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PERSONALITY

TYPES OF PERSONALITY THEORIES

Trait Theories: Attempt to learn what traits make up personality and how they relate to actual behavior

Psychodynamic Theories: Focus on the inner workings of personality, especially internal conflicts and struggles

Humanistic Theories: Focus on private, subjective experience and personal growth

Social-Cognitive Theories: Attribute difference in personality to socialization, expectations, and mental processes

STAGES OF PERSONALITY DEVELOPMENT

Oral Stage: Ages 0-1. Most of infant's pleasure comes from stimulation of the mouth. If a child is overfed or frustrated, oral traits will develop.

- **Oral Dependent Personality:** Gullible, passive, and need lots of attention. Fixations create oral-aggressive adults who like to argue and exploit others.
- **Erogenous zone: mouth (oral)**

Anal Stage: Ages 1-3. Attention turns to process of elimination. Child can gain approval or express aggression by letting go or holding on. Ego develops. Harsh or lenient toilet training can make a child either:

- **Anal Retentive:** Stubborn, stingy, orderly, and compulsively clean
- **Anal Expulsive:** Disorderly, messy, destructive, or cruel
- **Erogenous zone: anus**

STAGES OF PERSONALITY DEVELOPMENT, CONTINUED

Latency: Ages 6-Puberty. Psychosexual development is dormant. Same sex friendships and play occur here.

Genital Stage: Puberty-on. Realization of full adult sexuality occurs here; sexual urges re-awaken.

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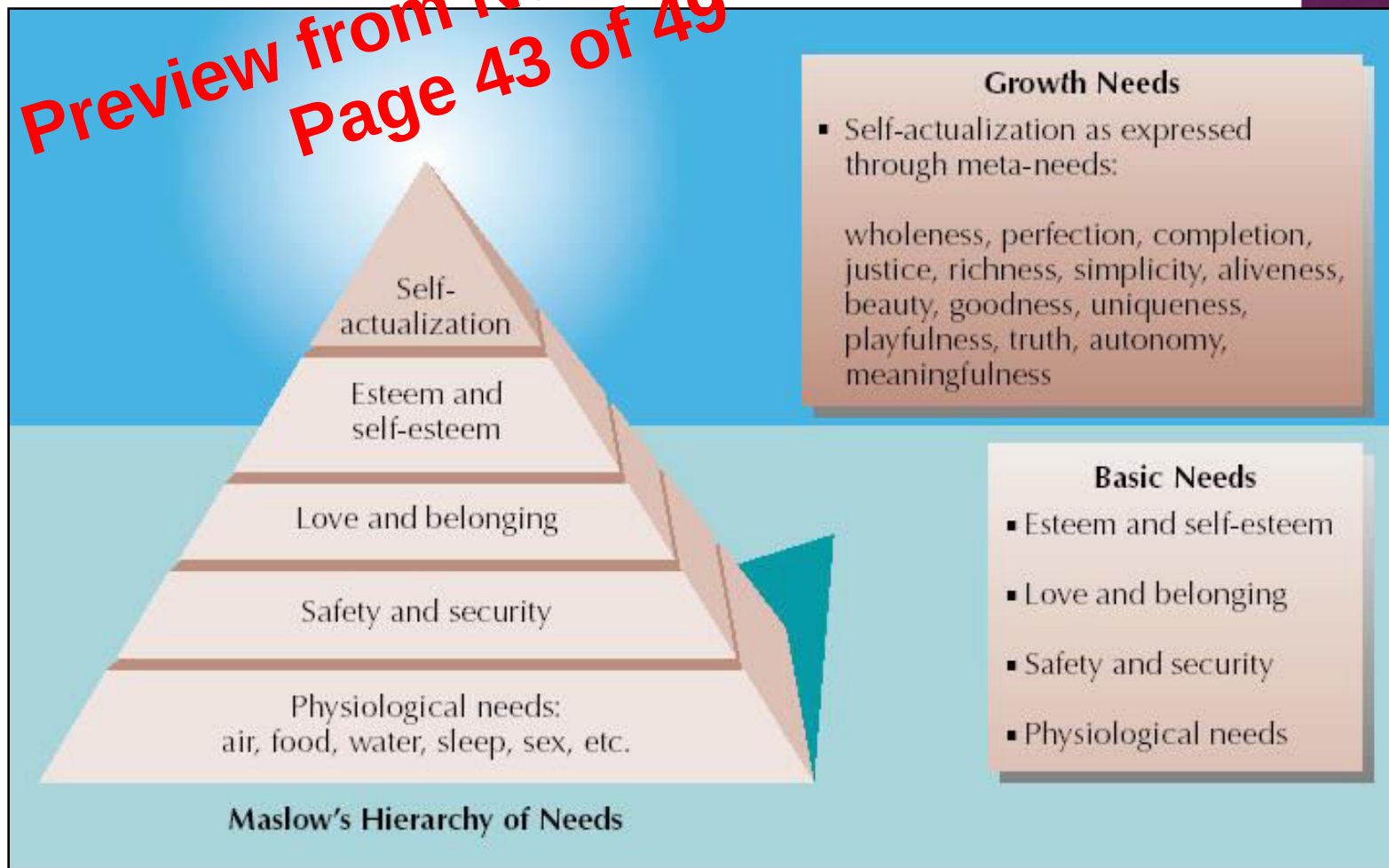
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GRAPHIC: HIERARCHY OF NEEDS

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INTERPRETING THE BRIGGS-MYER

Extraversion: sociability, energized by people, lonely when alone (75%)

Intraversion: territorial, enjoys being alone, private, drained by people (25%)

Sensation: practical, trusts facts; learns through experience; wants to deal with what's real

Intuition: innovative, fantasizes; future more attractive than the present

Thinking: prefers the objective, logical, analytical

Feeling: prefers the subjective, personal, values

Judging: prefers closure, wants deadlines, feels more comfortable once a decision has been made.

Perceiving: resists closure, wants more & more data; values the open-ended; pressure to decide stressful