

# Personality

**Jammu University**

**2 Year B.Ed.**

**Paper 102**

**Sem: I**

**Unit: IV**



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# Personality

- refers to individual differences in characteristic patterns of thinking, feeling and behaving.
- study of personality focuses on two broad areas: understanding individual differences in particular personality characteristics, such as sociability or irritability and understanding how the various parts of a person come together as a whole.
- Online personality test
- <http://www.16personalities.com/personality-types>

# Definitions:

- The term personality has been defined differently by different psychologists.
- Watson: Personality is the sum of activities that can be discovered by actual observation over a long enough period of time to give reliable information.
- Watson: personality is everything that we do.
- Personality is the sum total of all the biological innate dispositions, impulses, tendencies, appetites, and instinct of the individual and the dispositions and tendencies acquired by experience.
- Allport: 'personality traits may be considered as so many important dimensions in which people may be found to differ.'

- Allport: Personality is a dynamic organisation within the individual of those psychophysical systems that determine his unique adjustment to his environment. It recognizes the changing nature of personality," a dynamic organisation". It focuses on the inner aspect rather than on superficial manifestations. If the same time it establishes the basis for social stimulus value of personality (unique adjustment to the environment).
- Morton Prince. 'Personality is the sum total of all the biological innate dispositions, impulses, tendencies, aptitudes and instincts of the individual and the acquired disposition and tendencies".
- Symonds has defined personality as "the portrait on landscape of the organism working together in all its phases."

- Gestalt School: "Personality 'as a pattern of configuration produced by the integrated functioning of an individual".
- J.P. Guford: "An individual's personality, then is his unique pattern of traits.... A trait is any distinguishable, relatively enduring way in which one individual differs from another."

# Personality Theories

- **Trait Theory** - understand individuals by breaking down behavior patterns into observable traits Attempt to learn what traits make up personality and how they relate to actual behavior
- **Psychodynamic Theory** - emphasizes the unconscious determinants of behavior Focus on the inner workings of personality, especially internal conflicts and struggles
- **Humanistic Theory** - emphasizes individual growth and improvement Focus on private, subjective experience and personal growth

◉ **Social-Cognitive Theories:** Attribute difference in personality to socialization, expectations, and mental processes

◉ **Integrative Approach** - describes personality as a composite of an individual's psychological processes

◉ **Carl Jung**

◉ **Eysenck 3 factor theory-** Introversion versus Extroversion, Emotionally Stable versus Unstable (neurotic), Impulse Control versus Psychotic

◉ **Cattell:** big five: Openness, Conscientiousness, Extraversion, Agreeable, Neuroticism (16 factor)

◉

# Factors Influencing Personality

- Biological/ Heredity factors
  - Ductless Glands
  - Physique
  - Body Chemistry
- Social factors
- Psychological factors



# Biological factors

- **Heredity:**
- provides the child with certain endowments
- Types constitutional, biological and physiological factors:
- **Constitutional Factors**
- Physical constitution of an individual
- short and stout
- tall and thin
- muscular and well Proportioned
- impressed by an individual who has a muscular and a well proportioned body
- Height, Weight, physical defects, health and strength affect Personality

## ○ **Biological Factors**

- working of the nervous system, glands and blood chemistry determines our characteristics and habitual modes of behaviour
- form the biological basis of our personality
- Adrenal gland
- thyroid gland
- pituitary gland
- Other endocrine glands

### ◉ **3. Intelligence**

- ◉ mainly hereditary
- ◉ Intelligent Persons make better adjustment in home, school and society

### ◉ **4. Sex Differences**

- ◉ Boys- more assertive and vigorous, prefer adventures
- ◉ Girls- quieter and more injured by personal, emotional and social problems

### ◉ **5. Nervous System**

## ◉ **Environment**

- ◉ personality of the individual develops in a social environment
- ◉ social environment gives moral ideas, social attitudes and interests
- ◉ enables him to develop a social self which is another term for personality

## ○ **Physical Environment**

- includes the influence of climatic conditions of a particular area or country on man and his living

## ○ **Social Environment**

- learns and lives
- social environment has an important say in the personality development of the child

## ◉ **Family Environment**

- ◉ Family = cradle of all social virtues
- ◉ first environment of child = home
- ◉ comes in contact with his parents and other family member
- ◉ likes, dislikes, stereotypes about people, expectancies of security and emotional responses all are shaped in early childhood
- ◉ type of training and early childhood experiences = important role in personality development
- ◉ Socio-economic condition of the family
- ◉ type of relations between the parents

## ○ **Cultural Environment**

- refers to certain cultural traditions, ideals, and values etc., which are accepted in a particular society
- All these factors leave a permanent impression on the child's personality

## ● **School Environment**

- Plays important role because a significant part of a child's life is spent in school between the ages of 6 and 20 years
- teacher substitutes the parents
- poses new problems to be solved, new taboos to be accepted into the superego and new models for imitation and identification, all of which contribute their share in molding personality



## ◉ **Social Role**

- ◉ has to play several roles like son, brother student, officer, husband, father, etc., throughout his life at different stages of his development

- ◉ Social roles= process by which the co-operative behaviour and communications among the society members are facilitated

## ◉ **Self Concept**

- ◉ (1) If other people hold high positive “ergative enhances our self and

- ◉ (2) If others hold may us, it creates feelings of worthlessness and to self-defense or withdrawal from social situation

## ◉ **Identification**

- ◉ important mechanism by which we try to imitate the physical, social and mental characteristics of our model

- ◉ important in relationship with others

## ● **Inter-personal Relations**

- help in the development of certain social personality characteristics like attraction towards others, concept of friendship, love, sympathy, hostility
- also isolation which is a negative orientation

# Psychological Factors

- include our motives, acquired interests, our attitudes, our will and character, our intellectual capacities such as intelligence i.e., the abilities to perceive, to observe, to imagine, to think and to reason
- determine our reactions in various situations and thus affect our personality, growth and direction
- individual with will power able to make decisions more quickly than others

- Intelligence and mental functioning
- Interests and attitudes
- Level of aspiration and achievement motivation
- Will power
- Emotional and temperamental make up

# Language and personality

- play a crucial role in honing one's personality
- **Communication helps individuals to express themselves in the most convincing way.**
- Communication skills help to express thoughts, feelings and knowledge to pass to others in the most desirable manner and effective manner
- no mastery in art of expressing ourselves= no one would take seriously
- communication skills acquired the with time and practice

- **People with great communication skills tend to have a better and impressive personality** than those who have problems in communicating as interacting with others
- Individuals with effective communication skills can easily converse with other people around be it their fellow workers, peers, family etc.
- **Effective communication skills strengthen the bond among individuals.** It is also said to improve the interpersonal relationships with other people.

- ◉ Speak convincingly so that the other person understands what is intended to be communicated (Slow/fast)
- ◉ Speaking confidently
- ◉ body language
- ◉ particular about the pronunciation of words
- ◉ no need to speak with a fake accent
- ◉ to prove excellent communication skills
- ◉ important to be a good and patient listener
- ◉ Ascent, words tones and manners

# Culture and personality

- **1. Power distance**= degree to which less powerful parts of a society "accept and expect that power is distributed unequally"
- Some cultures see all their members as equal in value, even despite clear differences in wealth, power, education
- considerable dissatisfaction or even class warfare
- High power distance is also associated with violent politics and income inequality
- large power distance= there is a great distance between the haves and the have-nots, and many people are very dissatisfied with that gap power distance high for Latin American, Asian, and African countries, and smaller for Germanic countries



## ○2. Individualism vs. collectivism

- Individualism found in societies where "ties between individuals are loose" and "everyone is expected to look after him/herself and his/her immediate family“
- Collectivist societies are those wherein "people from birth onwards are integrated into strong, cohesive in-groups, often extended families which continue protecting them in exchange for unquestioning loyalty“
- Most western countries are individualistic, while less developed countries and most Asian countries are collectivistic.

### 3. Masculinity vs. femininity

- In some societies, both men and women tend to be rather modest and peaceful, and show considerable caring for others - i.e. feminine values
- In other societies, assertive and competitive - even aggressive - values are the most admired - i.e. masculine values
- In those societies, women tend to still remain relatively modest and caring, but can often show a degree of assertiveness and competitive qualities as well

#### 4. **Uncertainty avoidance vs. tolerance for uncertainty**

- some cultures see uncertainty and ambiguity as painful and to be avoided at all costs
- Other cultures seem to find uncertainty and ambiguity quite tolerable, even pleasurable
- Uncertainty avoiding societies rely on "strict laws and rules, safety and security measures, and... a belief in absolute Truth."
- People in these cultures tend to be more emotional and nervous
- In other societies, people are "more tolerant of opinions different from what they are used to; they try to have as few rules as possible, and... are relativist and allow many currents to flow side by side."
- In these societies, people tend to be more contemplative and tend not to express emotion openly

## ● **5. Long-term vs. short-term orientation**

● Long-term societies value perseverance and thrift. Short-term societies value tradition, social obligations, and protecting "face."

## ● **6. Heroes and desirable behaviours**

## ● **7. Admiration of values: Head hunters**

# Biographies on personality

- **Improves language:** communication and expression of ideas refined thoughts and activities
- **Widens our mental horizons:** travel mentally, explore places, views and emotions through words, individuals, customs, traditions, laws, and a lot more of characters. The more we read, the more we know. The more things we know, we try to achieve more out of life.

● great personalities have drawn inspiration from books

● **Improves our character:** Reading is like exercise for your brain. makes you think creatively. You draw up visuals and imagine scenes from lines of words written in a prose. And most often, whether we like it or not, we compare ourselves to the characters in a book. So be assured a good book with virtuous characters is going turn you into a better person sooner or later.

● **Converse with the author:** Each time we read a book it is the author himself who is speaking to us through his words.

● Even years, decades and centuries after their deaths they still continue to live and teach lessons of life through their writings. Books are immortal

● They survive the tests of time to enlighten our minds.

● **Makes us feel good:** Books are the source of knowledge. With knowledge comes confidence. And so reading makes us feel more confident. We feel expertise in a subject from continuous reading. Doesn't matter if you have read only novels or short stories. Your grammar and vocabulary would have improved even without your knowledge.



○ **shapes your thoughts and beliefs.** Whether you're conscious of it or not, chances are your belief system is based on social norms that have evolved through centuries of history. What you think are independent ideas may very well be philosophies created by the great thinkers of previous generations.

- Consider thoughts on romantic love, truth, democracy, and freedom.
- Are your ideas your own? Or are your thoughts dominated by an outside cultural influence?
- ideas developed over time and awareness of how they affect us
- may choose to accept or reject the current way of thinking
- will become cognizant, ability make a decision for ourselves

● **8. Influence of genius** The great books were written by some of the best minds in history. By reading them, your own mind can expand and your thoughts reach a higher plane

● Reading the great books may not turn us into Platos and Einsteins. But, their words can bring out our strengths.

◉9. Reading the classics can give you a better understanding of the world

◉10. **Escape from the narrow box of specialization.** Focusing your expertise on just one subject may be a smart way to earn a living. But, by shutting yourself off from a more extensive world of knowledge, you limit your ability to excel. In order to truly thrive in any field, people need a broad understanding of the world and how it works.

● **11. Learn from past mistakes.** By ignoring the discoveries recorded in the great books, we are bound to make the same mistakes – both on a societal level and in our own lives.

● Everyone has to forge his own path in this life. But, why not see how others conquered the same challenges? There's no point to wander lost in a wilderness when dozens of guidebooks are freely available.

## ◉ **12. Improve your ability to comprehend.**

Although the great books weren't written for specialists and experts, they can be a tough read. Reading comfort-zone can do wonders for your comprehension.

◉ **14. Find your own answers to life's big questions.** By following themes in the great books, you'll realize that certain topics are discussed over and over again throughout history: "What is our destiny? What is a good life? How can we achieve a good society? What can we learn to guide us through the mazes of the future from history, philosophy and religion, literature, and the fine arts?"

◉ won't give you an ultimate answer to the big questions. But, will offer diverse views and possibilities. By understanding the conclusions that great thinkers have come to about these questions, you'll come closer to settling on answers that works for you.

● **15. Develop a spirit of inquiry.** Too many people are satisfied about their lives, not concerning themselves with the ideas that have made the world what it is today. Reading the great books can help you foster your natural curiosity and desire to learn even more about the world.

● All the discoveries, thoughts, and ideas of the people who came before us are meaningless unless we care enough to explore them.



# Technology and personality

- **Thinking:** The capacity to reflect, reason, and draw conclusions based on our experiences, knowledge, and insights makes us human. It has enabled us to communicate, create, build, advance, and become civilized.
- All new technologies are shaping the way we think. value and cost of these advancements in terms of how it influences our children's ability to think.

- Technology can be both beneficial and harmful to different ways in which children think.
- technology is actually wiring the brain in ways very different than in previous generations.
- Reading encouraged our brains to be focused and imaginative. In contrast, the rise of the Internet is strengthening our ability to scan information rapidly and efficiently.
- Effects of technology on children are complicated, with both benefits and costs. technology helps/hurts = specific technology use and frequency

- **Attention:** Attention is the gateway to thinking. Without it, other aspects of thinking can't occur.
- In past generations children directed considerable amounts of their time to reading, which offered few distractions and required intense and sustained attention, imagination, and memory.
- The advent of television altered that attention by offering children visual stimuli, fragmented attention, and little need for imagination. Then the Internet was invented and children were thrust into a vastly different environment in which, because distraction is the norm, consistent attention is impossible, imagination is unnecessary, and memory is inhibited.

- **Assertions:** Internet use reduces the deep thinking that leads to true creativity.
- Hyperlinks and overstimulation means that the brain must give most of its attention to short-term decisions.
- vast availability of information on the World Wide Web overwhelms the brain and hurts long-term memory.
- Availability of stimuli leads to a very large cognitive load, which makes it difficult to remember anything.
- Internet users are impatient and are likely to get more impatient with time, people become less patient and less able to delay gratification and work towards longer-term rewards.

○ **Brain power:** Internet helps boost brain power for middle-aged and older people.

○ **Productivity:** One of the most widely debated effects of social networking has been its influence on productivity. In many schools and workplaces, Facebook and MySpace are blocked because employers believe their employees will be distracted and unfocused on the sites.

○ **Effects of social networking and behavior:** Social networking could be potentially harmful to people. They can destroy privacy, Internet also makes people more self-satisfied and risk averse.

○ **Effects of anonymity:** Interacting on the Internet mostly does not involve "physical" interactions with another person and therefore easily leads to a person feeling free to act differently online, as well as unrestraint in civility and minimization of authority, etc.

○ People who are socially anxious are more likely to use electronic communication as their only means of communication

○ **Escapism:** Ease of access to the Internet can increase escapism in which a user uses the Internet as an "escape" from the perceived unpleasant or banal aspects of daily/real life.