specifically for these traits</u>.

- People with such personalities often become so known for these traits that their names are often synonymous with these qualities.

- Consider the origin and meaning of the following descriptive terms: narcissism, Mother Teresa, Christ-like, etc.

- Allport suggested that cardinal traits are rare and tend to develop later in life.

Central Traits:

- These are **the general characteristics that form the basic foundations of personality**.

- These central traits, while not as dominating as cardinal traits, are the major characteristics you might use to describe another person.

- Terms such as *intelligent*, *honest*, *shy* and *anxious* are considered central traits.

Secondary Traits:

- These are the traits that are ***sometimes related to attitudes or preferences and often appear only in certain situations or under specific circumstances***.

Examples:

- Getting anxious when speaking to a group or impatient while waiting in line.

- Tension during exam times or interviews.

Raymond Cattell's Sixteen Personality Factor Questionnaire

- Trait theorist Raymond Cattell reduced the number of main personality traits from Allport's initial list of over 4,000 down to 171, mostly by eliminating uncommon traits and combining common characteristics.

- Next, Cattell rated a large sample of individuals for these 171 different traits. Then, using a statistical technique known as factor analysis, he identified closely related terms and eventually reduced his list to just 16 key personality traits.

According to Cattell, these 16 traits are the source of all human personality. He also developed one of the most widely used personality assessments known as the **Sixteen Personality Factor Questionnaire (16PF).**

Trait theory

- According to Cattell, there is a continuum of personality traits. In other words, each person contains all of these 16 traits to a certain degree, but they might be high in some traits and low in others. The following personality trait list describes some of the descriptive terms used for each of the 16 personality dimensions described by Cattell.

Trait theory

- **Abstractedness**: Imaginative versus practical

- **Apprehension:** Worried versus confident

- **Dominance:** Forceful versus submissive

- **Emotional Stability:** Calm versus high strung

- **Liveliness:** Spontaneous versus restrained

- **Openness to Change:** Flexible versus attached to the familiar

- **Perfectionism:** Controlled versus undisciplined

- **Privateness:** Discreet versus open

- **Reasoning:** Abstract versus concrete

- **Rule Consciousness:** Conforming versus non-conforming

- **Self-Reliance:** Self-sufficient versus dependent

- **Sensitivity:** Tender-hearted versus tough-minded.

- **Social Boldness:** Uninhibited versus shy

- **Tension:** Impatient versus relaxed

- **Vigilance:** Suspicious versus trusting

- **Warmth:** Outgoing versus reserved

- Cattell also developed an assessment based on these 16 personality factors.
- The test is known as the **16 PF Personality Questionnaire** and is still frequently used today, especially in business for employee testing and selection, career counselling and marital counselling.
- The test is composed of forced-choice questions in which the respondent must choose one of three different alternatives.
- Personality traits are then represented by a range and the individuals score falls somewhere on the continuum between highest and lowest extremes.

Trait theory

Eysenck's Three Dimensions of Personality

- British psychologist Hans Eysenck developed a model of personality based upon just three universal trails:

Introversion/Extraversion:

- **Introversion** involves directing attention on inner experiences, while **extraversion** relates to focusing attention outward on other people and the environment. So, a person high in introversion might be quiet and reserved, while an individual high in extraversion might be sociable and outgoing.

Neuroticism/Emotional Stability:

- This dimension of Eysenck's trait theory is related to moodiness versus even-temperedness.

- **Neuroticism** refers to an individual's tendency to become upset or emotional, while **stability** refers to the tendency to remain emotionally constant.

Psychoticism:

- Later, after studying individuals suffering from mental illness, Eysenck added a personality dimension he called psychoticism to his trait theory.

- Individuals who are high on this trait tend to have difficulty dealing with reality and may be antisocial, hostile, non-empathetic and manipulative.

Trait theory

- The "big five" are broad categories of personality traits.

- While there is a significant body of literature supporting this five-factor model of personality

- https://psychcentral.com/quizzes/personality-test/

- **Openness:** This trait features characteristics such as imagination and insight, and those high in this trait also tend to have a broad range of interests.

- **Conscientiousness:** Common features of this dimension include high levels of thoughtfulness, with good impulse control and goal-directed behaviors. Those high in conscientiousness tend to be organized and mindful of details.

- **Extraversion** This trait includes characteristics such as excitability, sociability, talkativeness, assertiveness and high amounts of emotional expressiveness.

- **Agreeableness:** This personality dimension includes attributes such as trust, altruism, kindness, affection, and other prosocial behaviors.

- **Neuroticism:** Individuals high in this trait tend to experience emotional instability, anxiety, moodiness, irritability, and sadness.

Trait theory

- It is important to note that each of the five personality factors represents a range between two extremes.

- For example, extraversion represents a continuum between extreme extraversion and extreme introversion. In the real world, most people lie somewhere in between the two polar ends of each dimension.

Trait theory

- **Final Thoughts**
- Always remember that behavior involves an interaction between a person's underlying personality and situational variables. The situation that a person finds himself or herself in plays a major role in how the person reacts. However, in most cases, people offer responses that are consistent with their underlying personality traits.