

Chapter 2: Units of Personality – Types versus Traits

Multiple Choice

1. Categorizing someone as either a pessimist or an optimist reflects a(n):
 - a. trait approach.
 - b. type approach.
 - c. ambivertic approach.
 - d. psychoanalytic approach.Answer: b Page: 28 Level of difficulty: medium

2. Categorizing someone as somewhat extroverted or a lot extroverted reflects a(n):
 - a. trait approach.
 - b. type approach.
 - c. ambivertic approach.
 - d. psychoanalytic approach.Answer: a Page: 28 Level of difficulty: medium

3. Which of the following individuals focused on somatotypes?
 - a. Child
 - b. Galen
 - c. Hippocrates
 - d. SheldonAnswer: d Page: 28 Level of difficulty: easy

4. Which early Greek individual was concerned with linking temperament with bodily humours?
 - a. Aristotle
 - b. Plato
 - c. Hippocrates
 - d. SocratesAnswer: c Page: 28 Level of difficulty: easy

5. Constitutional psychology refers to:
 - a. psychoanalysis of politicians.
 - b. the link between personality and physical attributes.
 - c. discrete categories that differ qualitatively from each other.
 - d. discrete categories that differ quantitatively from each other.Answer: b Page: 29 Level of difficulty: medium

6. Which of the following best characterizes the somatotype *mesomorph*?
 - a. Does not withstand pain easily.
 - b. Withstands pain easily and willingly.
 - c. Gets to sleep easily.
 - d. Lacks real desire for strenuous physical exercise.Answer: b Page: 30 Level of difficulty: medium

7. Which of the following best characterizes the somatotype *endomorph*?
- a. Does not withstand pain easily.
 - b. Withstands pain easily and willingly.
 - c. Gets to sleep easily.
 - d. Lacks real desire for strenuous physical exercise.

Answer: c Page: 30 Level of difficulty: medium

8. Which of the following best characterizes the somatotype *ectomorph*?
- a. Does not withstand pain easily.
 - b. Withstands pain easily and willingly.
 - c. Gets to sleep easily.
 - d. Lacks real desire for strenuous physical exercise.

Answer: a Page: 30 Level of difficulty: medium

9. What is the primary somatotype characterizing viscerotonia?
- a. Ectomorph
 - b. Endomorph
 - c. Mesomorph
 - d. Taxomorph

Answer: b Page: 30 Level of difficulty: medium

10. What is the term given to the complex statistical approach used to test for personality types or discrete categories in general?
- a. Ambivertonomy.
 - b. Somatometrics.
 - c. Mode.
 - d. Taxometrics.

Answer: d Page: 31 Level of difficulty: medium

11. A person's degree of impulse control is referred to as:
- a. Ego control.
 - b. Ego resiliency.
 - c. Superego control.
 - d. Superego resiliency.

Answer: a Page: 34 Level of difficulty: easy

12. The term *ambivert* refers to:
- a. The complex statistical approach used to test for personality types.
 - b. An identified category.
 - c. In statistics, the number that occurs the most times.
 - d. Characteristics of both introversion and extroversion.

Answer: d Page: 31 Level of difficulty: easy

13. Who suggested that personality types could be represented graphically as if they were the north, south, east, and west points on a compass?
- a. Sheldon

- b. Mead
- c. Eysenck
- d. Allport

Answer: b Page: 32 Level of difficulty: easy

14. In subsequent analysis of Eysenck's work on cross-national personality perspectives, which country was found to score higher in mean levels of extroversion?

- a. Nigeria
- b. Canada
- c. China
- d. Iran

Answer: a Page: 33 Level of difficulty: easy

15. The ability to alter behaviours according to situational demands is referred to as:

- a. ego control.
- b. ego resiliency.
- c. superego control.
- d. superego resiliency.

Answer: b Page: 34 Level of difficulty: easy

16. *Ego control* refers to:

- a. The ability to alter behaviours according to situational demands.
- b. The complete suppression of impulses.
- c. The control of impulses, including emotional and motivational tendencies.
- d. The moralistic management of inherent drives.

Answer: c Page: 34 Level of difficulty: medium

17. A major characteristic of the resilient personality type is:

- a. respectful.
- b. tense.
- c. hostile.
- d. irritable.

Answer: a Page: 35 Level of difficulty: easy

18. A major characteristic of the undercontrolling personality type is:

- a. respectful.
- b. introverted.
- c. hostile.
- d. intelligent.

Answer: c Page: 35 Level of difficulty: easy

19. A major characteristic of the overcontrolling personality type is:

- a. respectful.
- b. introverted.
- c. hostile.
- d. intelligent.

Answer: b Page: 35 Level of difficulty: easy

20. Who is generally referred to as the father of personality trait psychology?

- a. Sheldon
- b. Mead
- c. Eysenck
- d. Allport

Answer: d Page: 38 Level of difficulty: easy

21. According to Allport, which of the following involves an explanatory account of a more fundamental and deeper disposition?

- a. Phenotypical disposition
- b. Cardinal disposition
- c. Genotypical disposition
- d. Central disposition.

Answer: c Page: 40 Level of difficulty: medium

22. According to Allport, which of the following involves describing behaviour in a situation in the here and now?

- a. Phenotypical disposition
- b. Cardinal disposition
- c. Genotypical disposition
- d. Central disposition.

Answer: a Page: 40 Level of difficulty: medium

23. Walter Mischel argued that:

- a. Each person has unique traits and common traits.
- b. Traits are dynamic and discriminative.
- c. Traits are poor predictors of behaviours in situations.
- d. Traits are good predictors of behaviours in situations.

Answer: c Page: 43 Level of difficulty: medium

24. The impact of situational factors and their role in contributing to differences in behaviour is referred to as:

- a. situational construct.
- b. situationism.
- c. personality coefficient.
- d. situational impact.

Answer: b Page: 43 Level of difficulty: medium

25. Interactionism is the view that:

- a. differences in behaviour often reflect the interaction of personality traits and situational factors.
- b. differences in behaviour often reflect the interaction of personality traits and personality types.

- c. differences in behaviour often reflect the interaction of the personality coefficient and the situation coefficient.
- d. differences in behaviour often reflect the interaction of genotypical dispositions.

Answer: a Page: 45 Level of difficulty: medium

26. Which of the following individuals was a leading proponent of interactionism?

- a. Mischel
- b. Allport
- c. Ozer
- d. Endler

Answer: d Page: 45 Level of difficulty: easy

27. Reciprocal interactionism models:

- a. focus on how situations influence people's behaviours.
- b. focus on how behaviours influence situations.
- c. focus on how both the person and situation can influence each other.
- d. focus on how behaviours change across changes in different situations.

Answer: c Page: 45 Level of difficulty: medium

28. State anxiety:

- a. refers to a person's baseline level of anxiety.
- b. refers to how anxious one usually feels.
- c. refers to the current feeling of anxiety.
- d. is the same as dynamic anxiety.

Answer: c Page: 46 Level of difficulty: easy

29. The _____ approach requires research participants to describe their personality characteristics in terms of their usual personality characteristics.

- a. metatrait
- b. trait relevance
- c. interactionist
- d. maximal

Answer: d Page: 48 Level of difficulty: medium

30. Traits that are highly relevant to the individual are referred to as:

- a. metatraits.
- b. maximal traits.
- c. supertraits.
- d. lexical traits.

Answer: a Page: 49 Level of difficulty: medium

31. The degree to which a trait is consequential in influencing an individual's thought, affect, and behaviour best describes:

- a. traitedness.
- b. trait relevance.
- c. trait reliability.

d. super-traitedness.

Answer: b Page: 49 Level of difficulty: medium

32. Which of the following would not typically be expected to be included in the assessment of metatraits?

- a. Behavioural measures
- b. Self-reports
- c. Same-trait variability evaluation
- d. Speed of responding to trait-related stimuli

Answer: a Page: 49 Level of difficulty: medium

33. Traits that capture the major proportion of variance in behaviour are:

- a. metatraits.
- b. maximal traits.
- c. supertraits.
- d. lexical traits.

Answer: c Page: 50 Level of difficulty: easy

34. The major proponent of a hierarchical model of personality was:

- a. Mischel.
- b. Allport.
- c. Endler.
- d. Eysenck.

Answer: d Page: 51 Level of difficulty: easy

35. In Eysenck's model, the dimension that encompasses second-level traits such as anxious, depressed, and tense, is termed:

- a. extroversion- introversion.
- b. neuroticism-emotional stability.
- c. psychoticism-superego.
- d. agreeableness-antagonism.

Answer: b Page: 51 Level of difficulty: easy

36. In Eysenck's model, the dimension which encompasses second-level traits such as sociable, lively, and active, is termed:

- a. Extroversion- introversion.
- b. Neuroticism-emotional stability.
- c. Psychoticism-superego.
- d. Agreeableness-antagonism.

Answer: a Page: 51 Level of difficulty: easy

37. Eysenck postulated that criminal personality is characterized by high levels of psychoticism, extroversion, and neuroticism. This is known as:

- a. NEO-P-R.
- b. conditionability.
- c. the EPQ model.

d. the PEN model.

Answer: d Page: 53 Level of difficulty: easy

38. Which of the following is not one of the five factors?

- a. Neuroticism
- b. Extroversion
- c. Psychoticism
- d. Agreeableness

Answer: c Page: 54 Level of difficulty: easy

39. What does the *Big Two* refer to?

- a. Alpha/beta
- b. Extroversion/introversion
- c. Neuroticism/psychoticism
- d. Agreeableness/antagonism

Answer: a Page: 55 Level of difficulty: easy

40. Research on academic procrastination revealed that:

- a. procrastination was associated with low levels of conscientiousness and low levels of neuroticism.
- b. procrastination was associated with high levels of conscientiousness and high levels of neuroticism.
- c. procrastination was associated with high levels of conscientiousness and low levels of neuroticism.
- d. procrastination was associated with low levels of conscientiousness and high levels of neuroticism.

Answer: d Page: 56 Level of difficulty: easy

41. Research that follows an _____ approach involves exporting supposed universal findings and applying them to specific cultures.

- a. etic
- b. emic
- c. ethnic
- d. indigenous

Answer: a Page: 60 Level of difficulty: easy

42. Research that follows a(n) _____ approach involves establishing and identifying culture-specific factors.

- a. etic
- b. emic
- c. ethnic
- d. lexical

Answer: b Page: 60 Level of difficulty: medium

43. Critics of the five-factor model most obviously question which of the following clinical applications?

- a. Depression
- b. Psychopathology
- c. Anxiety
- d. Sociology

Answer: b Page: 61 Level of difficulty: medium

44. Who created the Supernumerary Personality Inventory?

- a. Saucier
- b. Allport
- c. Paunonen
- d. Cattell

Answer: c Page: 62 Level of difficulty: easy

45. Cattell underscored the importance of the “totality of human behaviour.” The term that best captures this is:

- a. personality construct.
- b. personality sphere.
- c. Supertrait.
- d. metatrait.

Answer: b Page: 64 Level of difficulty: medium

46. The locus of control construct refers to:

- a. differences in internal versus external control of reinforcement.
- b. differences in internal versus external control of punishment.
- c. differences in traits across cultures.
- d. differences in traits across individuals.

Answer: a Page: 65 Level of difficulty: difficult

47. Which of the following personality theorists coined the term *locus of control*?

- a. Eysenck
- b. Allport
- c. Endler
- d. Rotter

Answer: d Page: 65 Level of difficulty: easy

48. In studying locus of control from the cultural perspective of Asians relative to Americans, evidence indicates that:

- a. Asians tend to have scores that suggest an internal locus of control.
- b. Asians tend to have scores that suggest an external locus of control.
- c. Asians tend to have scores that suggest a balance between internal and external locus of control.
- d. The evidence is not clear about the locus of control of Asians relative to Americans.

Answer: b Page: 67 Level of difficulty: medium

49. _____ analyses indicate that locus of control scores have become increasingly more external over the past several decades.

- a. Etic
- b. Emic
- c. Cohort
- d. Factor

Answer: c

Page: 68

Level of difficulty: medium

50. Research on locus of control in predicting depression suggests:

- a. locus of control can interact with desire for control to predict help-seeking behaviour.
- b. locus of control does not interact with desire for control to predict help-seeking behaviour.
- c. students with a high need for control but an internal locus of control were more likely to experience suicidal thoughts.
- d. students with a high need for control but an external locus of control were not more likely to experience suicidal thoughts.

Answer: a

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Level of difficulty: medium

Short Answer/Essay

51. Identify and discuss the three somatotypes postulated by Sheldon.

Level of difficulty: easy

Suggested answer, p. 29:

The three somatotypes postulated by Sheldon are ectomorph, mesomorph, and endomorph. People characterized by ectomorphy are thought to be socially restrained and in need of privacy. People characterized by mesomorphy include physical assertion and high activity level. People characterized by endomorphy are believed to have a love of relaxation and comfort.

52. What have we learned from anthropological research on personality?

Level of difficulty: medium

Suggested answer, p. 31:

The work of anthropologists resulted in attempts to characterize the personality of nations (i.e., national characters). There has been agreement on personality stereotypes about nations but there is little evidence of actual personality differences.

53. Discuss the findings of the study by Robins et al. on personality types.

Level of difficulty: medium

Suggested answer, p. 35:

Answers can include a variety of relevant characteristics.

Robins et al. posited the existence of three personality types: resilient, overcontrolling, and undercontrolling. A major characteristic of the resilient personality type is respectfulness. A major characteristic of the undercontrolling personality type is hostility. A major characteristic of the overcontrolling personality type is introversion.

54. As related to Allport's conceptualization of traits, discuss the differences between phenotypical and genotypical personal dispositions.
Level of difficulty: medium
Suggested answer, p. 39:
A phenotypical disposition is involved when the focus is on describing behaviour in a situation in the here and now. A genotypical disposition is an explanatory account of a more fundamental and deeper disposition (i.e., a person's core).
55. Identify Walter Mischel's contributions to the personality field.
Level of difficulty: medium
Suggested answer, p. 42:
Mischel argued that traits are poor predictors of behaviours in situations. He noted that changes in situations result in changes in behaviour and that these behavioural changes are not in keeping with the presumed stability of personality traits and associated behaviours.
56. Discuss the trait-situation interaction in personality research.
Level of difficulty: difficult
Suggested answer, p. 45:
Students are expected to discuss Endler's interactionism approach. This approach views that differences in behaviour often reflect the interaction of personality traits and situational factors. For example, reciprocal interactionism models allow for the possibility that not only does the situation have an influence on the person, but the person can also have an influence on the situation. In other words, we can select or change the situation by behaving in a particular way.
57. Describe the five factors of personality on the NEO-PI-R. Ensure to include examples.
Level of difficulty: easy
Suggested answer, p. 54:
Students are expected to list and give examples according to Table 2.3:
The five factors of personality on the NEO-PI-R are:
Neuroticism
Extroversion/introversion
Openness to experience
Agreeableness/antagonism
Conscientiousness
58. Discuss the five-factor model across cultures.
Level of difficulty: difficult
Suggested answer, p. 61:
Regarding the five-factor model across cultures, certain factors and personality processes involve broad themes that may be universal. However, certain factors of significance will exist in specific cultures, and any attempt to describe and predict someone's behaviour in such a culture must also place substantial importance on

these indigenous characteristics. In sum, this model does not capture indigenous traits of significance across cultures.

59. Identify some of the limitations of the five-factor model.

Level of difficulty: medium

Suggested answer, p. 61:

Some limitations of the five-factor model include: The five-factor model is perhaps too broad, and more narrow and specific traits can account for a significant degree of variability in outcome variables. This model does not capture indigenous traits of significance across cultures. The five-factor model has been criticized for being descriptive rather than explanatory. Also, this model has limited clinical utility when it comes to psychopathology.

60. Describe the locus of control construct.

Level of difficulty: medium

Suggested answer, p. 65:

Locus of control refers to differences in internal versus external control of reinforcement. This concept focuses on people who feel a sense of control over the reinforcements in their lives versus those people who feel that control over reinforcements is outside of themselves.