

9.1 Vocabulary

fixed phrases • psychological terms

A Match the words to make fixed phrases.

- | | | |
|---------------|--------------------------|-----------------|
| 1 personality | <input type="checkbox"/> | a inheritance |
| 2 identical | <input type="checkbox"/> | b analysis |
| 3 genetic | <input type="checkbox"/> | c theory |
| 4 self | <input type="checkbox"/> | d stability |
| 5 factor | <input type="checkbox"/> | e twins |
| 6 trait | <input type="checkbox"/> | f cognition |
| 7 social | <input type="checkbox"/> | g traits |
| 8 emotional | <input type="checkbox"/> | h actualization |

B Study the words and phrases in the blue box.

- Complete each phrase in column 2 with a word from column 1.
- Which phrase can you use to:
 - agree only partly with a point?
 - begin talking about several points?
 - talk about a particular example?
 - introduce the first of two ideas?
 - introduce the second of two ideas?
 - focus on the most important point?
 - give a reason for a point?
 - mention an idea?
 - talk about certain circumstances?

C Look at the pictures on the opposite page.

- Match the following personality theories with each psychologist: self-efficacy, trait theory, humanism, self-actualization, situationism.
- Which of these psychologists supported social construction?
- Match each person with the correct quote (A–E).
- Replace the words in *italics* with a phrase from Exercise B.

D Read the extract from the Hadford University handout about personality theories on this page.

- Match the blue words in this extract with the definitions on the opposite page.
- Use your dictionary to check words you do not know.

E Complete the table on the right.

1	2
a	... start with
to	... people think
the	on ... other hand
some	to ... extent
many	on ... one hand
this	... real question is
that	on ... grounds that
	in ... case like this
	in ... sort of situation

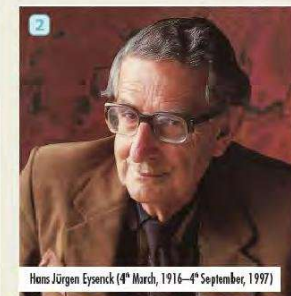


- Important research into the **genetic** origins of personality **traits** has been based on **twin studies**.
- Bandura claimed that **self-efficacy** is increased by autonomy.
- Cattell used a **multivariate** research method, whereas Eysenck's model was **microanalytical**.
- The five-factor model of personality includes the elements of **extroversion** and neuroticism.
- According to Mischel's theory of **situationism**, the personality varies in different contexts.
- Nomothetic approaches, which focus on common traits, are not incompatible with **idiographic** approaches to personality.

Base form	Other related forms	
actualize	actualization	actualized
arouse		
conceptualize		
consist		
explain		
inherit		
resemble		
specify		
typify		



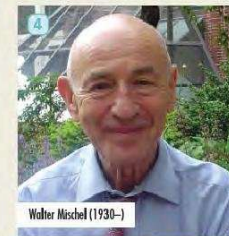
Carl Rogers (8th January, 1902–4th February, 1987)



Hans Jürgen Eysenck (4th March, 1916–4th September, 1997)



Abraham Harold Maslow (1st April 1908–8th June, 1970)



Walter Mischel (1930–)



Albert Bandura (4th December, 1925–)

- A** 'It is important for individuals to have control over their personal circumstances. *When this happens* they function more effectively.'
- B** 'All human beings have a hierarchy of needs. *Firstly*, we must fulfil our physiological need for food and water.'
- C** '*They say* the personality is comprised of thousands of traits. *I don't agree completely*. I think there are only two main traits: introversion and extroversion.'

- D** 'Researchers claim that people's behaviour is consistent with their personality traits. But I think *the important thing* is how each situation influences their actions.'
- E** 'We are the only experts on ourselves. This is *because* the way each of us perceives the world is unique.'

www.hadford.ac.uk/psy/def

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Definitions

A the detailed analysis of specific elements of a personality	E the approach to personality that focuses on individual characteristics
B the study of the interaction of several aspects of personality	F research that compares the responses of monozygotic (identical) or dizygotic (fraternal) siblings
C an individual's view of their ability to realistically achieve their aims	G personal qualities that make people unique, but which are also shared with others
D through the inheritance of a chromosome pattern which determines a characteristic	H the quality of being sociable and open to others
	I the theory that personality is not fixed, but determined by circumstances

9.2 Listening

using the Cornell note-taking system

- A** Study the slide on the right. What questions do you think the lecturer will answer?
- B** Listen to Part 1 of the lecture.
- 1 Complete the *Notes* section below.
 - 2 What is the lecturer's story about? Why is it not given in the notes?
 - 3 Complete the *Summary* section.
 - 4 Answer the *Review* questions.
- C** Create a blank Cornell diagram. Listen to Part 2 of the lecture.
- 1 Complete the *Notes* section.
 - 2 Write some *Review* questions.
 - 3 Complete the *Summary* section.
 - 4 Were your questions in Exercise A answered?
- D** Study the phrases in column 1 of the blue box. Listen to some sentences from the lecture. Which type of information in column 2 follows each phrase?

 **HADFORD University**

Personality (Lecture 1)

- What is personality?
- Trait theory: Allport, Eysenck, Cattell
- How is personality measured?
- Social cognition: Bandura, Mischel
- Humanism: Maslow, Rogers
- Genes and environment

1	2
1 As we shall see, ...	a developing trend
2 It could be argued that ...	information about a point the speaker will make later
3 It's true to say that ...	an aspect of a topic the speaker wants to focus on
4 In terms of ...	a statement the speaker agrees with
5 From the point of view of ...	a conclusion
6 Increasingly, we find	an idea the speaker may not agree with
7 Research has shown that ...	
8 So it should be clear that ...	

<u>Review</u>	<u>Notes</u>
Personality theories are ...?	Trait theory, social cognition, humanism - differences/genes and culture
Traits are ...?	A trait is a _____ of behaviour → consistent = people have a _____ to act in a certain way.
Allport's approach ...?	• e.g., _____
Eysenck/Cattell's approach ...?	• Allport → uniqueness = _____ approach
Factor analysis is ...?	• Eysenck & Cattell → nomothetic approach = _____ traits.
Number of traits is ...?	• Factor analysis is a _____ method for identifying patterns.
Personality measured by ...?	• Cattell = multivariate method ∴ personality is complex.
	Eysenck: 2 = _____ & _____
	Cattell = 16
	Big Five: extroversion/neuroticism/_____ / conscientiousness/openness to _____
Practical because ...?	• questionnaires
	• practical for companies ∴ can _____ people and _____ their behaviour.
Used for ...?	• job applications, career advice, _____ tests
Other methods ...?	1. past behaviour, 2. direct _____
<u>Summary</u>	