

## Module 57: Humanistic Theories YOUR NAME HERE

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View <https://www.educator.com/psychology/ap-psychology/schallhorn/>

Personality Part V

<p><b>57-1</b> Describe how humanistic psychologists viewed personality, and explain their goal in studying personality.</p> <p><b>57-2</b> Explain how humanistic psychologists assessed a person's sense of self.</p> <p><b>57-3</b> Describe how humanistic theories have influenced psychology, and discuss the criticisms they have faced.</p>	
Who are the major theorists in the <b>Humanistic approach</b> ?	
What is the major focus of Humanists?	
How is Humanistic Psychology a reaction to Psychoanalytic and Behavioral Psychology?	

You should recall it from the motivation unit, but describe <b>Maslow's self-actualization</b> . Add any additional points made in the reading about his theory.	
<b>Carl Rogers</b> --how are humans primed for growth?	
What are the two names for Rogers' approach?	
What is <b>genuineness</b> ?	
What is <b>unconditional positive regard</b> ?	
What is <b>empathy</b> ?	
View the video on empathy at this link: <a href="http://lifehacker.com/the-importance-of-empathy-in-everyday-life-1791961488">http://lifehacker.com/the-importance-of-empathy-in-everyday-life-1791961488</a> What are three key points made, especially about reality? How can the contents of the video connect the brain to Humanistic Psychology? Why is empathy important? ***In some respects, the ideas in this video are more important than the rest of the course--apply to life immediately!	
How is <b>self-concept</b> an integral aspect of personality?	
How did Humanists assess a person's personality?	
What are ideal and actual selves?	
List the ideas from the evaluating humanistic theories section	<ol style="list-style-type: none"> <li>1.</li> <li>2.</li> <li>3.</li> </ol>

	4. 5. 6.
Describe the three conditions that Carl Rogers believed were necessary for a growth-promoting climate.	
Describe three criticisms that have been made of humanistic psychology.	
<b>Read over the Mod 57 review. How much do you know?</b>	
<p>1. Which of the following theories offers a special focus on the potential for healthy personal growth?</p> <ul style="list-style-type: none"> <li>a. Neo-Freudian</li> <li>b. Psychodynamic</li> <li>c. Humanistic</li> <li>d. Behavioral</li> <li>e. Functionalist</li> </ul> <p>2. What do we call the process of fulfilling our potential?</p> <ul style="list-style-type: none"> <li>a. Free association</li> <li>b. Self-transcendence</li> <li>c. Unconditional positive regard</li> <li>d. Self-concept</li> <li>e. Self-actualization</li> </ul> <p>3. Humanistic psychologists often prefer to assess personality by</p> <ul style="list-style-type: none"> <li>a. having a person write out answers to questions.</li> <li>b. sitting down and talking to a person.</li> <li>c. getting a person to describe what he or she sees in ambiguous inkblots.</li> <li>d. having a person describe their dreams.</li> <li>e. putting a person in a stressful situation to see how he or she behaves under pressure.</li> </ul>	

4. Which of the following is an example of unconditional positive regard?
- a. Mr. and Mrs. Prohaska, who have been married for 37 years, credit the success of their marriage to the fact that each has been able to accept the faults of the other without criticism.
  - b. Seven-year-old Michaela gets her allowance each week whether she does her chores or not.
  - c. Ms. Lopez, a second grade teacher, puts a smiley face sticker on her students' papers when they have done a good job.
  - d. John got a promotion and a raise at work after filling in for a sick manager one day and doing a better job than the manager had done previously.
  - e. Chen's parents usually praise him when he does well and ignore him when he engages in minor misbehavior.

## Module 58: Trait Theories

View <https://www.educator.com/psychology/ap-psychology/schallhorn/>  
Personality Part II

**58-1**

Explain how psychologists use traits to describe personality.

**58-2**

Describe personality inventories, and discuss their strengths and weaknesses as trait-assessment tools.

**58-3**

Identify the traits that seem to provide the most useful information about personality variation.

58-4

Discuss whether research supports the consistency of personality traits over time and across situations.

How do Trait Theorists describe personality?

How was Sam Gamgee described? Who is he?

How did **Gordon Allport** meet Freud and change psychology?

What are **fundamental traits** according to Allport?

Describe the MBTI--it is there--you've gotta look

What are the limitations of the MBTI?

**Factor Analysis** attempts to describe personality. How does it do so?

How do the **Eysenck psychologists** reduce the variations?

What are the two stable sets of traits? Describe and make a copy of the graphic--place it in the box to the right.

Summarize--bullet point--the key ideas from the biology and personality section.

What does the AP Tip say about personality traits?

What is a **personality inventory**?

What is the **MMPI**? What does it stand for? What does it measure? How does it

measure personality?	
What does <b>empirically derived</b> mean?	
Read the critical thinking section on being an astrologer or palm reader--pretty cool, right?	
What are the <b>Big 5</b> traits? Describe each of the 5	1. 2. 3. 4. 5.
What are TWO acronyms to help recall the Big 5?	
Copy the graphic of the Big 5 into the box on the right.	
How stable are the traits?	
How heritable are the traits?	
Do the traits predict our behavior? How? Give examples	
What was said about evaluating trait theories?	
Describe in some detail about the person-situation controversy. Be detailed.	
How do <b>McRae and Costa</b> deal with the influence the understanding of personality?	
What did <b>Walter Mischel</b> show us with his research?	
View the Flip-it video on factor	

analysis--write key points here.

**Read over the Mod 58 review. How much do you know?**

1. Which of the following is the best term or phrase for a characteristic pattern of behavior or a disposition to feel and act?
  - a. Myers-Briggs Indicator
  - b. Factor analysis
  - c. Introversion
  - d. Extroversion
  - e. Trait
  
2. Which of the following is a “Big Five” personality factor?
  - a. Seriousness
  - b. Neuroticism
  - c. Dutifulness
  - d. Dominance
  - e. Abstractedness
  
3. Which of the following is best described along a continuum ranging from ruthless and suspicious to helpful and trusting?
  - a. Conscientiousness
  - b. Agreeableness
  - c. Openness
  - d. Extraversion
  - e. Perfectionism
  
4. Which of the following is true based on “Big Five” personality traits research?
  - a. Highly conscientious people are likely to be evening people or “owls.”
  - b. Highly conscientious people get poor grades.
  - c. Married partners scoring the same on agreeableness are more likely to experience marital dissatisfaction.
  - d. Shy introverts are more likely to prefer communicating through e-mail instead of in person.
  - e. Neuroticism predicts the use of positive-emotion words in text messages.

Explain one weakness and one strength of the Minnesota Multiphasic

Personality Inventory (MMPI).	
Explain Hans and Sybil Eysenck's personality dimensions.	

## Module 59: Social-Cognitive Theories and Exploring the Self

<b>59-1</b>	Identify the psychologist who first proposed the social-cognitive perspective, and describe how social-cognitive theorists view personality development.
<b>59-2</b>	Describe how social-cognitive researchers explore behavior, and state the criticism they have faced.
<b>59-3</b>	Explain why psychology has generated so much research on the self, and discuss the importance of self-esteem to psychology and to human well-being.
<b>59-4</b>	Discuss some evidence for self-serving bias, and contrast defensive and secure self-esteem.
<b>59-5</b>	Discuss how individualist and collectivist cultures influence people.
Describe the <b>Social Cognitive Theory</b> as outlined by <b>Albert Bandura</b> --yes, the Bandura of Bobo doll fame!	
How does the social cognitive approach add to the <b>Behavioral</b> approach?	
How do the person and the environment interact?	



Describe what <b>reciprocal determinism</b> is.	
Copy or draw the reciprocal determinism graphic here	
Describe the three ways environment and individuals interact.	1. 2. 3.
Copy or recreate the biopsychsocial graphic here	
Summarize the research on optimism and pessimism.	
Describe <b>Positive Psychology</b> as proposed by Martin Seligman	
The Dunning-Kruger Effect is one of my favorite psychological concepts--please write a detailed view of what it is in the box to the right, to the right. "Blindness to our own incompetence" section	
How do social-cognitive researchers explore behavior, and what criticism have they faced? Go paragraph by paragraph	
Evaluate the social cognitive approach	
Copy table 59.1	
Copy table 59.2	
What is " <b>the self</b> "?	
What is the spotlight effect? How should this concept reassure us about many of our worries?	

What is <b>self-esteem</b> ? How do we get it?	
What is <b>self-efficacy</b> ?	
How does the <b>self-serving bias</b> change how we perceive reality?	
How is it that most of us see ourselves as better than average? The Lake Wobegon Effect	
What is narcissism and what are the characteristics of this terrible affliction?	
What are the key distinctions between individualist and collectivist cultures?	
What kind of culture do we have in the US? What does this promote?	
Copy the chart comparing the two kinds of cultures.	
View the Flip-it video on <b>individualist and collectivist cultures</b> . Key points to the right.	
View the Flip-it video on <b>reciprocal determinism</b> . Key points to the right.	
<b>Read over the Mod 59 review. How much do you know?</b>	
<p>1. Who of the following is considered the leading advocate of personality's social-cognitive approach?</p> <ul style="list-style-type: none"> <li>a. Gordon Allport</li> <li>b. Carl Jung</li> <li>c. Karen Horney</li> <li>d. Carl Rogers</li> <li>e. Albert Bandura</li> </ul>	

2. The way we explain negative and positive events is called
- personal control.
  - reciprocal determinism.
  - positive psychology.
  - attributional style.
  - situational assessment.
3. Which of the following is an example of an assessment likely to be used by a social-cognitive psychologist?
- A student teacher is formally observed and evaluated in front of the classroom.
  - A person applying for a managerial position takes the Myers-Briggs Type Indicator.
  - A defendant in a criminal case is interviewed by a court-appointed psychologist.
  - In a premarriage counseling session, a young couple responds to ambiguous inkblots.
  - A depressed young man is asked by his therapist to relax on a couch and talk about whatever comes to mind.
4. Which of the following is an example of self-efficacy?
- Manuela believes others are always watching her.
  - Abraham believes he is a good person.
  - Rasheed believes he is a competent skater.
  - Saundra believes it rained because she's been wishing for rain for days.
  - Igor maintains his optimism despite doing poorly in his math class.
5. Which of the following is most likely to be true of a person from an individualistic culture?
- His behavior would be a reflection of his personality and attitudes.
  - He would cope by accommodating to reality.
  - He would view his life task as fitting in and maintaining connections.
  - He would strive to develop a few close and enduring relationships.
  - He would focus on his duty to his family

Briefly describe the two main components of the self-serving bias.

Heidi is an exceptionally avid reader of books. Explain how the three types of factors in reciprocal determinism might interact to support Heidi's

desire to read.	
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