

Guided Reading Activity 14-5

Trait Theories

For use with textbook pages 398-403

trait - a tendency to react to a situation in a way that remains stable over time

Directions: Recalling the Facts Use the information in your textbook to answer the questions.

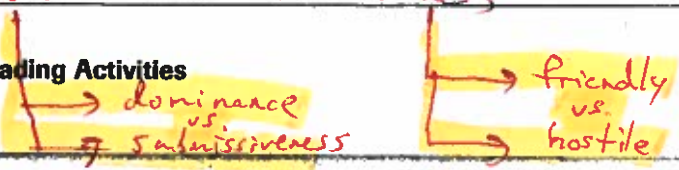
1. What do trait theorists do more than any other personality theorists? emphasize and try to explain consistency of a normal, healthy person's behavior in different situations
2. What two assumptions do trait theorists make? (1) Every trait applies to all people (honest vs. untrustworthy)
(2) Traits can be quantified (scale of 1 to 10)
3. What is the most important question for trait theorists? What behaviors go together? (self-centered + possessive + aggressive) = BAD (1897-1967)
4. What did Gordon Allport mean when he said that a trait makes a wide variety of situations "functionally equivalent"? Person's traits will be consistent in different situations.
5. What did Allport use in his search to identify personality traits? dictionary (words that describe personality) 18,000
6. According to Allport, what kind of traits are food and music preferences? Secondary traits
7. Why do trait theorists use factor analysis? To describe the extent to which different personality variables are related. (Ex. Trusting → Sarcasm) (1905-?)
8. Why would psychologists want to measure the source traits identified by Raymond Cattell? 16 source traits - predict behavior in certain situations (1916-?)
9. How would you describe people on the extreme "stability" end of Hans Eysenck's stability-versus-instability dimension? easygoing, relaxed, well-adjusted, even-tempered
10. Describe the two ends of Eysenck's psychoticism dimension. (1) One End - self-centered, hostile, aggressive, act without thought / (2) Other End - socially sensitive, caring, empathy, easy to work with (sympathetic, kind, trusting)
11. What are the "robust five" personality traits? (1) Extroversion (2) Agreeableness (3) Conscientiousness (4) Openness to experience (5) Emotional Stability
12. Why do critics say that trait theorists cannot explain nor predict behaviors across different situations? Personality is an interaction between a person's traits and the effects of being in a particular situation.
13. According to Harry Stack Sullivan, most behaviors are a combination of what two dimensions? Power and friendliness

Most people are in the middle!

People are consistently inconsistent!

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Cattell's Sixteen Source Traits

(Who are you?)

Reserved ↔ Outgoing	Less Intelligent ↔ More Intelligent
Submissive ↔ Dominant	Affected By Feelings ↔ Emotionally Stable
Serious ↔ Happy-Go-Lucky	Expedient ↔ Conscientious
Timid ↔ Venturesome	Tough-Minded ↔ Sensitive
Trusting ↔ Suspicious	Practical ↔ Imaginative
Forthright ↔ Shrewd	Self-Assured ↔ Apprehensive
Conservative ↔ Experimenting	Group-Dependent ↔ Self-Sufficient
Uncontrolled ↔ Controlled	Relaxed ↔ Tense

Hans Eysenck : Dimensions Of Personality

Dimension #1

Stability - easygoing, relaxed, well-adjusted, even tempered

Instability – moody, anxious, restless person

Dimension #2

Extrovert – sociable, outgoing, active, lively

Introvert – thoughtful, reserved, passive, unsociable, quiet

Dimension #3 (Psychoticism)

Conscientious – socially sensitive, caring, empathetic, easy to work with

Psychotic – self-centered, hostile, aggressive, little thought

Overview Of Personality Theories

- 1. Psychoanalytic** – personality based on conflict between conscious and unconscious forces
- 2. Behaviorist** – personality based on how rewards and punishments shape actions
- 3. Social Learning** – personality based on cognitive, behavioral, and environmental factors
- 4. Cognitive** – personality based on analysis of our own perceptions, thoughts, and feelings
- 5. Humanistic** – personality based on the capacity of personal growth and development of potentiality
- 6. Trait** – personality based on identifying, measuring, and classifying identifiable traits