

# PSYCHOLOGY OF PERSONALITY

This test covers the development and organization of personality, with evaluation of major theoretical viewpoints; research on personality structure, dynamics, and change. (3 s.h.)	PSY-352-TE
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This is a two-hour examination in which you must answer 100 multiple-choice questions (worth 1 point each). A passing score is **55** out of 100 points.

## Here are the topics covered and their approximate importance on the test:

### I. THE NATURE OF PERSONALITY THEORIES & RESEARCH METHODS (15%)

### II. PERSONALITY THEORIES (65%)

#### A. Psychoanalytic

1. Freud – dreams, structural model, defense mechanisms
2. Jung, Erikson, Adler, Fromm – general concepts
3. Projective tests

#### B. Trait

1. Cattell, Allport, Eysenck, Murray – general concepts
2. Locus of control, Rep Test, MMPI, TAT, Type A behavior

#### C. Humanistic/Phenomenological

1. Rogers, Maslow – general concepts
2. Existential philosophy, self-actualization, Maslow's values

#### D. Behavioral/Social Learning

1. Rotter, Skinner, Bandura, Hull – general concepts
2. Modeling, drive theory, schedules of reinforcement

#### E. Cognitive

1. Kelly, Ellis – general concepts
2. Schema theory, Rep Test, learned helplessness, androgyny

### III. RESEARCH ON PERSONALITY (20%)

Test items include the work of Dollard and Miller, McClelland's work on achievement, the work of Mischel, Pavlov, and Watson, in addition to items on the theories and topics listed in the outline.

## Textbooks to help you prepare:

Burger, Jerry M. *Personality: Theory and Research*.  
Current edition. Pacific Grove, CA: Brooks/Cole

Cloninger, Susan. *Theories of Personality: Understanding Persons*.  
Current edition. Upper Saddle River, NJ: Pearson/Prentice-Hall

Hergenhahn, B.R. and Matthew Olson. *An Introduction to Theories of Personality*.  
Current edition. Upper Saddle River, NJ: Pearson/Prentice-Hall

Schultz, Duane and Sydney Schultz. *Theories of Personality*.  
Current edition. Pacific Grove, CA: Brooks/Cole

## SAMPLE QUESTIONS

1. The twelve personalities associated with the signs of the zodiac are an example of which approach to personality?
  - a. Type
  - b. Trait
  - c. Person by situation
  - d. Idiographic
2. Research on self-disclosure and personal adjustment suggests that the best-adjusted person is the one who
  - a. discloses the most freely
  - b. discloses only to friends
  - c. discloses when it is socially appropriate to do so
  - d. leads the conversation by pushing the level of intimacy one step further
3. One of the most frequently cited problems with the Rorschach Inkblot Technique is that
  - a. because the selection of inkblots is limited, subjects frequently must "force" a choice
  - b. there is no universally accepted standard procedure for administration and scoring
  - c. a subject cannot respond as he or she pleases
  - d. the inkblots are too structured
4. Mike takes a math test and receives a score of 55 out of 97, then takes the test again and receives a score of 56 out of 97. The test is said to have
  - a. low external validity
  - b. high internal reliability
  - c. low concurrent validity
  - d. high test-retest reliability
5. According to self-efficacy theory, what is the best way to help someone get over stage fright?
  - a. Have the person go through some successful experiences getting on stage in front of others.
  - b. Model the lack of stage fright for him or her.
  - c. Tell the person repeatedly that he or she can do it.
  - d. Have him or her observe personal calmness before getting up on stage.
6. In the attributional model of learned helplessness, a person is most likely to experience learned helplessness when s/he attributes the failure to get into medical school to
  - a. his/her own poor aptitude
  - b. a temporary decrease in the number of applicants accepted
  - c. bad luck
  - d. idiosyncratic or strange procedures used by the admissions committees
7. According to Kelly, which of the following experiences is the result of our constructs' being unable to predict events well?
  - a. Anxiety
  - b. Guilt
  - c. Role confusion
  - d. Identity crises

8. In Jung's theory, which of the following is NOT a function of the psyche?
- Thinking
  - Intuiting
  - Imagining
  - Sensing
9. Which of the following is NOT a technique of personality assessment in Murray's theory?
- Dream analysis
  - Interviews
  - Objective tests
  - Projective tests
10. Which pair of theorists share a major interest in introversion-extraversion as a fundamental aspect of personality?
- Cattell and Allport
  - Jung and Eysenck
  - Freud and Jung
  - Eysenck and Allport
11. Many psychoanalysts who follow Freud's theory have difficulty accepting his idea of the
- libido
  - superego
  - life instinct
  - death instinct
12. Jung's idea that people eventually bring together all of the aspects of their personality into harmony is called
- perfection
  - individuation
  - completion
  - union
13. Murray's list of needs includes
- one master need and many subordinate needs
  - Freud's sexual and aggressive needs plus five new needs
  - five basic needs
  - twenty basic needs
14. Erikson's unique contribution to psychological assessment is
- dream analysis
  - psychohistorical analysis
  - free association
  - analysis of birth order

15. Factor analysis is a
- new version of Freud's psychoanalysis
  - statistical measure of the relationship between two variables
  - type of psychotherapy based on personal statistics
  - a method of analyzing the client's stress
16. Which of the following is NOT an innate temperament identified by Buss and Plomin?
- Emotionality
  - Activity
  - Sociability
  - Intelligence
17. Maslow called the higher needs
- biological needs
  - deficit or deficiency needs
  - satisfaction needs
  - growth or being needs
18. When your parents say "Of course, we love you...when you're good," it is an example of
- teaching self-actualization
  - learning trust versus mistrust
  - conditional positive regard
  - unconditional positive regard
19. The type of psychotherapy that George Kelly proposed is called
- client-centered therapy
  - construct revision therapy
  - fixed role therapy
  - rational-emotive therapy
20. Marvin Zuckerman's work on sensation seeking is closest to the ideas of
- Freud
  - Erikson
  - Eysenck
  - Skinner

### ANSWERS TO SAMPLE QUESTIONS

1. **a** 2. **c** 3. **b** 4. **d** 5. **a** 6. **a** 7. **a** 8. **c** 9. **a** 10. **b**  
11. **d** 12. **b** 13. **d** 14. **b** 15. **b** 16. **d** 17. **d** 18. **c** 19. **c** 20. **c**