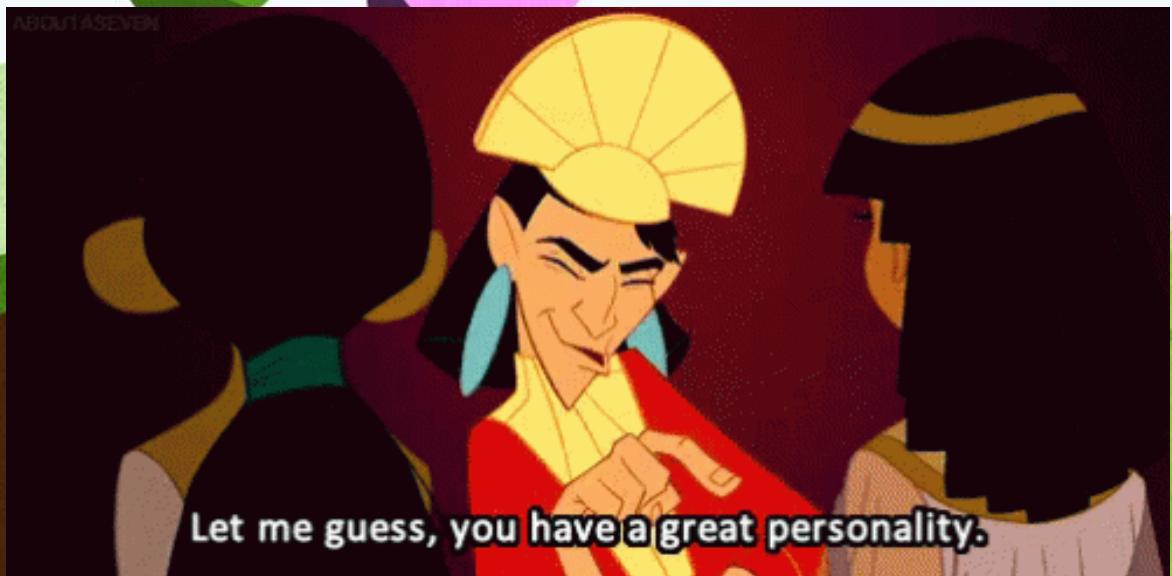


Unit 4: Motivation, Emotion, and Personality

Day 1

Personality

Because it's boring to only be ugly
on the outside



Objectives

- Compare the two primary personality “types”
 - And their 3 criteria
- Identify the 5 Key Personality Traits
- Terms:
 - Personality
 - Type A
 - Type B
 - Conscientiousness
 - Extroversion
 - Agreeableness
 - Neuroticism

Remind Me...

- Which is stronger, Nature or Nurture?
- What are some ways we learn?
- What determines which way works best for you?
- What makes you “You”?

From Concrete to Abstract

- We now continue with areas of Psychology that are NOT very concrete.
- Like learning, the two most famous names in Psychology became famous by coming up with theories about these.
- HOWEVER, others will disagree, sometimes with everything, sometimes with parts, and sometimes with the correlation
- It is, coincidentally, appropriate, because today we discuss... PERSONALITY

How would you describe YOUR personality?



I was a personality before I became a person - I am simple, complex, generous, selfish, unattractive, beautiful, lazy and driven.

- Barbra Streisand

Personality

- The unique attitudes, behaviors, and emotions that characterize a person
- Are any 2 the same?
 - NO! (even if they are similar)
 - Remember, you are “special” ... just like everyone else.



INDIVIDUALITY

ALWAYS REMEMBER THAT YOU ARE UNIQUE. JUST LIKE EVERYBODY ELSE.



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UNIQUE

JUST BECAUSE YOU ARE UNIQUE DOES NOT MEAN YOU ARE USEFUL

Splitting Personalities...

- In one of the most common, and still the most dominant theory, Psychologists divide the dominant personality traits into two main categories
 - Type A
 - Type B

Type A vs. Type B

- We split these based on 3 Criteria
- 1) Competition and Drive
 - 2) Timeliness
- 3) Interpersonal Behavior

Type A

- 1) Highly Competitive / Driven
- 2) Impatient / Urgency
- 3) Anger / Hostility
- Examples: George Washington,
but also Adolf Hitler

Type B

- 1) Unmotivated / Relaxed
- 2) Patient / Distracted
- 3) Easygoing and Friendly / Avoid Confrontation
- Examples: Abraham Lincoln, but also Marie Antoinette

Type A vs. Type B

- *What are disadvantages to each?*
- *What are the advantages?*
- *Can a person not have one “dominant” one?*
- *The answer is YES!*



Caution: Type A



- Type A people are at a higher risk for heart disease ☹
- Common side effect of stress

CAUTION

**WHICH
TYPE?**

Are You?

Back to Personality...

- A simple “Type A” and “Type B” doesn’t cut it for most people, does it?
- Thus, Psychologists have other “trait” theories
- We will learn one of the most widely accepted...

The Big 5 Personality Traits

- 1) Openness to Experience (O)
- 2) Conscientiousness (C)
 - 3) Extroversion (E)
 - 4) Agreeableness (A)
 - 5) Neuroticism (N)

1) Openness to Experience



- Seeking new experiences
- Intellectual Pursuits
- Imagination

2) Conscientiousness

- Organization
- Goal Oriented
- Keeping Commitments



3) Extroversion



- Social stimulation
- Human Interaction
- Validation from others
- Talkative
- *Extrovert vs. Introvert*

4) Agreeableness

- Kindness
- Politeness
- Affection
- Adjust behavior
to suit others



5) Neuroticism



- Emotional
- Depression
- Fear
- Anxiety
- Moodiness

Putting the 5 Together...

- ALL people have a combination of these 5 Traits
 - It is a “spectrum” not an absolute one or the other
 - Next time we will take a “test” to help show you where you lie

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