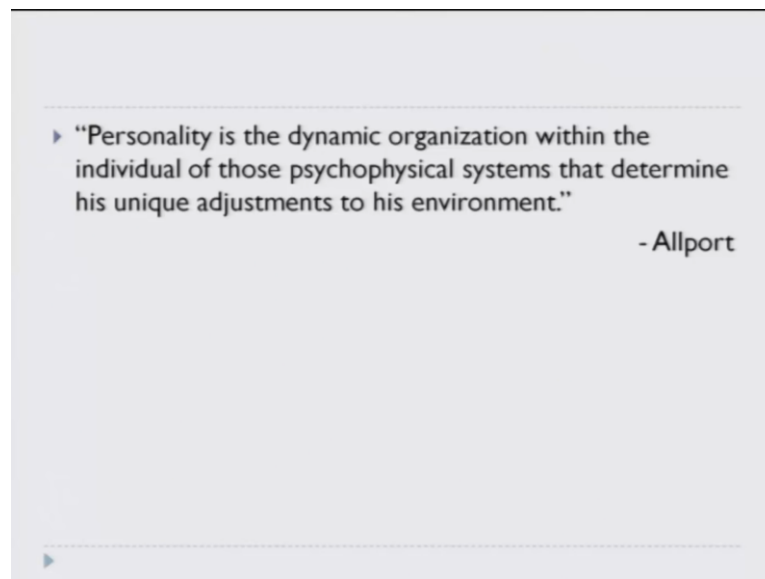


Introduction to Psychology
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Lecture - 34
Personality

Today we are going to start fresh topic. Where in we would primarily be talking about what personality is. What are the measure approaches to on the standing of personality, and we will also come across what are the techniques used to assess personality of any individual. Common sensitively you must have found people always talking about personality of one person or the other, but given know the discussion on this very topic we would try to understand is it that what commonly people understand that this is what the person of the person is or when they generate a profile of somebody is it really source scientific the way psychology describes it.

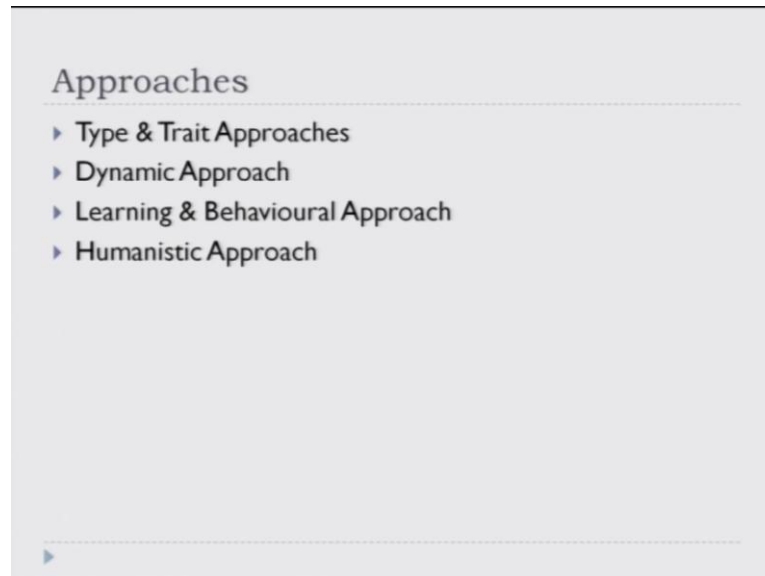
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So coming to the definition of personality famous psychologist are put he defined personality as a dynamic organization. Within the individual which has psycho physical systems, which determine his or her unique adjustment to the environment. So, ideally how you respond to the environment in which you are in the psycho physical system and all these elements of the systems how dynamically they are organized and it is this dynamicity of the organization, which enables you to keep changing, to keep revising, to

keep adopting to the environment therefore, you would realize that there would be whole range of characteristics that you can suggest that this very individual, basically is characteristics 1 plus 2 plus 3 plus and the number of characteristics that you can draw, but you perhaps never succeed saying that this very person basically means this one single characteristics that usually does not happen.

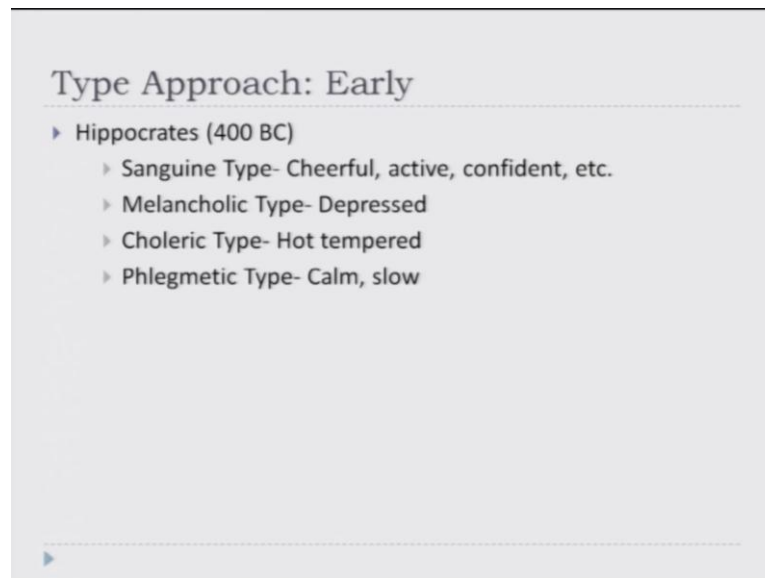
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So, to understand personality of any individual, we would understand the approaches taken by psychologist. Four major approaches if you wish you can make it five. Type and trait I am combining them as one single approach, many books you would find that type approach is now put separately and trait approach is put separately, for convince I am putting type and trait approaches together the Dynamic approach, where in we would be talking about the psycho analyze, how they try to define personality. Learning and the Behavioural approach and finally, the Humanistic approach.

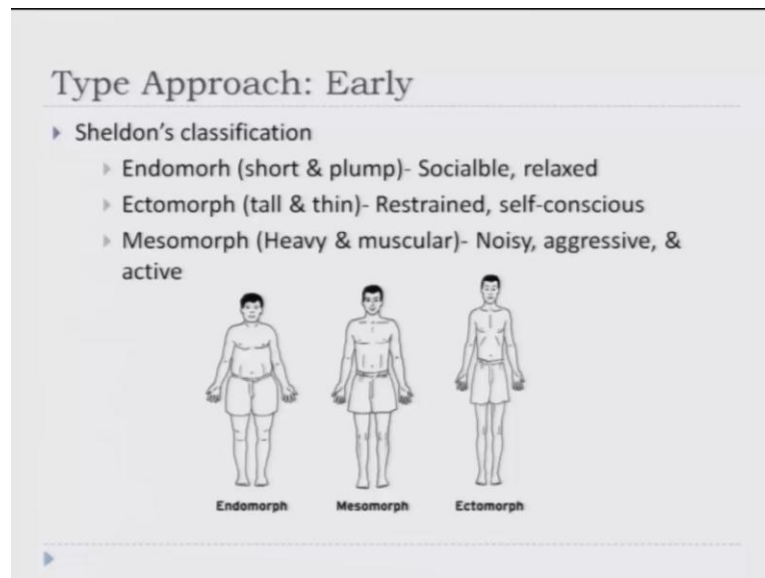
So, these four approaches we would take to understand personality and I must tell you that, we would be talking about type and trait approach in much more sustained way. Especially when we come to the type approach, I will very clearly tell you that find these are the early propositions and these are the modern propositions and therefore each of this approach might not get same degree of time when we talk about it here.

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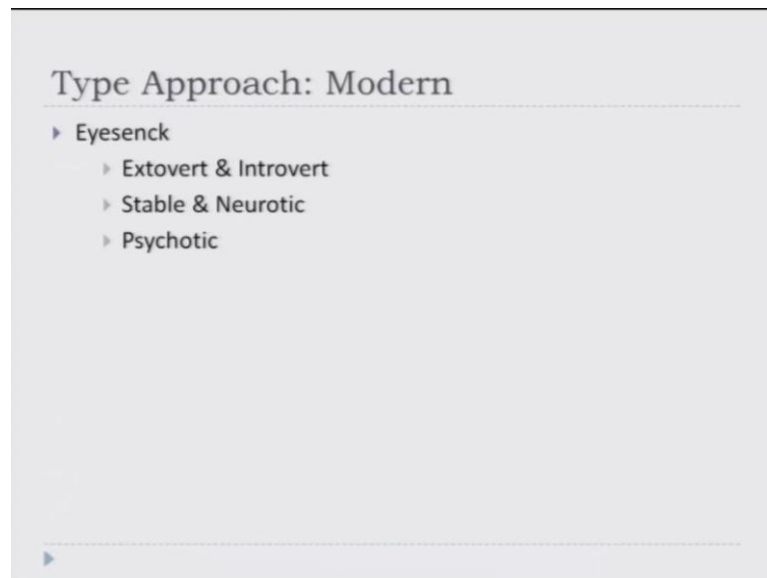
Coming to the type approach the earliest now approach was what was proposed by Hippocrates 400 B.C. Where he said that you can divide individuals into four groups, the Sanguine types, The melancholic types, The Choleric type and the Phlegmatic type and each of these types he gave certain characteristics. He said that if somebody is sanguine type; that means, the individual would be cheerful very active and confident. People who are melancholic type, they would largely be depressed. People who are choleric type would be hot tempered and people who are phlegmatic type would be calm and slow. Then came Sheldon classification and Sheldon basically looked at how the physical make up the body and then he tried associating certain characteristics with those makes.

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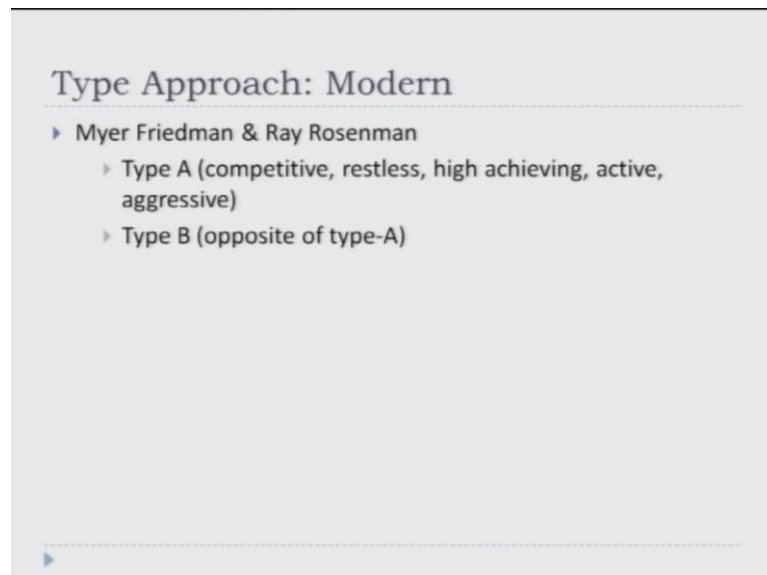
So, he divided people into three groups Endomorph, Ectomorph and the Mesomorph. Endomorphic are short and plump. Ectomorphic who are tall and thin, and Mesomorphic who are heavy and muscular and then he correlated now this type of a body makeup with certain characteristics where any said that those who are Endomorph means short and plump, they are largely very relax type of people and they are also very very social in nature. People who are Ectomorph mean they are tall and thin; they are being ones who would e restrained and very self conscious. Here is people who are mesomorphs heavy and muscular people, they would be noisy they would be aggressive, but they would also be very active in nature. that way tell you that modern psychology when you look at the understanding of personality Sheldon's classification you will not find place for it.

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But then most of the books of introduction psychology, if you look at it will talk about know these two type approaches the early approaches. Much later the classification of Eysenck came into being where in Eysenck can now divided people on x y axis, which had 3 dimensions, Introversion, Extroversion, Stables and Neurotics and the Psychotics.

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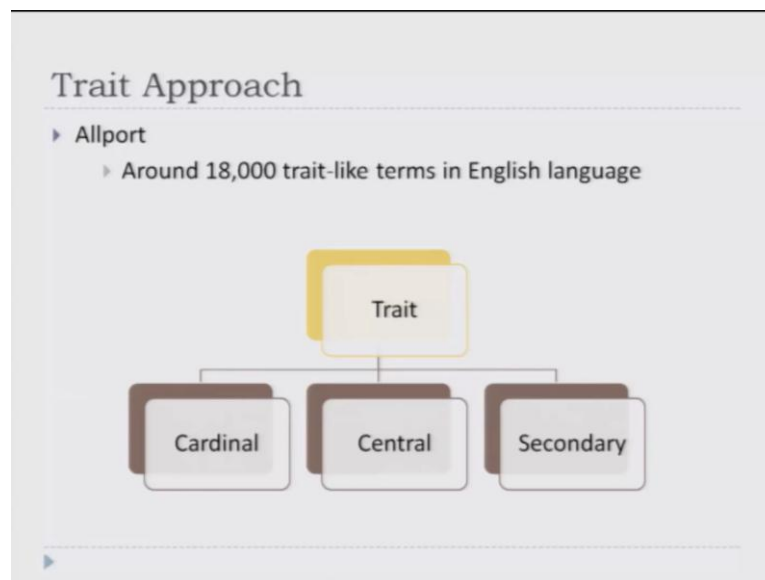


And then one more type approach in the modern time which came, that was of course, out of the practicing doctors Friedman and Ray Rosenman, then they came forward with the concept of type A and B type of people and must tell you that Rosenman and

Friedman basically their theory this type approach, came out of the patients who visited their clinic because of some cardiac problem.

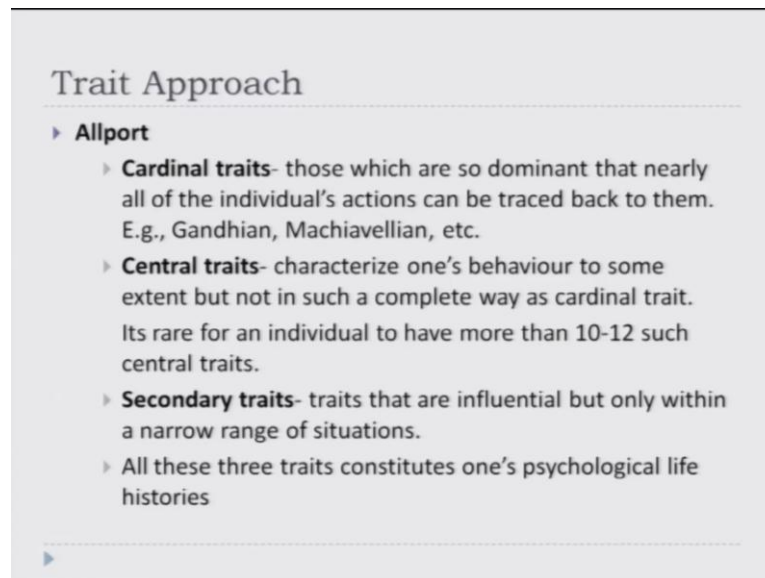
They found that what type A, they are basically the competitive people; they are also restless very high achieving active and aggressive in nature. And type b people who are just opposite to this. So, this 4 two old and two new you would find at this type of approaches to understanding individuals are classified as type approaches.

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We now come to the trait approach. Allport once again we referred to his definition right in the beginning. He looked at the English language and try to find out those terms those words in English. Which now sounds like trait like type of A term and he founded there are 18000 different words which can be considered as traits and what he did was that he classified traits in to 3 groups, Cardinal Traits, Central Traits and Secondary Traits.

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The slide is titled "Trait Approach" and lists the following points under "Allport":

- ▶ **Cardinal traits**- those which are so dominant that nearly all of the individual's actions can be traced back to them. E.g., Gandhian, Machiavellian, etc.
- ▶ **Central traits**- characterize one's behaviour to some extent but not in such a complete way as cardinal trait. Its rare for an individual to have more than 10-12 such central traits.
- ▶ **Secondary traits**- traits that are influential but only within a narrow range of situations.
- ▶ All these three traits constitutes one's psychological life histories

So according to Allport there are some traits which are Cardinal means they are so dominant that nearly you can trace back the individual to that a specific type of a trait. like say Gandhian, Machiavellian. So, Gandhian would mean now Gandhi like. So, one single trait or one small combination of traits which basically describes the full now length of your personality those traits are called the Cardinal traits, then comes to the central traits, these are basically now traits that characterize ones behavior to some extent, but not as complete as the Cardinal traits and it is rare for individuals to have more than 10 or 12 such central traits. So, you can imagine that if know central traits are now center of exploration of characteristics of a given individual and you can assume of at at max tend to twelve central traits, then how many cardinal traits you can think of.

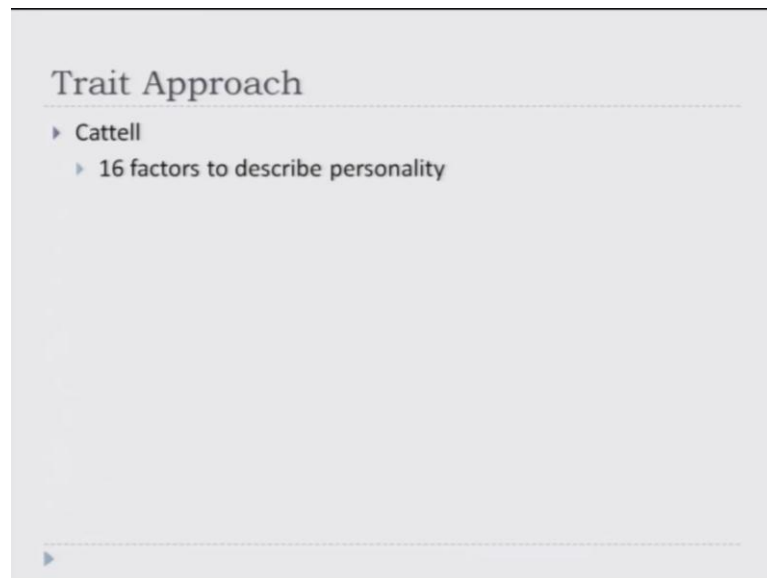
And the third category of traits according to Allport was the secondary traits - traits that are influential, but only within a narrow range of situation and all these three trades basically constitutes the psychological history of as human being.

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Then another now concept came in psychology given by Julian Rotter and Rotter basically focused on one single trait, where he talked about the locus of control and based on the locus of control his idea was that people either have an inward locus of control or they have an outward locus of control and locus of control if you look at literature in psychology, we will find that this is one of the most widely studied topics in psychology. Where in people have found out that say management of a stress, tolerance of a stress, now how one copes what could be the ramifications of a stress full scenario. All of these have been examined with respect to locus of control where people have found that external locus of control subs you better compare to the internal locus of control.

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And of course, Cattell gave this is famous 16 factor personality and if you look at this whole set you would realize now that by polar combinations have been talked about.

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Descriptors of Low Range	Primary Factor	Descriptors of High Range
Impersonal, distant, cool, reserved, detached, formal, aloof (Schizotypiness)	Warmth (A)	Warm, outgoing, attentive to others, lively, easy going, participating, like people (Affectiveness)
Concrete thinking, lower general mental capacity, less intelligent, unable to handle abstract problems (Lower Scholastic Mental Capacity)	Reasoning (B)	Abstract-thinking, more intelligent, bright, higher general mental capacity, fast learner (Higher Scholastic Mental Capacity)
Reactive emotionally, changeable, affected by feelings, emotionally less stable, easily upset (Lower Ego Strength)	Emotional Stability (C)	Emotionally stable, adaptive, mature, faces reality calmly (Higher Ego Strength)
Defensive, cooperative, avoids conflict, submissive, humble, obedient, easily led, flexible, accommodating (Vulnerability)	Dominance (E)	Dominant, forceful, assertive, aggressive, competitive, stubborn, heavy (Dominance)
Serious, restrained, prudent, tactful, introspective, aloof (Demergercy)	Liveliness (F)	Lively, animated, spontaneous, enthusiastic, happy-go-lucky, cheerful, responsive, impulsive (Spontaneity)
Expansive, nonconforming, disregards rules, self-indulgent (Low Super Ego Strength)	Rule-Consciousness (G)	Sub-conscience, ethical, conventional, conforming, moralistic, strict, rule-bound (High Super Ego Strength)
Shy, threat-sensitive, timid, hesitant, inhibited (Timidity)	Social Boldness (H)	Socially bold, venturesome, thick-skinned, uninhibited (Pugnacity)
Vigilant, objective, unemotional, tough-minded, self-reliant, no-nonsense, rough (Hurtle)	Sensitivity (I)	Sensitive, sensitive, sentimental, tender-minded, sensitive, refined (Pretense)
Trusting, unsuspecting, accepting, unaffiliated, open (Altruism)	Vigilance (L)	Vigilant, suspicious, skeptical, distrustful, experimental (Pragmatism)
Grounded, practical, precise, solution-oriented, steady, even-emotional (Pragmatism)	Abstractness (M)	Abstract, imaginative, abstract-minded, impractical, absorbed in ideas (Aesthetics)
Forthright, genuine, serious, open	Private-disclosure (N)	Private, discreet, non-disclosing

So, if you look at those 16 factors proposed by Cattell, look at your screen right now. You find the primary factors mentioned there and then you have to know the two extreme ends. One the low range and the other one is the high range. So, warmth, reasoning, emotional, stability, dominance, liveliness, rule consciousness, social boldness, sensitivity, vigilance, abstractness privateness, Apprehension, openness to

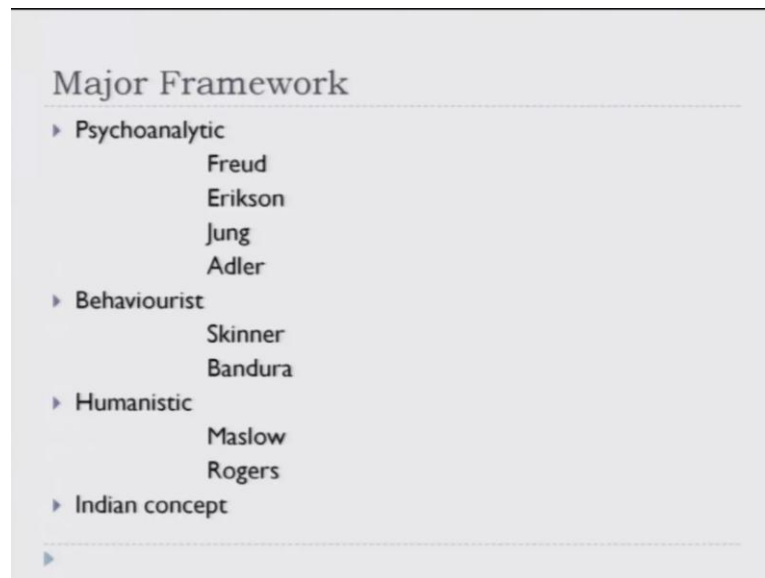
change, self reliance, perfectionism and tension. These are the 16 various factors at Cattell talks about and now Cattell gives complete description of, what type of people are who have who are either low on a particular now trait are those who are high on that.

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Personality (Continuity Theory) Cattell's 16	Personality (Continuity Theory) Cattell's 16	Personality (Continuity Theory) Cattell's 16
Self-Assured, unswerving, complacent, secure, free of guilt, confident, self-satisfied (Control)	Apprehensive (Q1)	Apprehensive, self-doubting, worried, guilt-prone, insecure, worrying, self-blaming (Qual: Insecurity)
Traditional, attached to familiar, conservative, respecting traditional ideas (Conservatism)	Openness to Change (Q1)	Open to change, experimental, liberal, analytical, critical, free thinking, flexibility (Radicalism)
Group-oriented, affiliative, a joiner and follower dependent (Group Adherence)	Self-Reliance (Q2)	Self-reliant, solitary, uncommitted, individualistic, self-sufficient (Self-Sufficiency)
Tolerance, disorder, unassertive, flexible, nondescripted, lax, self-sufficient, impulsive, freedom of social roles, uncontrolled (Low Integration)	Perfectionism (Q3)	Perfectionistic, organized, competitive, self-disciplined, socially precise, exacting, will power, control, self-organized
Relaxed, placid, tranquil, torpid, patient, composed, low drive (Low Energy/Tension)	Tension (Q4)	Tense, high energy, impatient, driven, frustrated, over-zealous, time-driven (High Energy/Tension)

For instance he says that if you are high on warmth, then you would be warm outgoing, attentive to others, kind, easy going participating and you would like people. In case you are low on warmth then impersonal, distant, cool, reserved, detached, formal, aloof these are now the characteristics that you would reflect upon and then very nicely Cattell also says that now if you are high on certain characteristics you are bound to be low on some other characteristics. So, he gives very nice now mix and match of 16 different factors. Because we are going through these approach is therefore, we would not go through now all the 16 traits that he talks about and looking at the description.

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So, by large if you look at the frame work now I have now removed the type in the trait approach four major frame work we would be looking at. We would be looking at the psychoanalytic frame work, where in we would talk about the proposition a Freud, Erikson, Jung, Adler and of course, Karen Horney. We would also look at the behaviourist framework, Primarily we would look at the work of Skinner and Bandura how they are work now describes the personality of a human beings. How can be used humanistic approach to understand personality? We would be borrowing the concept of Maslow and Rogers and then trying to understand this. After having discussed the 3 major frame work, which is adopted to understand Splints personality, he would also take the Indian concept ok.

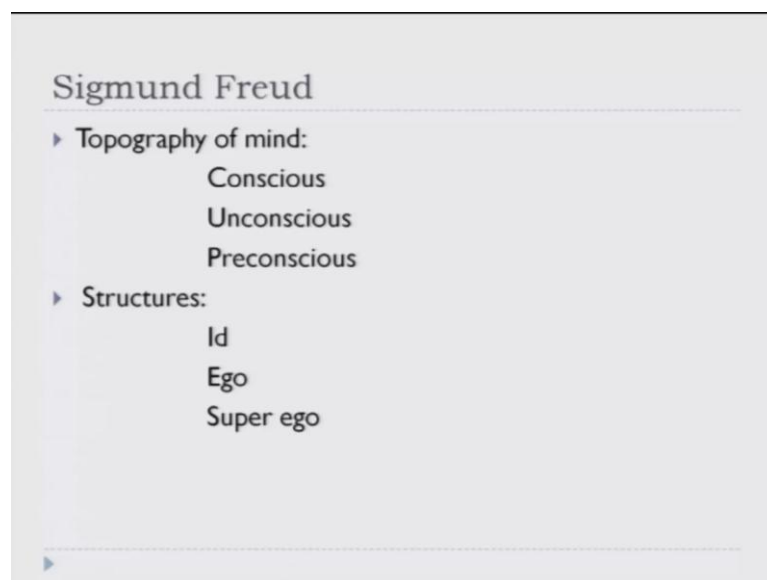
The Indian concept of the Thriguna and trying to making mix and matched at what actually suggests what type of situation in terms of personality.

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So coming to psychoanalytic approach, Sigmund Freud we have been talking about him that he was considered as the father of Modern Psychology and was later on followed by Adler, Jung, Horney and Erikson. We would look at all these theories, all these psychoanalyze. What type of explanation they have given why people become the way they leave behave in their life. So, how is the psycho determined?

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Sigmund Freud basically talked about two important things. First he gave the Topography of mind, where he any talked about conscious, unconscious in the preconscious states.

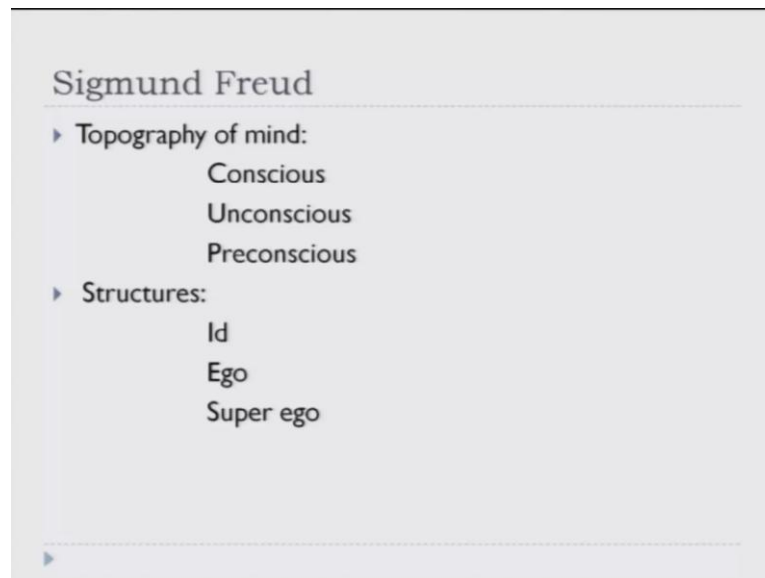
And he gave his famous iceberg theory, where he said that approximately 9/10th of our mental faculty remains unconscious to us.

We are not aware of about it. Only one-tenth of our mental faculties are consciously available to us and he drew thin line between the unconscious and the conscious state where he said that state of precocious likes and he gave interesting examples. For instance he said that say if you have to extract the unconscious elements of an individual it is something which is very difficult and he gave only two methods one of course, was his method of hypnosis where you can now hypnotize the other individual and extract the information from deep unconscious a state. The second Freud suggested that you can interpret the dreams of the individual and he I quote him he said that dreams are while wrote to unconscious. Where in do his interpretation of the dream gives elaborate explanation has to how the content of the dream of an individual can be analyzed to extract the unconscious elements.

Conscious of course, you are consciously aware of something, but then he talks about a very interesting thing when he says that, some of the things passes from conscious and remain at the precocious level for some time and he very nicely expressed that there are processes like say slip of pen, slip of tongue, you intended to say something else you had twist of the tongue and you miss pronounced and said something else. Freud says that the twist of the tongue basically makes you say what was there in your precocious state. similarly if you have now slipped of the pen it reflects now what you inwardly think about that every situation.

So, he talked about this trifurcated now Topography. The conscious precocious and the unconscious and later on he came forward with a trifurcated structure of the mind when he talked about the id ego and super ego.

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His idea was that these 3 things work on 3 separate principles. The Id works on the pressure principle, the ego works on reality principle and the super ego works on the morality principle. So, Freudian viewers that, we all have certain now desire which are driven by immediate gratification demand. So, they constitute the Id because it works and pleasure principle. So, at times you become you know extremely demanding in terms of I like this, I want this, I would like to have it and he do not think of the ways and means through which we would like to satisfy it. It would simplify demand at find I want it and just I want it at nothing more than that.

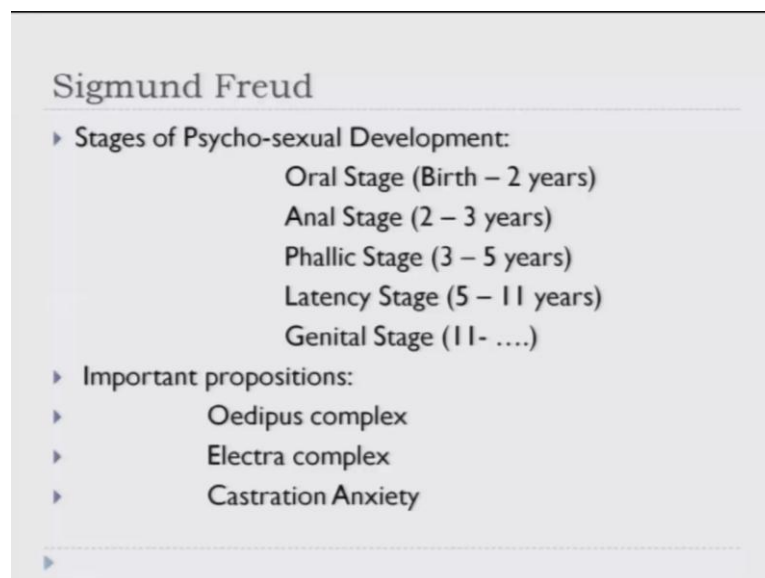
Once you received it your pleased. So, that is how the pressure principle operates. The super ego on the other hand it now gives moral governance to you. It works on morality principles. So, the values the do and do not that you have learnt in your rearing practices though family, through society, through variance agents, who have served no shipping your behavior. They tell you the doables in the non doables. So the do's and the do not's of the society that you have learned, that are extremely important when it comes to now certain types of feelings like shame, guilt, whether it is immoral, whether it is moral and a stuffs like that the judgmental thing.

So, what happens in given situation you have a need your Id suggests you, that find you need it, you would love to have it, your super ego starts telling you whether it is good to have it, whether it is appropriate to have it, whether it is justify to have it, how correct

morally it is and so for. And it is the ego which works on the reality principle, which has the responsibility of a striking the balance between the Id and the super ego. Now what happens ego has the primary responsibly of a striking the balance. What Freudian analysis suggests is that you cannot now keep on satisfying only the Id or only the Super ego. I am not venturing in to that area, but if you look at now the whole story of psychoanalysis and explanation of areas types of clinical diagnosis. Over emphasis, over rectification of one of these three structures is going to cause severe problem.

And therefore, ego has to now remain in touch with the reality, ego also has to partially make up satisfaction equation it has to derive out of the demands of the id and the super ego, it has to strike a balance.

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Sigmund Freud

- ▶ Stages of Psycho-sexual Development:
 - Oral Stage (Birth – 2 years)
 - Anal Stage (2 – 3 years)
 - Phallic Stage (3 – 5 years)
 - Latency Stage (5 – 11 years)
 - Genital Stage (11-)
- ▶ Important propositions:
 - ▶ Oedipus complex
 - ▶ Electra complex
 - ▶ Castration Anxiety

Then the most significant, controversial and of course, celebrated I would say concept proposed by Freud was when he proposed a stages of psycho sexual development wherein he said, that entire human life can be now split into five different stages. First worth to 2 years of age, what he called has Oral stage. 2 to 3 years of age what his theory says as Anal stage. Phallic stage was is the third stage which is from 3 to 5 years, Then comes Longer stage relatively 5 to 11 years of age. What for it calls has Latency stage and element onwards according to him is a Genital stage.

Now, the first three stages of life, according to Freud are extremely crucial for now deciding the persona of the individual, means 0 to 5 years of age. Now according to him

we we have erogenous zone in body which keeps shifting. So, in the oral stage the erogenous zone lies in the oral cavity therefore, between the age of 0 and 2 child usually prefers to know grasp and put things in the mouth because the maximum sensitivity can be drawn only out of erogenous zone, which is right now in the oral cavity.

Then two to three years of age which is basically the anal stage which is relatively shorter duration. when the erogenous zone shifts to the N S and therefore, the child what it does is that either it tries to know retain the (Refer Time: 20:32) material or it has now it develops certain degree o fascination towards expulsion of the excreter and this is also this stage when training is given to the child and it is the permissiveness the acceptance. At this very stage given by the care given mostly it would be mother in our context which makes the child understand how acceptable he or she is.

And then comes the third stage the Phallic stage 3 to 5 years of age when the erogenous zone now shifts to the private part and this is the time when the childhood now twists the private parts and what interestingly Freud says is that. Once you go to the latency stage, the erogenous zone disappears for certain number of years and this is how you will have to love to socialize, move out of the house, try to form groups and. So, forth we are not venturing in to latency and genital stage we would confined ourselves only to the first 3 stages here. So, in the Phallic stage he gave three important propositions, primarily, talking about 2 complexes the Oedipus complex and the electronic complex.

Basically these two complexes represent the same phenomena. Deriving from the Greek mythological details, he said that child between the age of 3 and 5, develops extreme degree of love for the parent of the opposite sex. So, male child would develop love for the mother and the female child would develop that degree of attraction for the father. Male child a having extreme fascination for mother, he named it Oedipus complex and female child developing extreme love and affection for father he named this to be Electra complex and he said that basically it is this Oedipus complex and the Electra complex primarily representing the same thing means excessive attraction towards the parent of the opposite sex, he said at this plays a very important role in the phallic stage.

So, during phallic stage children they always are too passionate about the parent of the opposite sex, but by the end of the phallic stage, the child now develops this ability, the child demonstrates this ability, of partial withdrawal of this level affection and

reinvestment in to the other parent. So, as a male child the child would withdraw part of the love and affection now invested in the mother and re invest in the father. Usually recording to Freudian analysis, usually this withdrawal and reinvestment is successful in most of the cases and he says that in case this reinvestment fails. These are now the primary routes for developing different type of sexual orientations.

Now, he talked about now penisenvi and castration anxiety. Which he attached to depress complex basically he said that the male child having now maximum fascination for the mother. Realizes that there could be situation when he, third part could be castrated and this is source of anxiety according Freud. Similarly the parallel of construction anxiety in the girl child according to Freud was the pennies and we where he said, the girl child is annealed of the fact that she lacks the private part that now the male counterpart has. So, this is now description that was given by Sigmund Freud. Primarily talking more and more about the Id, ego and the super ego; the emphasis was on the unconscious part of the mind and then talking about the early life experiences. The Erogenous zones specially the first five years of life and saying that how important there were.

Today we would stop here. When we meet next we would be talking about the new Freudians, those who largely accepted the Freudian view point, but then added something more to it.