

Human Behaviour
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Lecture – 17
Personality – I

Hello friends, welcome back to this course on Human Behavior and this is lecture number 17. The next two set of lectures we will focus on advanced cognitive parameter, which is called Personality and then we will focus on something called social influences and social cognition.

Now, as we have been doing in the other lectures let us go a little back of how we started this journey of human behavior. So, we will do a quick recap of how we started off and how we have come to this idea of personality. So, the course started by defining what is human behavior and the necessities of studying human behavior

We started off by looking at definitions of human behavior, looking at why we should study human behavior and then focusing on the science or psychology which studies human behavior. We also enlisted a number of problems which lies with the study of human behavior, we looked at the historical antecedence to the science of psychology, the roots of philosophy and physiology which combined together to give the size of psychology and then a little bit of the history of modern psychology.

We looked at techniques in psychology methodologies is a science or psychology provide us to study human behavior. So, behavior as a reaction that a person does to any change in environment person, situation, event any of these. So, this reaction or behavior is a result of a number of processes. So, after explaining the introduction toward the science of psychology is we started by looking at those number of processes which make a person respond to changes.

We started off by defining what is sensation which is the process of detecting changes in external situation external physical environment and transforming this changes encoding, this changes into a format which the human brain or mind can understand and that is what is sensation, we looked at parameters of sensory system like sensitivity and sensory coding.

We looked at what kind of problems may arise in detecting off these changes in the external environment and the coding. And they, then took a model system which is a human eye and looked at how whatever, we are studied applies to the human eye. Once a changes detected in the external environment, this and this is encoded into the physiological realm into the mind or brain, this change has to be given a meaning or a meaning has to be generated from this change and that exactly is a process of perception.

We so, we looked at what is perception. We looked at the five different process of perception starting for a privatization to localization to the idea of recognition, which is the three basic processes of perception. And then two other processes which the human brain employees to make meaning and these to last processes of obstruction constancy are fixed parameters or fixed rules which the human brain uses to make generate meaning.

Once a meaning has been provided to external stimulus this meaning or this knowledge has to be learnt has to be engrossed and there we explained the process of learning what is learning. We started off by defining different types of learning the associative and the non associative form within the non-associative, we looked at habituation and sensitization within the associative form we looked at observation learning classical conditioning and instrumental conditioning.

We looked at the parameters, principles, factors and other subsidiary requirements for learning to happen for successful learning process to flow and we completed. Now, once certain knowledge as been learned it has to be stored somewhere and there is where we started off by explaining what is memory it is a system which not only encodes information or knowledge, but also stores it and then later on helps by a process of retrieval helps us in defining situation helps us in solving problems, where a process of retrieval of information that has been learned before.

We looked at different tourist who has proposed the idea of memory, we looked at the concept of (Refer Time: 06:12) and the dual process model we looked at the parallel processing model. We looked at what is long term memory what kind of information are strong stored in long term memory and how this informations are manipulated what are the characteristics of long term and short term memory and many other features or the memory process.

When something is stored this can in situations where a problem has to be solved, this information to be retrieved and transferred between people. And the way that human beings transfer information is using language also the information has to be applied or used in ways such that problems can be solved out of it. So, two important processes were the next area of study which was language, a medium of communication between humans and sometimes humans and machines.

We looked at the English language as a model system and described the integrities of language, we looked at the process of thinking which is how the human brain makes use of information which is learned to the process of sensation and perception and apply this information to solve problems.

We looked at reasoning which is the process which helps in thinking and then we looked at the idea of problem solving which is how human being solved problem. Further to it, the next section looked at an interesting variable which is called intelligence, which is how people are divided in a societies some are intelligent one are non-intelligent intelligent people do less effort to gain more non intelligent people have to do more effort and gain less.

Intelligent people process information fast, non intelligent people do not. So, we looked at the concept of intelligence we looked at various theories of intelligence and we looked at the idea a whether intelligence is a unitary system which means one system in process or is it multiple system.

Among the theories of intelligence we looked at the information processing theory in terms of Anderson's intelligence theory, we looked at Sternberg's of Triarchic theory we looked at CC ideas of intelligence. And we looked at intelligence as Gardner who has have proposed as seven basic systems, towards the end of that lecture we looked at how intelligence has measured and what are parameters and factors which effect the measurement and the idea of intelligence.

The last two lectures were dedicated in understanding what is emotion, emotion is an important cognitive factor which shapes or behaviors. So, we looked at what is emotions we looked at how emotions is different from modes. We looked at the various theories of emotion not only that we looked took a part a multi component part theory a multi

component model of emotion and explained all its part one by one and describe how emotion sets in.

We describe how emotions not only color our feeling and judgments but also colors our memory and attention, we looked at how responses are generated out of a emotions and we also looked at how this responses are managed. Today we are going to discuss another interesting factor another interesting topic, the topic of personality and how personality effects human behavior or personality influences the response people give to situations.

So, before we start defining what is personality; let us look at a small story to define what is personality. So, last to last to last year there was a school union in which I was a part of my school my high school and obviously, I did not want to go to that school union, but somehow I went to that reunion and in that reunion there were a lot of people, I did not remember anyone frankly speaking.

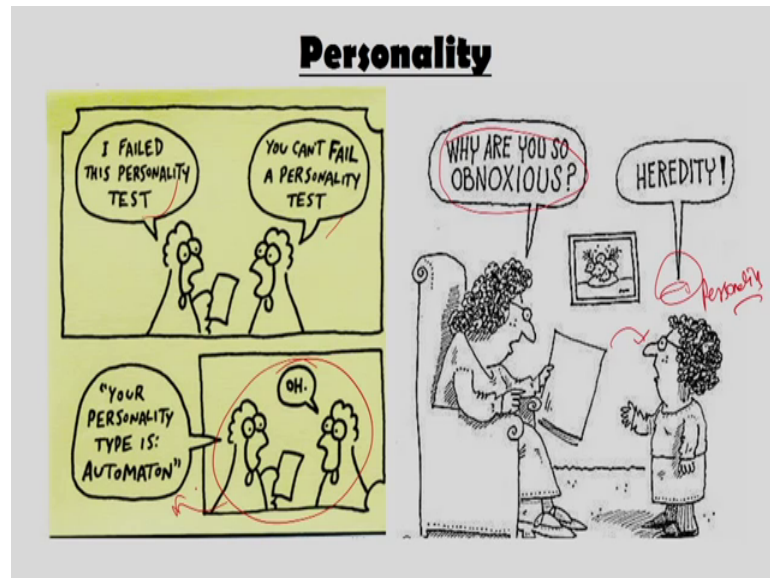
But then there is a person a chubby fellow short and height with a lot of hair lost comes to me and says I am so and so and I listened to him his voice was seeming familiar a part of cut of his face was familiar, but he did not look like what he was saying he did not look like whom he was claiming to me it basically means that he changed a lot.

But when I tried focusing on the picture of the person the image of the person whom this person was claiming to be, slowly it came back to me that it is a same person. Beside a number of changes in terms of weight gain in terms of change in the hair structure the basic facial structures, the basic ways of behaving the same friendliness happy go lucky kind of responses the same risk taking attitude this person has is similar to the person he was claiming to be and so, (Refer Time: 11:59) upon me that he is the same old friend that I knew from high school.

The evening slowly started making more meaning to me as more people introduce themselves and I venture down the memory lane in an looking at these people. My behavior, then to this people naturally changed naturally was in accordance to the same kind that I used to behave earlier with this friend of mine from the high school. If you look at the story this story basically says that people have certain fixed ways of responding stable patterns of responding two situations.

A fixed emotional reactions, a fixed responses to events and this basically is what is called personality.

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So, let us start looking at what is personality its factors and how it affects human behavior. To start with I have two basic pictures funny pictures which define personality and so, the first picture says that how are you so, obnoxious and the person that this obnoxiousity that this small girl has is because of heredity and should be she blames it on personality.

Similarly, on the other picture this person says that I failed this personality test and the other person says you cannot fail it, because your personality type is automaton and so, here again there is a definition of certain fixed ways of responding and that is what is being eaten upon and this joke created out of it.

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Personality: Definition and Existence

An individual's unique and relatively stable patterns of behavior, thoughts and feelings is termed as – personality

The Question whether personality is real or fictional is an age old controversy. Two school of opposing views are

a) Walter Mischel (1985) argues that people show so much variability across situations that we cant make any useful predictions about their behavior from personality. Various traits show only modest correlation with overt behavior (0.2 – 0.3).

So, what is personality? Then personality is defined as a individuals unique and relatively stable pattern of behavior.

So, two parts are unique what do you mean by a unique pattern? A unique pattern means that although all the function that we have studied up till now memory sensation, perception, language thinking or any other process for that matter emotions may be similar across people, meaning which a number of people or most people in this world would have these functions with them, but how that they differ among each other?

Each person differs from the other person and that is the co-reason for studying physiology. The one way in which people differ from other people is that they are unique in their responses and that is what this definition of personality says. An individual's unique pattern of behavior, because each person does different behavior on different items and that is why it is called unique and how this pattern of behavior is not only unique; it is also relatively stable.

What are the relatively stable correspond to? It corresponds to the fact. The pattern of behavior the behavior that people are doing the unique behavior that this person does or any person does to any reaction. For example, looking at cat a person screams; now this person this behavior which the person is doing to a cat is unique. And relatively stable would mean that whenever he sees a cat, wherever it is he will scream and this is called

relatively stable pattern of behavior which means that the response to a cat is always the scream.

So, similarly a stable pattern of behavior and not only behavior, but thoughts and feelings and this is what is personality. So, what is personality then? The definition of a personality has been defined as a relatively stable pattern behavior thoughts and patterns. Now, there are several questions that we need to ask here once or the famous question that has been troubling people for long is why the personality is real or not.

The question that do people have relatively stable behavior and if they have this relatively stable behavior; whether this is unique in nature; so the question of the fact that whether personality is real or not has been put to a number of tests, it is an age old question. And there are two opposing views to the question or whether personality is real or not.

On one hand our people like Walter Mischel which argues that people show so, much variability across situations that we cannot make any useful predictions about their behavior from personality. What these people suggest is that people's behavior across situation is variable; people's behavior vary across situation and this variation is so, fast that any kind of prediction that is to derive from this variations is impossible.

This states that traits which actually make personality various traits are relatively stable pattern of behavior that people do and so, we will look at the trait theory in a while so, what happens here is that they believe the trait which form personality show only a modest correlation to overt behavior with only 0.2 to 0.3 person correlation.

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b) Personality psychologists counter the argument of Mischel by holding that people show considerable consistency in behaviors across situations. They believe even when an individual shows contrasting patterns of behavior in different situations, these actions may be *functionally equivalent* for that person. These psychologists cite that (0.2-0.3) correlations are considered high comparing to the ones between Carbon dioxide and Global Warming

So, what the first group says is the personality is not real, why because the variability that people have in their behavior is so, much that any kind of inferences cannot be drawn upon it on. The other hand personality psychologist counter the argument by Michel by holding that personality shows considerable consistency in behavior across situations.

Another group of psychologist oppose quarter mission view and they say that people across situations show considerable consistency in their behavior, they believe that when an individual shows contrasting patterns of behavior in different situations, these actions may be functionally equivalent. The reason that they say how this is consistent is the term of functionally equivalent and this physiologist gives the example of a old woman who is altruistic.

Now, if a small child who cannot work goes to this old woman she gives him food to eat or money to buy food, but you know young man who can work goes to the same women, she does not give him money or food; she asked him to do a job and only then, she gives them food; now have the women been altruistic she would have given money to both the groups' the small child and the old man or the adult. Why did she not give money to the adult? The reason is that her basic trait is altruism and so, she knows that the small child cannot work and so, she gives money or food so, that this person this small child can eat that food and not be hungry.

When a adult comes in she knows that this adult can work and she gives this adult some work to do, then he finishes the work the old woman gives him money and what she is teaching is person to this behavior self-sustainers, she is being altruistic in both the ways and that is call the functionally equivalent behavior. So, in one case giving money in the other case giving work and then money is actually functionally equivalent behavior of altruism.

So, what this people say is that behavior in different situations are functionally equivalent for that person. Now, these psychologist said that 0.2 to 0.3 correlations are considered high comparing to the ones with carbon dioxide and global warming. And so, what this people state is that the kind of correlation that global warming and carbon monoxide poisoning is far below 0.2 and 0.3, but still people take it seriously and so, why should not people be taking the correlation of 0.2 and 0.3 between people's behavior and personality peoples relatively stable behavior or people consistent behavior and personality to be true.

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Personality: Definition and Existence

Weighing all the arguments and counter arguments personality psychologists agree that personality is indeed real and worth studying.

Even Mischel has focused on *personality styles or strategies* individual difference in the meaning people assign to various situations and events. Mischel believes that individuals show considerable consistency in this respect, such consistency in turn becomes kind of *behavioral signature* of their personality

So, as then start defining what is personality and its existence; weighing all the arguments and counter arguments personality psychology agreed that personality is indeed real and worth studying. And so, looking at all the arguments and counter argument that we have done up till now, personality psychology believe well that personality is indeed a feature that is real and that needs to be studied.

Even Walter Mischel has focused on personality styles or strategies. So, Mischel himself is also focused on personality styles or explain something called personality styles, which he defined as it is a individual difference in the meaning people assigned to various situations and events. Now Mischel believes that individual show consistency in this respect and such consistency intern becomes kind of behavior signature of this people.

So, what Walter Mischel says is that people are very consistent in terms of showing stable patterns behavior. And this is known as the personality styles and this Walter Mischel believes is the behavioral signature of the person showing the personality style.

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The recent view believes that – our behavior in any given situation is usually a complex function of both our personality (stable internal factors that make us unique) and situational factors in the world around us.

This **Interactionist perspective** is the current view of personality held by most psychologist

Personality = stable internal factors (consistent behavior) + situational factors

Now, the recent view believes that our behavior in any given situation is usually complex function of both our personality stable internal factors, which makes us unique and situational factors.

The recent view about personality is that personality is actually a combination of not only a stable internal factors, which is the consistent behavior pattern, but also situational factors which means that certain situational factors or certain factors related to different situations arising out of different situations are also responsible for our personality. And this basically is called the interaction perspective of personality which are held today by a number of physiologist.

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Theories of Personality

Freud's theory of Personality: The Psychoanalytic Approach

Dr, Prof, Nat. rer, Sigmund Freud got first inspired for this view on personality by the works of Jean-Martin Charcot and Joseph Breuer. His theory of personality has four levels: *levels of consciousness, the structure of personality, anxiety & defense mechanism and psychosocial stages of development.*

Levels of Consciousness: Beneath the Iceberg's Tip

Freud
Personality
Unconscious
Free association

So, what are the basic theories of personality, how is personality viewed by different physiologist around the world? What we will do now is look at several theories of personality and how different people have actually defined the idea of personality. We will start by looking at the idea of personality given by Sigmund Freud and I am probably sure that most of you know who Sigmund Freud was. One of the most famous psychologist of the 20th century, who died in the year 1939 after he fled from Vienna where he used to practice psycho analysis.

He was the originator of one of the most potent theory of personality which is called the psycho analytic theory. Freud was an neurologist and initially he studied with Charcot in Paris, where he was studying how epilepsy has to be treated later on when he came back from Paris to Vienna he started working with a colleague of his and where both of them started finding out the neural reasons the neurological reasons for certain kind of neurological problems.

Freud slowly diverged from this line of a functioning or this line of medication and developed his own theory of personality, which is called psycho analysis. Freud believed that psycho analysis or personality of a person can be extracted through psycho analysis. And what was psycho analysis? It is the procedure that Freud developed through which he believed, or he came to believe by the use of this method on patient that most of people's behavior is the result of their unconscious.

So, what Freud believe is that most of the human mind is unconscious; people are not aware of it and most of the behavior that people do, or the personality that people have the answer to this personality the answer to certain behavior or all behavior or that matter which we pulled over lies in the unconscious. So, let us take a jump into what is psycho analysis and start looking and the idea that Freud proposed.

It is a very strong idea in disproved by several people, but no matter how you much you hate this idea this is so, trust worthing this is so, factual let us look at what this is so, Freud theory of personality the psyho analytic approach Freud got his, first inspiration for the view of personality by the works of Jean Martin Charcot and Joseph Breurer. Now Charcot is one of those psychologist who is to work in Paris and Freud collaborated with him he went to his lab on a exchange program, there he started studying the neurological underpinnings of epilepsy and later on returning to Vienna he started working with Joseph Breurer.

Now, his theory of personality has four level; which level of consciousness, the structure of personality anxiety and defense mechanism and psycho analytics stables of development. So, Freud he believe that people's personality, how does it develop? it develops from unconscious. Freud believe that most of the mind that people have cannot be accessed, because it as no access to it because it is unconscious. And Freud developed a method which is called free association, which was fitted against the idea of hypnosis for accessing the unconscious what happens in free association.

So, what Freud did was he started his idea of psychoanalysis and use the method of free association free association what Freud would do is let the patient lie on arm chair on a comfortable couch. And he would give a word to the client as we call a psycho analysis and then he would just say a word and ask his client to come up or patient to comes up with a word that comes to his mind as soon as he hears the word that Freud has said. This way what would happen the slowly the client, or the patient would start speaking things that they would normally do not speak and whatever looking at the responses that people are giving very carefully looking at responses the personality of these people can be studied.

Now, Freud based on these interviews in these patient doctor interviews developed is theory of personality. Now Freud's theory of personality is divided into four parts as we

saw we will start by looking at what is the structure of personality. Then what is the levels of consciousness what is defense mechanism and anxiety and what is the psychosocial stages of development.

So, the first step that Freud did Freud believe that most of the behavior that people do comes from the unconscious. So, what is unconscious? Freud believes that the human mind is actually divided into three parts; that is something conscious there is something unconscious and there is something called the pre conscious.

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Freud was a scientist and thus believed in the concepts of thresholds in psychophysics. He believed that his psychological theories were temporary and would be soon replaced by biological and neural processes. He reached the startling conclusion that most of mind lies below the surface—below the threshold of conscious experience.

Above this boundary is consciousness consisting of current thoughts

Beneath the conscious realm is the large preconscious containing memories that are currently not part of our current thoughts.

Handwritten annotations:
- A bracket on the right side of the text spans from "consciousness consisting of current thoughts" to "large preconscious containing memories".
- Next to the top part of the bracket is the note "what we know now".
- Next to the bottom part of the bracket is the note "Memories / experiences".

Now, Freud was actually a scientist and thus believed in the concept of threshold in psychophysics.

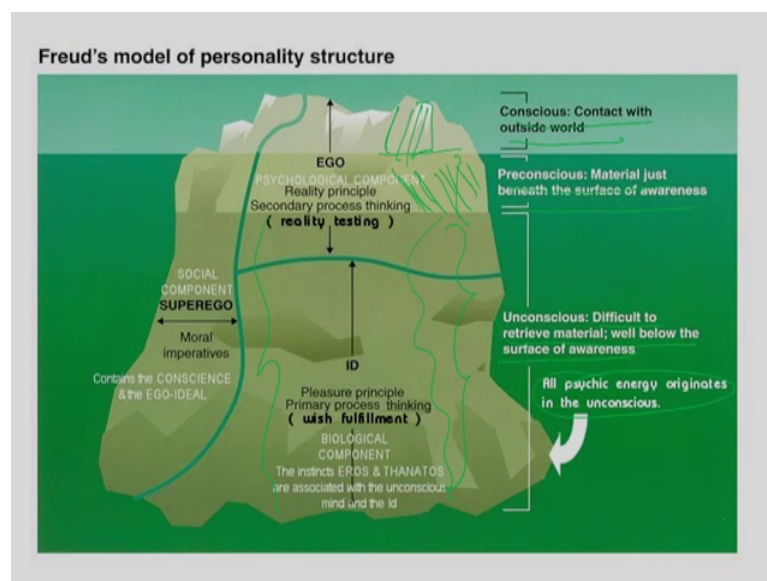
Freud believed that there is something called the threshold and even the mind has certain thresholds. Now, if you remember back to the idea of sensation we looked at what is absolute and differential threshold. So, Freud believe that the threshold of the human mind is very high and only very few materials actually across the threshold. Other than that most of the materials most of the knowledge that we have, most of the information that we have is below the threshold, whatever crosses the threshold remains unconsciousness and whatever the information or most of the information which remains below the threshold is called the unconscious.

Now, he believe that his psychological theories where temporary and would soon be replaced by biological and neural process, what he believed is that his idea was that psychological theories, which define peoples psychological functions are temporary in nature and as science progressives each behavior that people do will be defined in terms of the biological and neural process.

He reached the starting conclusion that most of mind lies below the surface of threshold or conscience experience. So, what Freud defined is that most of the human mind lies below this a certain threshold which is called the threshold of consciousness. Now, above this boundary is the conscious consisting of the current thoughts. So, the mind is divided into three parts the conscious the subconscious and the unconscious and the conscious is only just 5 percent of what we know.

So, all those information that we are aware of all those facts that we are a aware of lies in the unconscious our memories, our experiences lie in the subconscious, in anything other than that all informations other than that lie in the unconscious. Now, beneath the conscious realm is a large preconscious subconscious or preconscious it has been terms have been interchangeably used, containing memories that are currently not part of our current thoughts. So, memories or experiences lie this whereas conscious is what we know now, whatever we are aware of this is a conscious.

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Look at this model if you look at this model; this part is called the conscious; conscious contact with outside the world. So, we are aware of it below it this part this part that I am colouring right now is what is the preconscious materials as been a surface of awareness and so, this materials are like memory thoughts this is what you are aware of. And below this as you can see this large portion that I am now, defining this huge portion that I am now defining is basically the unconscious or unconscious difficult to retrieve material well below the surface of awareness.

Freud also says that all psychic energies originates in the unconscious, there are two kind of psychic energies one is called the live force the other is called the death force. Live force is the willingness the energy of people to live why they would live and death force is that energy which is their in people which makes them think about death. So, that kind of thing arises from this unconscious and most people behavior comes from the unconscious.

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Theories of Personality

- Finally, beneath the preconscious, and forming the bulk of the human mind, is the unconscious thoughts, desires and impulses of which we remain largely unaware. Freud believes that although some of the materials in unconscious are pre-loaded, most matter in unconscious were driven to it by the process of repression by the conscious mind
- The Structure of Personality: (Id, Ego and Superego) Unconscious
huge
- Freud believes that personality is a three part system corresponding roughly to desire, reason and conscience.

Id
child
ego
adult
Superego
spirit part

Finally beneath the preconscious and forming the bulk of the human mind is the unconscious thoughts, desire and impulses. Within the unconscious lies unconscious desire acts, these are all immoral acts these are all acts which cannot come to the surface. Within the unconscious lies a people thought process and impulse, ideas, knowledge which people do not want to interact with do not belong to the 4 friend, why because if they bring it to the four friends will be judge badly, they will be thought of as bad most

of psychologist believe that human beings are born as evil human beings are born evil. And so, that that evil thought the evil acts are all which is hidden in the unconscious of which we remain largely unaware.

Now, Freud believe that although some other materials in the unconscious are preloaded most matters in unconscious where driven to it, by the process or repression of the conscious mind. So, how does the unconscious develop? Now, we just saw that the unconscious is a huge part. So, how does it develop? The unconscious develops some of the thoughts of the unconscious is preloaded some of the things in unconscious comes from birth. But most of the things most of the experiences that happen in the day to day life, which we do not want to remember in future which we do not want to carry with us in future, they are pushed back to process or repression into the unconscious.

For example let say that I have a ugly fight with someone and I do not want to like this person, I just do not want to like this person you offence heard people saying that you do not exist for me. So, this fight which I had with this person and the ignorance that that I have because next time I meet this person I do not show that idea, that feeling that I have a fight with you and that is why I do not like you.

So, this idea you hate this person or the fight is actually pushed into the unconscious and within the unconscious lies this dilemma or the fight or the reason why you do not like this person or next time you meet this person you a sudden dislike will come up, but you will not be aware of why this dislike is coming up. And the reason why this dislike is coming up is because of the dilemma that is there, because of the flight that is their which has now be pushed through process of repression in the unconscious.

The next structure or the next part of Freud theory is called the structure of personality, now Freud's believe that personality is a three part system. So, initially the first part is that Freud believe that the unconscious or the human mind has three part. One which people are aware of one which your memories and thoughts and one that people are not aware of what people are not aware of captures most of the mind and what people aware of his only of fraction of it.

Similarly, Freud believe that human personality has three structure anybody personality as three structure. The Id Ego and Superhero think of the Id Ego and Superego as the

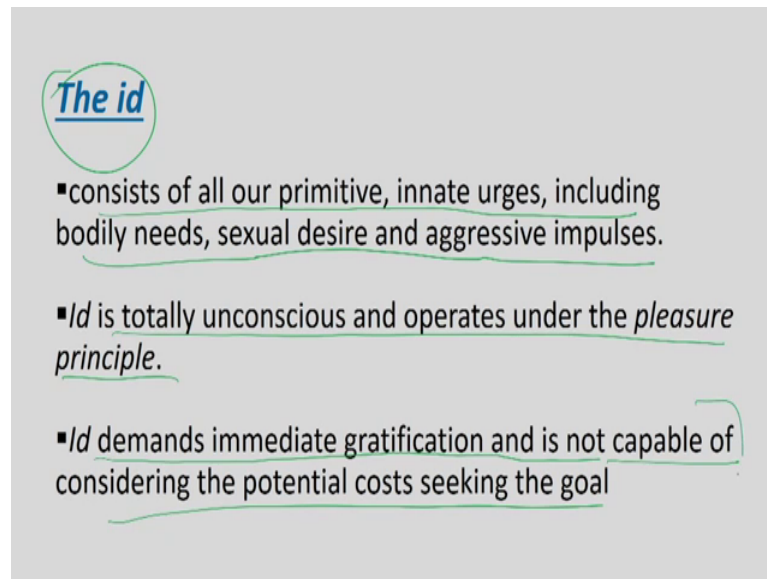
child the father mother, or the parents and grandparents. Now what happens? In any family it is a child who always wants to play and it is the grandfather, or the father who would always give moral reasons of why they should not play, but if this is what the situation is the child never play and grandfather would never be satisfied.

So, comes in the question or comes in the role of the parent who balances the demands of the child and the morality of the grandfather and father or grandparents and decides that the child should play, but after a certain period of time or till a certain period of time and then come back home. So, the grandparent would not want a child to play at all, because they believe that if the child plays then they will become bad they will not learn anything they learn bad behaviors.

On the other hand the child wants to play always and not do homeworks and not do anything at all. So, what does the parent does is it comes in between and then define certain time slots in which the child can play, because play is also necessary, but then also pleases the grandparents by obtaining the child from doing certain acts and giving the certain slots in which to play, this is exactly what is happening in the human mind also.

But Freud says is that Freud believes that personality is a three part system corresponding roughly to desire reason and conscience, Freud believes that personality is composed of desire which is the id the reason which is the ego and the conscience which is that superego, in our explanation this is the child, this is the parent and this is the grandparent.

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The id

- consists of all our primitive, innate urges, including bodily needs, sexual desire and aggressive impulses.
- *Id* is totally unconscious and operates under the *pleasure principle*.
- *Id* demands immediate gratification and is not capable of considering the potential costs seeking the goal

Now, let us look at what the id is what is the concept of the id. Now id consists of all are primitive innate urges including bodily needs sexual desires and aggressive impulses, Freud believes that id is all immoral it has innate urges with it, it has bodily needs it as sexual desires, it as aggressive impulses into it, it is totally unconscious and operated into the pleasure principle it wants to pleasure it is a child and so, it wants pleasure it always wants right now right your kind of kind it works on those principle. And it is always in the unconscious if there is a chocolate ice cream in front of you the feeling inside you the person inside you which says that eat right now, do not pay money I do not know I want it right now is what is the id.

The id demands immediate gratification and is not capable of considering the potential cost and seeking the goal. So, id wants everything right now it does not look at how do you get this thing, it does not look at what kind of losses and gains can you get out of it is just want things right, now that is why it is said to be working in the present principal it works on gratification principal I want something right now.

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The Ego *parent*

- Task is to hold the *id* in check until conditions allow for satisfaction of its impulses
- The ego operates in accordance with the *reality principle* – it takes into account external conditions and the consequences of various actions and directs behavior so as to maximize pleasure and minimize pain
- The ego is partly conscious but not entirely so; its struggle with *id* is mostly outside our conscious knowledge / understanding

The ego which is also the parent functions in this way, the task of the ego is to hold the id in check until conditions allow for the satisfaction of the impulse. So, if you look at the ice cream if you are sitting in a class and something and you says that you are hungry you should rush out of the class and each that is the id which is talking. But then there is a ego was basically says that no do not do that once the class is over go eat whatever you want to be or if a very hungry you may request the teacher to let you go and have whatever you want to have.

Now, this basic function or this basic process which makes you do these kind of things to weight or to request the teacher for going for eating is what is the role of the ego, the ego operates in accordance with something called the reality principality. The ego is in touch of reality it always know what is real it knows the potentially cost and the risks involved in this seasons and that is why it works on reality principle it works in terms of reality.

It takes into account external conditions and the consequences of various actions and directs behavior as to maximize pleasure and minimize risk pain. So, what the ego always does is it does acts it maintains, the id in such a way that people always gain and or people always get pleasure and the pain is minimized. The ego is partly conscious, but not entirely. So, it struggle with id is mostly outside the conscious knowledge or understanding.

Part of id is conscious, but not all of it the id when it makes its demands the ego has to control it. On one hand it has a superego which is grazing moral principles or moral values and other hand it has ids. So, most of the time the superego and id are fighting and the role of the id or the role of the ego is to balance this fight between the id and superego.

Whenever id raises a demand the superego suppresses that demand by morality principle. The role of the ego is to solve this fight whenever a fight happens it creates anxiety and that is the reason why people are anxious, whenever somebody is anxious it is the desire on one hand fighting with the moral principles that they have in life on the other hand. And the ego the reality which is trying to maintain it; so anxiety arise from there and that is where Freud defines the origin of anxieties.

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The Superego *good parent*

- The superego too seeks to control the satisfaction of id but in contrast to ego.
- The superego works with *morality principle* – various ways of satisfying id impulses are right or wrong
- It is acquired through our parents and mostly unconscious

The superego or the grandparent what is it the superego too seeks to control the satisfaction of it, but it contrast to ego superego controls working of id through morality principles it gives reasons.

So, in the classroom example where you want to eat something and it says that go right now and eat, but the superego will tell you that you are not here for eating, you are here for doing something good. And even if you do not eat for let say 30 minutes or 1 hour of the class nothing bad is going to happen, because you want to prove yourself you want

there are parents who have put money into you have you are a good person you should not be doing it and so, it puts a lot of morality into it or lot of sense of morality on to you.

If you just listen to superego you will never do anything, if you will listen to the id you will always do the wrong thing. So, ego maintains a balance between them the superego works with the morality principle, now various ways of satisfying id impulses are right or wrong. So, what superego says is it says what is wrong and what is right and the id does not know this.

The role of the ego is to look at the morality which is supplied by the superego and the desired of the id and make a balance between them. Now, it is a acquired through our parents and mostly unconscious. So, how do we get superhero is basically acquired through parents and then it is mostly in the unconscious.

So, both id and superego in the is in the unconscious, but apart of ego is in the conscious and still a lot of ego part of the ego is in the unconscious, if you look into this is where the ego is so, its physiological component reality principal works on secondary process thinking reality me. If you look at the idea what is it works on pleasure principle primary process thinking wish fulfillment.

The biological component it has something called the eros and thanatos eros is the live force and thanatos is the death force are associated with unconscious mind and id the social component is called the superego which has moral imperative it contains the conscience and the ego idle.

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So, quick look at the idea what id ego and superego is if you can look into it walks the fast, then you have ego which is working at a definite space and superego you cannot see it, or if you are looking in this term this is what the id ego and superego actually looks like.

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Theories of Personality

Anxiety and Defense Mechanisms

In the eternal struggle of the Id with the Ego anxiety surfaces at the conscious as the sign of the struggle. If Id impulses get too strong for the Ego & Superego to handle the Id resorts to its last line of defense – the defense mechanisms

Psychosexual Stages of Development

According to Freud, an innate sequence of stages through which all human beings pass and at each stage pleasure is focused on a different region of the body

Anxiety and defense mechanism as I said when the id fights with the superego this fight has to be resolved and the resolve is done by what is called the ego. Now there are times when the ego actually cannot resolve this fight and that is why the anxiety it raises to a

very high level on those cases the id uses a defense mechanism which is the process of controlling this anxiety.

So, in the eternal struggle of the id with the ego, anxiety surfaces at the conscious as a sign of struggle. Now, even pulses get too strong for the ego and superego to handle the id resorts to its last line defense which is called defense mechanism. So, id uses the defense mechanism to basically the ego used in defense mechanism to basically lower this anxieties.

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Defense Mechanism	Description	Example
Repression	Unknowingly placing an unpleasant memory or thought in the unconscious	Not remembering a traumatic incident in which you witnessed a crime
Regression	Reverting back to immature behavior from an earlier stage of development	Throwing temper tantrums as an adult when you don't get your way
Displacement	Redirecting unacceptable feelings from the original source to a safer, substitute target	Taking your anger toward your boss out on your spouse or children by yelling at them and not your boss
Sublimation	Replacing socially unacceptable impulses with socially acceptable behavior	Channeling aggressive drives into playing football or inappropriate sexual desires into art
Reaction formation	Acting in exactly the opposite way to one's unacceptable impulses	Being overprotective of and lavishing attention on an unwanted child
Projection	Attributing one's own unacceptable feelings and thoughts to others and not yourself	Accusing your boyfriend of cheating on you because you have felt like cheating on him
Rationalization	Creating false excuses for one's unacceptable feelings, thoughts, or behavior	Justifying cheating on an exam by saying that everyone else cheats

So, what are the defense mechanism? Some of the defense mechanism repression, where what happens is unknowingly placing a un pleasant memory or thought in unconscious. Something bad happens we do not want to remember it in future we put into the unconscious and learning next time when the situation arises we do not even remember it.

Sublimation another defence mechanism is replacing, socially unacceptable impulses with socially acceptable behavior. So, you like someone, but you cannot say to this person so, maybe you give a gift to this person shall I cannot express that likeliness the idea that you like them and you want to go more than that. So, what you tend to do is your likeliness now express a as a box of chocolate or as a flowers and so on and so forth.

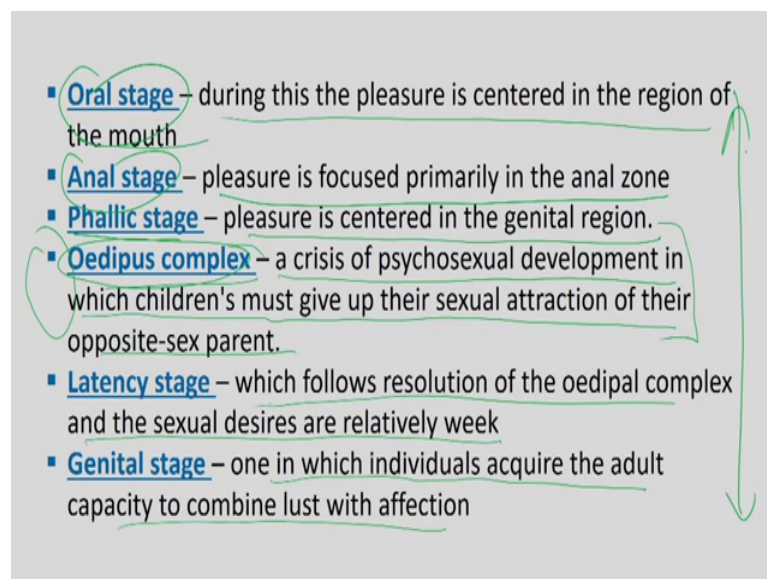
Or projection attributing one's own unacceptable feelings and thoughts to others and not to yourself; for example, excusing your boyfriend cheating on you, because you felt like cheating on him. and sublimation channeling aggressive drives into playing football or in appropriate sexual desires. The next part of Freud theory or the next component of Freud theory is called the psychosocial stages of development.

Now, what are these? According to Freud and innate sequence of stages through which all human being pass at each stage pleasure is focus on a different regions of the body. So, what Freud theory states is that there are certain stages of development that people pass through and these stages are what most people have to go through.

Now, if you get stuck are one of these stages, you will never ever move out of it. For example, Freud gives the example that why do people smoke and he believes that peoples smoke, because they are stuck at the oral stage at the oral stage they were not allowed to suck their thumb and so, they get stuck at the oral stage and because of that they are smoking.

So, Freud believes that there are certain stages that people pass through. And if for any reason you get a stuck to many of these stages, then you develop a driven personality.

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- **Oral stage** – during this the pleasure is centered in the region of the mouth
 - **Anal stage** – pleasure is focused primarily in the anal zone
 - **Phallic stage** – pleasure is centered in the genital region.
 - **Oedipus complex** – a crisis of psychosexual development in which children's must give up their sexual attraction of their opposite-sex parent.
 - **Latency stage** – which follows resolution of the oedipal complex and the sexual desires are relatively week
 - **Genital stage** – one in which individuals acquire the adult capacity to combine lust with affection

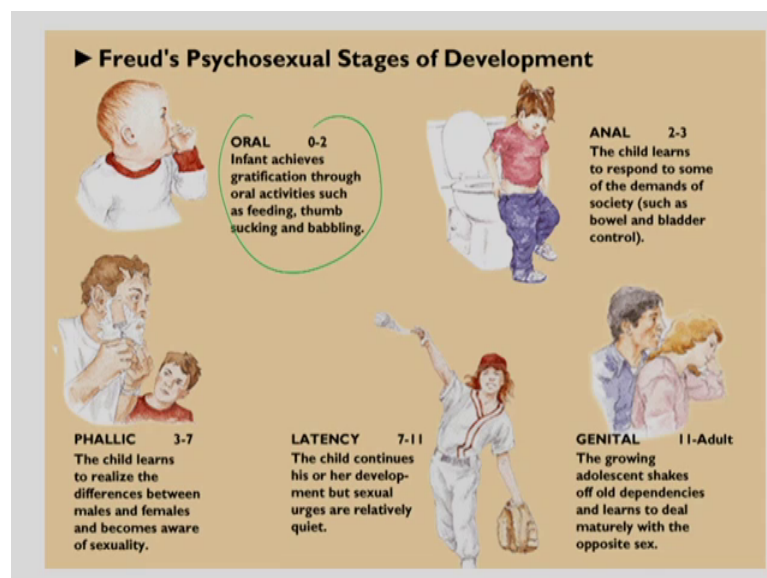
What are the stages? And these stages are related to particular region of the body, or particular organ of the body. And there has an pleasure from the organ that the oral stage

during this stage pleasure is centered on the region of the mouth, you see very small children the first stage if you give them anything they will put in the mouth, because it is pleasurable for them.

There is the anal stage pleasure is focused primarily in the anal zone so, very small children passed of the oral stage they would like to hold their potty, they will like to not defecate and that is one of the things at the phallic stage pleasure is centered in the genital region, similarly Oedipus complex that is another interesting thing a crisis of psychosexual development in which children's must give up their sexual attraction of their opposite sex. So, this is because you get stuck at the phallic stage.

There is a latency stage which follows resolution of oedipal complex and the sexual desires are relatively weak and then there is a genital stage one in which individuals acquire the adult capacity to combine, lust with affection. And so, these are the stages through which everybody or every person keeps on moving and these stages actually define how you progress or how your personality would be in future.

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So, these are the stages if you look into it this is the oral stage 0 to 0 years of age infant achieves gratification through oral activities such feeding thumb and sucking, then there is a anal stage 2 to 3 years the child learns to respond to some of the demands of the society and so, on and so forth you have the phallic stage, you have the latency stage and

you have the genital stage. And if in any of the stages you get stuck, the reason for it or the outcome of it would be a deviant personality.

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Theories of Personality

Critics of Freud's Psychoanalytic Theory

- I. Critics have pointed out that Freud's theory is not really a scientific theory
- II. Freud's findings are not consistent with modern research - dream significance
- III. Freud relied on a small number of case studies for his theoretical data
- IV. Freud's theory has so many different concepts that they can explain virtually any pattern of behavior in an after-the-fact manner

Now, there are several criticisms to Freud's theory. One of the first criticisms is that critics have pointed out that Freud's theory is not really a scientific theory. Now, how did Freud come up with this theory? What Freud would do is use the method of free association. And that middle-aged woman who had a lot of money would come to Freud's clinic for talking to him or for discussing their problems.

And it is from these discussions and using the technique of free association that Freud developed his theory. So, in no way has Freud's theory been tested ever; it has never given a valid result or neither has it been validated, nor has it been consistent in its predictions, and that is why it is not a scientific theory.

Also, Freud's findings are not consistent with modern research. For example, dream significance: Freud says that people's id desires are not only surfaced in terms of Freudian slip behavior anomalies. Now, what is a Freudian slip? Sometimes what we want or what the unconscious makes us want slips into our language. So, instead of saying baby, we say beauty. This kind of a slip is basically a Freudian slip, where our hidden desires come to it.

Similarly, Freud says that this kind of desires are also manifested into the dream and each dream as a meaning and so, Freud says that this unconscious desires of id also get slipped into the dream. And so, the modern research says that dreams are not the way Freud explain this intend dream is something else. Now, Freud relied on small number of case studies for his theoretical data.

Freud actually relied on clinical data from people from these women who were actually very wealthy and on their stories for developing this theory of his and that is why it is not reliable. Similarly Freud theory has so, many different concept that they can explain virtually any pattern behavior in a after the fact manner. Now it is so big his theory if you look into his Freud theory it is so huge we have just given you a snippet of what the theory is any behavior or any kind of personality disorder can be explained or personality can be explained by his theory; so it is not a very good thing.

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Other Psychoanalytic Views: Freud's disciples
..... Defectors

Carl Jung – **The collective unconscious** – holds experiences shared by all human beings – experiences that are in a sense, part of our biological heritage.

- The collective unconscious finds expression in our minds in several ways, but among these **archetypes**, - **manifestations of collective unconsciousness that express themselves when our conscious mind is distracted or inactive for e.g., during sleep** – are most central to Jung's theory

Handwritten annotations: 'Mother' circled in green; 'archetypes' and 'manifestations of collective unconsciousness...' underlined in green; a green box around the final sentence.

Now, Freud have a lot of other people who stuck to him and later on they moved out of Freud theory, or they move they defective from Freud for a lot of friends and a lot of disciples. And these disciples then later on came to be known as neo Freudian. So, we will discuss two Freudians today, now two important death factors of Freud's theory was someone called Carl Jung.

Now, Carl Jung did identify with the idea of Freud unconscious, but he also give an idea a new idea that there is something called unconscious is divided into two parts one is called the personal unconscious and other is called the collective unconscious whereas, personal unconscious relates to what Freud has defined as unconscious the collective unconscious according to Jung, holds experience shared by all human beings he experiences that are in a sense part of our biological heritage.

So, on collective unconscious is that unconscious or that beliefs, experience which all of us share. The collective unconscious find the expression in our mind in several ways, but among these the archetypes which are manifestations of collective unconscious that expresses themselves when our conscious mind is distracted or inactive for example, during sleep; are more central to Jung's theory.

What Jung says is that the expression of these collective unconscious in our minds they are best explained by archetypes. What are archetypes? These are manifestations of collective unconscious; these are the expressions of collective consequences, this expresses themselves when our conscious mind is distracted or inactive.

So, this collective unconscious is what comes in our dream during our sleep and these are most central to Jung's theory.

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Theories of Personality

- Two special important *archetypes in Jung's theory* are known as *animus – the masculine side of females and anima – the feminine side of males.*
- Another aspect of Jung's theory was his suggestion that we are all *born with innate tendencies* to be primarily concerned *either with our inner selves or with the outside world.*

Alfred Adler: Neo Freudian Psychoanalyst

- He emphasized the importance of feelings of inferiority, which he believed we experience as children because of our small size and physical weakness.

Introvert/Extrovert

Now, what is collective unconscious? Let us say the construct mother when we say mother all of us will agree on certain patterns of mother for example, if I ask you what is mother define a mother. Now, all of you will agree that she is first have to be female parent and then she is someone who loves you and she is someone who takes care of you unconditionally and all those things are there.

Now, most of us will agree on these facts, when I give you the term mother and I ask you define mother, most of it will agree on certain characteristics of mother; that is what is collective unconscious. The part which is shared among us is what is called or god for that matter. Now there are certain patterns of god, characteristics of god which are shared among us and that is what is the collective unconscious.

Now, two important archetypes in Jung's theory are known as the animus; the masculine side of females and the anima which is a feminine side of males. So, Jung's says that most males have a feminine side which is not so dominant, but at times it shows itself. Similarly most females have dominant side which is also not displayed; so often, but at times it displays.

So, this anima and animus are two archetypes or two special archetypes that Jung defines. Another aspect of Jung's theory is a suggestion that we are all born with innate tendencies to be primarily concerned with either without selves and outside world.

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- He viewed personality development as stemming primarily from our efforts to overcome such feelings through what he termed *striving for superiority*
- If these efforts go too far, we may develop *superiority complex and become a braggart / bully.*
- Adler also emphasized the role of *social factors in personality* for instance, he called attention to the importance of birth order. He believed only children are spoiled too much by parental attention, while firstborn's are "dethroned" by second child. The second born's are often *competitive and realist*

The idea of introvert or extrovert is what is defined here what Jung says is that people are born with this idea of being introvert or extrovert.

Some people are born with the idea or with the personality, where they only care for themselves, what matters to them in their life is what they think about certain matter or certain important aspects or for that matter, whose wise matter most is what they believe, there are certain other people for whom other matters views of other matters (Refer Time: 52:48) alot.

Now, for people for whom their own view matters most and what other people say do not matter are known to be in traversed. Other kind of people who depend on the views of people outside of them and that defines their behavior or other people view define the behavior are called extrovert. Another defector of Sigmund Freud is Alfred Adler; he was also a Neo Freudian he moved away from the Freud camp and started his own idea of personality.

Now, Alfred Adler emphasis the importance of feeling or inferiority which he believed, we experience as children because of our small size and physical weakness. So, what Alfred Adler says that when children are very small, how does the personality develop? He says that when children are very small they are very big and they cannot compete with their parents.

And this feeling of being small being inferior makes them strive for or act to get successful strive to become strive to success try to develop more and that is why you have seem small children acting with their fathers and cutting the beards, or using shavers for cutting the beard. This is basically striving for the success or striving to be superior and that is what one reason, or that is that this impurity that they feel in front of the fathers and mothers small children that leads them to the development of the personality.

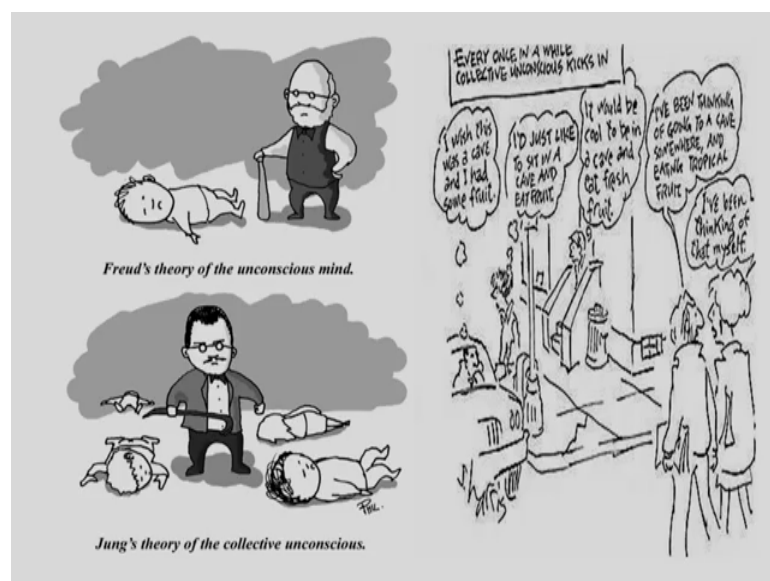
He viewed personality development as stemming primarily from our efforts to overcome such feelings through what he termed as striving for superiority. So, he will use that this striving for superiority is the main reason of how we develop our personalities. Also if these efforts go too far we may develop superiority complex and become a bully.

So, if we never stop in this superiority thing if we never stop striving for superiority, if we keep on working and thinking that we are superior from other than this superiority fight for superiority does not stop, what would happens is you will turn out to be bully or will becomes bully in future. Adler also emphasis the role of social factor in personality, Adler believes that there are certain social factors which are also important personality for instance he called attention to the importance of birth order.

Adler believed that birth order is also responsible for personality, he believed only children are spoiled too much by parents attention while first borns are dethroned by the second child; the second born are also competitive and realistic, what he believes is that this birth order first born are always, if you are a single children the personality will be very different.

But it is a second child and third child who actually struggles a lot and he turns out to be the more success. So, in most families where you have two or three children, the middle child is always the one who actually succeeds the most, because he cannot complete with the first child who is the first one and the third child who is the baby of the house. And so, what happens is that this third child this middle childhood does not get too much attention from people. He struggled the most and he achieves the most success which is to be achieved.

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And if you look into it this is what Freud's conception is so, Freud theory of the unconscious mind this is Jung's theory of the collective unconscious. So, he believes that these people have a common unconscious for example, the id of mother or anything and this is the conceptualization of personality according to the Neo Freudians.

So, what we did today in today's class I am just looking just one theory which is very important theory which was Freud's theory, we will cover some more theories in the next class. In today's lecture we defined what is personality. We looked at the debate of personality whether it is real or not. And we also looked at the interaction is perspective of personality further through it we define in detail the id of how Freud looked at personality and how you believe that unconscious is a reason for personality, how unconscious plays a lot of role in personality.

We looked at his division of a personality structure into the level of unconscious into the stages of personality, or the structure of personality. The further division into how defense mechanisms which are used by the id and ego to tackle with the anxiety; which is generated in the fight between the id and the superego and then the stages of development which are responsible for certain personality patterns, or certain personality dynamics to be or certain personality development.

We then looked at two defects from Freud's theory which are Jung who believe the idea of introverts and extroverts. And then believed in the idea of collective unconscious and Alfred Adler who believed that there is something called birth order and the striving for superiority, the reason which is being held for the personality differences that we find in people or the relatively different kind of behaviors that different that people do relatively consistent pattern of behaving that people have across situations.

When we meet next we will extend this idea of personality, look at more theories of personality and look at how personality can be measured, but up till then when we meet again it is thank you and goodbye.