Defining some terms
- Personality: a person’s unique and relatively stable behaviour patterns; the consistency of who you are, have been and will become
- Character: personal characteristics that have been judged or evaluated
- Temperament: Hereditary aspects of personality, including sensitivity, moods, irritability, and adaptability
- Personality Trait: stable qualities that a person shows in most situations
- Personality Type: People who have several traits in common

Type and Trait Approaches
- Personality types are categorical
  - The TYPE approach assumes that:
    - each of us fits into one personality category (type) and that all people within a category are basically alike
    - each personality type is different from all other types
- Personality traits are continuous
  - The Trait approach categorises people according to the degree to which they manifest particular characteristics
  - People’s unique personalities are explained by having relatively greater or lesser amounts of the traits that are consistently found across people

The Trait Approach
- What is a trait?
  - Consistent patterns in the way that people think, act, and feel
- Basic views shared by trait theorists:
  - Traits are fundamentally building blocks of personality
  - Traits can be organised
- Questions that concern trait researchers:
  - How many personality traits are there and what are they?
  - Are personality traits stable predictors of behaviour across different situations?
  - Do personality dispositions change over time?
  - Where do the various personality traits come from?
- Two major assumptions underlie the trait approach:
  - 1) There are personality differences between people. These differences are relative rather than absolute
    - We all share the same traits (ordinal measurement - no true ZERO) but the composition or pattern of traits varies from person to person
    - The trait approach tries to measure the degree to which person is more or less sociable, dominant or introverted compared with someone else (compared with norms), rather than trying to measure these traits in any absolute sense.