

<p><b>Basic tendencies</b></p>	<p>Personality traits that are largely determined by biology and are stable over time. (page 530)</p>
<p><b>Characteristic adaptations</b></p>	<p>Changes in the behavioral expression of basic tendencies on the demands of specific situations. (page 530)</p>
<p><b>Defense mechanisms</b></p>	<p>In psychodynamic theory, unconscious mental strategies that the mind uses to protect itself from distress. (page 516)</p>

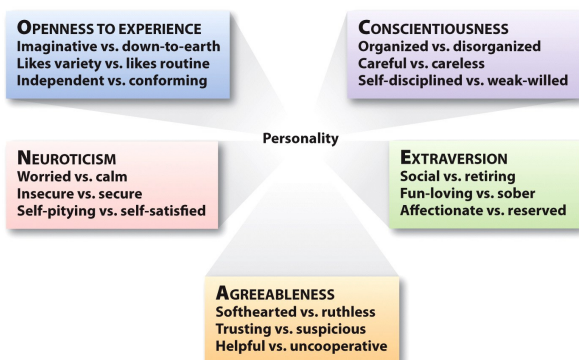
## Downward Comparisons

Comparisons with a person who is seen as less competent or in a worse situation, which tends to protect one's high self-esteem.  
(page 513)

## Ego

In psychodynamic theory, the component of personality that tries to satisfy the wishes of the id while being responsive to the rules of the superego. It operates according to the reality principle.  
(page 516)

## Five-factor theory



Psychological Science, 4th Edition, Figure 13.10  
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The idea that personality can be described using five factors: openness to experience, conscientiousness, extraversion, agreeableness, and neuroticism.

(This term is in your book, but not listed as a key term)

## Humanistic approaches



Psychological Science, 4th Edition, Figure 13.5  
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Ways of studying personality that emphasizes self-actualization, through which people seek to fulfill their potential for personal growth through greater self-understanding.  
(page 518)

## Id



In psychodynamic theory, the component of personality that is completely submerged in the unconscious and operates according to the pleasure principle.  
(page 516)

## Interactionism

The idea that behavior is determined jointly by situations and underlying traits.  
(page 538)

## Personality



A person's typical thoughts, emotional responses, and behaviors that are relatively stable over time and across circumstances.  
(page 504)

## Projective measures



Personality tests that examine unconscious processes by having people interpret ambiguous stimuli.  
(page 535)

## Psychodynamic theory

Freud's theory that unconscious forces, such as wishes, desires, and hidden memories, determine behavior.  
(page 515)

## Self-Concept

What you think, believe, and feel to be true about yourself.  
(page 504)

## Self-Esteem

The evaluative aspect of the self-concept that indicates how you value or feel about yourself.  
(page 507)

## Self-Report measures

TABLE 12.1

Sensation-Seeking Scale

Circle One		Sample Items
T	F	I enjoy getting into new situations where you can't predict how things will turn out.
T	F	I'll try anything once.
T	F	I sometimes do "crazy" things just for fun.
T	F	I like to explore a strange city or section of town by myself, even if it means getting lost.

Source: Zuckerman et al., 1964.

Personality tests in which people respond to questionnaire items that reveal traits and behaviors.  
(page 535)

## Self-Schema

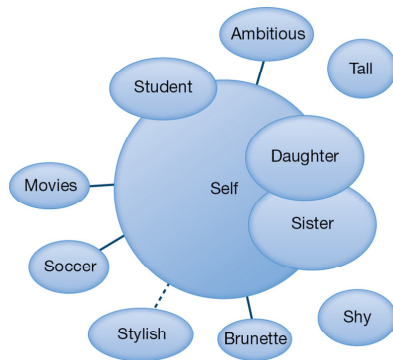
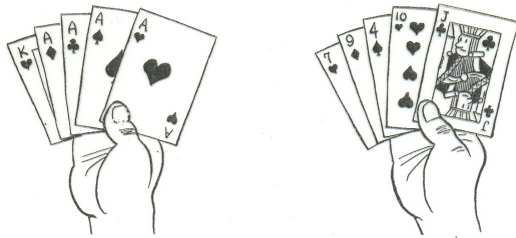


FIGURE 13.2

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An integrated set of memories, beliefs, and generalizations about the self.  
(page 505)

## Self-serving bias



“When I win it is skill, when I lose it is bad luck”

The tendency for people to take personal credit for success but blame failure on external factors.  
(page 513)

## Situationism

The theory that behavior is determined more by situations than by personality traits.  
(page 538)

## **Social cognitive approaches**

Approaches to studying personality that recognizes the influence of how people think.  
(page 520)

## **Superego**



In psychodynamic theory, the mostly unconscious component of personality that reflects the internalization of societal and parental standards of conduct; it is a rigid structure of morality or conscience.  
(page 516)

## **Temperaments**

Biologically based tendencies to feel or act in certain ways.  
(page 529)

<p><b>Trait approach</b></p>	<p>Approaches to studying personality that are based on people's characteristics--that is, their tendencies to act in a certain way over time and across most situations. (page 522)</p>
<p><b>Upward Comparisons</b></p>	<p>Comparisons with a person who is seen as more competent or in a better situation, which tends to confirm one's low self-esteem. (page 513)</p>
<p><b>Working Self-Concept</b></p>	<p>The immediate experience of the self in the here and now. (page 505)</p>





**Warning:** not all of the key ideas  
are on this list of key terms