

TRAIT THEORIES

WHAT IS THE TRAIT THEORY?

- 2 basic assumptions
 - All traits apply to all people
 - Traits can be quantified on a sliding scale
 - So we are all more or less dependent
- Basic traits are central for all people

IDENTIFYING TRAITS

- Gordon Allport
- Cardinal traits—pervasive, person is identified by that trait
- Central traits—make us predictable in most situations
- Secondary traits—preferences in food, music

SIXTEEN TRAIT THEORY

- Raymond Cattell
- Factor analysis of personality traits.
- A person who exhibits A has a 75% chance of exhibiting B.
- Surface trait—stable characteristic that can be observed in certain situations.
- Source traits—stable characteristics that are core to the personality.

CATTELL'S 16 SOURCE TRAITS

Reserved

Less intelligent

Emotional

Submissive

Serious

Expedient

Timid

Tough-minded

Trusting

Practical

Forthright

Self-assured

Conservative

Group dependent

Uncontrolled

Relaxed

Outgoing

More intelligent

Emotionally stable

Dominant

Happy-go-Lucky

Conscientious

Venturesome

Sensitive

Suspicious

Imaginative

Shrewd

Apprehensive

Experimenting

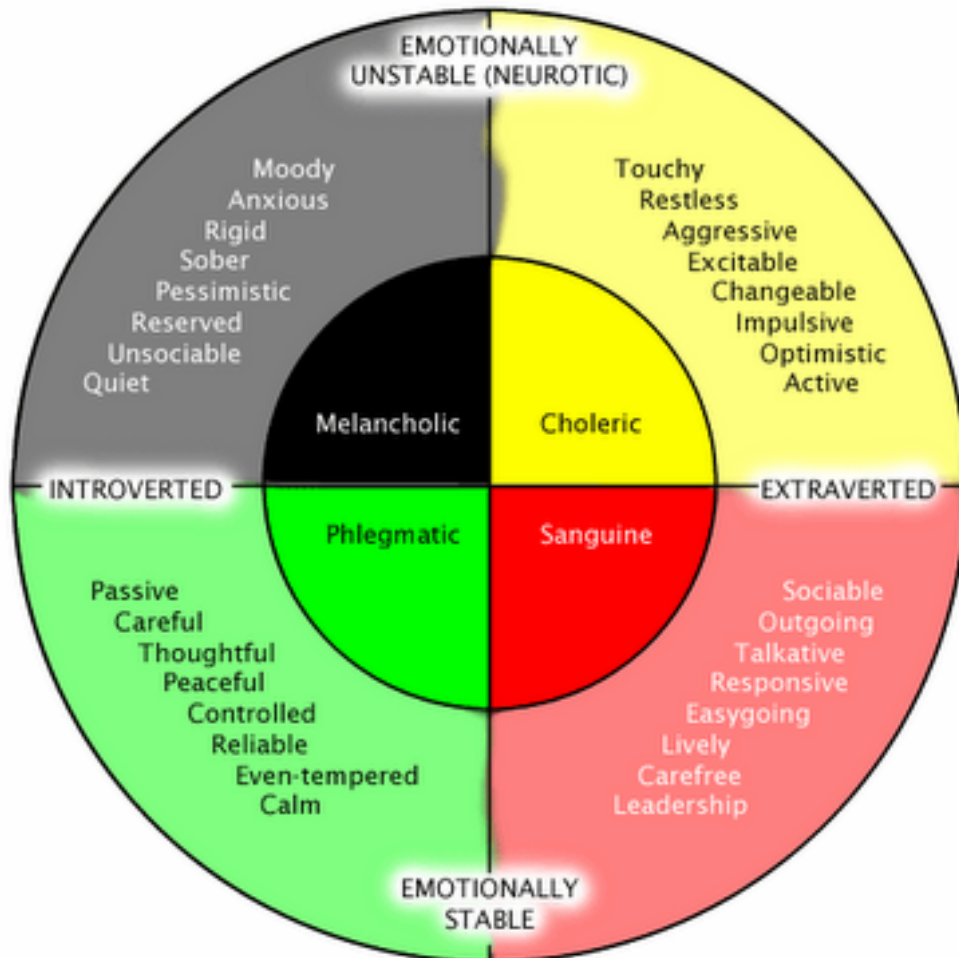
Self-sufficient

Controlled

Tense

DIMENSIONS OF PERSONALITY

- Hans Eysenck
- 2 Dimensions of personality
 - Stability vs Instability
 - Extraversion vs Introversion
- Stability = degree of control over feelings
- Extraversion = degree of assertiveness



Eysenck, H.J and Eysenck, M.W. *Personality and Individual Differences*. Plenum Publishing, 1958.

THE ROBUST FIVE

- Extraversion
 - Agreeableness
 - Conscientiousness
 - Openness to experience
 - Emotional stability
- Exist on a continuum.
 - Value of identifying traits is that behaviour can be predicted

YOU

- Think back to the first activity that we did in this Unit (*A look at you*). Look at your lists of traits & values, and re-read your responses to the questions.
- Check out the summary of Personality Theories on p. 403 of your textbook. **Which theory fits for you? Think about it & be prepared to share your response.**

WHICH THEORY OF PERSONALITY DO YOU MOST AGREE WITH? WHY?

- Sigmund Freud – the unconscious & defense mechanisms
- Carl Jung – collective unconscious & the shadow
- Alfred Adler – inferiority complex
- Behaviourism – reinforcement
- Social Cognitive Theory – modeling, locus of control
- Humanistic – self-esteem (Rodgers), self actualization (Maslow), world view/schema (Kelly)
- Trait – stable, defined personality traits, sliding scale that applies to everyone.