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Psychology 111

Name: \_\_\_\_\_ Date: \_\_\_\_\_

**Lecture Series: Chapter 18 Cognitive Processes and  
Personality**

Pages: 21

TEXT: Funder, David C., (2000). *The Personality Puzzle* (2<sup>nd</sup>) New York: W. W. Norton.

**Principal Features**

**Introduction**

[Page Reference]

Complete the following:

"Our thoughts influence our actions—and our personalities—in three ways."

"First, there is the way we ... (481)

"Second, there is the way we ...

"Third, there is the way we set ...

[Illustration] Cognitive processes.



## Perceptual Processes

[Page Reference]

"Different people seem to be predisposed to perceive the world in different ways."

"As a result, they behave differently even when they are in the same situation."

Complete the following:

"As the classic trait psychologist Gordon Allport wrote many years ago:"

"For some the world is a ...

(482)

### *Priming and Chronic Accessibility*

Complete the following:

"These differences in perception are explained from a cognitive perspective by the mechanism of **priming**."

"The more often one perceives something, or thinks about it, the more likely that something is ...

[Illustration] Priming.

***Priming and Chronic Accessibility***

[Page Reference]

Question: What causes a concept to be primed?

(482)

[Illustration] What causes a concept to be primed?

"The effect of experience on priming can be demonstrated experimentally."

[Evidence] Effect of experience on priming.

(482-483)

"It is likely that in daily life, and throughout every child's development, some ideas are primed over and over again."

[Evidence] Priming in child development.

(483)

## *Aggression*

[Page Reference]

"Research suggest that **chronic accessibility** has a particular influence on hostility."

[Evidence] Cognitive bases of aggression.

(484)

"The result of a cognitive system organized around a theme of hostility is that the theme may come to guide both a person's perceptions and actions."

[Evidence] Aggressive children in a stressful situation.

Question: What is the message of hope that came from observations of aggressive children in a stressful situation.

## ***Rejection Sensitivity***

[Page Reference]

"Another kind of chronic accessibility effect can lead to the personality disposition of 'rejection sensitivity.' "

Question: What is rejection sensitivity?

(484-485)

"Rejection sensitivity and other forms of chronic accessibility become important when relevant stimuli are present, not otherwise."

[Illustration] Reaction sensitivity.

(485)

Question: What does the following statement mean?

" ... reaction sensitivity ... and probably many more attributes of personality ... seem contradictory."

## Self Processes

[Page Reference]

"Perhaps the most important of all the concepts that are chronically accessible in your mind are those that pertain to your self."

Complete the following:

"Your 'self' from a cognitive perspective, is the assembly of all the ...

(485)

"This self-knowledge is 'semantic' in the sense that it is based on past experience but not on any ...

[Illustration] Self processes.

"What would happen if somehow you forgot about all the occasions you were kind—it it were literally erased from your memory?"

[Evidence] Self-knowledge of an amnesic patient.

(485-486)

## *The Self Schema*

[Page Reference]

"A good deal of cognitive research in personality has focused on what is often called the **self schema**."

Question: What is the **self schema**?

(486)

[Illustration] Self schema.



"... research (on self schema) has a couple of important implications."

[Evidence] Implications from research on self schema.



(486-487)

Question: If people fail to test the limits of their self schema, how do they ever change?

(487)

## *Consequences of the Self Schema*

[Page Reference]

"Some research indicates that your self schema can affect not only your perceptions and your behavior, but your emotions as well."

Complete the following:

According to 'self-discrepancy theory,' you have not one but three kinds of self-relevant schemas, and their interaction determines how you feel about life."

"One kind of self schema is the 'actual' self, what you ...

(488)

"Another kind of self schema is the 'ideal' self, which is your view of what you ...

"A third kind of self schema is your 'ought' self, which is your view of what you could be at ...

[Illustration] Self-discrepancy theory.

Question: What does the following statement mean?

"Both ... nonactual selves are probably unrealistic."

***Consequences of the Self Schema*** (Continued)

[Page Reference]

Complete the following:

"According to the theorist Tory Higgins, the two nonactual selves represent different focuses of life."

"One focus is ... (488)

"The other focus is ...

"(According to Tory Higgins) if you live your life primarily in pursuit of reward—the ideal self—to the extent you fail to attain your ideal, you will tend to become ... (488-489)

If you live your life primarily in avoidance and punishment—the ought self—to the extent you fail to attain your ideal, you will tend to become ... (489)

***Many Selves or Just One?***

"According to some theorists, you have not one 'actual' self schema but many."

[Illustration] Possible selves.



Question: What is the *working self-concept*?

(489)

[Illustration] Working self-concept.



Question: What is the argument against the "fractionation of human agency into multiple selves?"

(489-490)

## **Organizational Processes**

"... the cognitive approach to personality is continuing to evolve rapidly."

"In current research, two kinds of organizational processes are proposed."

"The first, **strategies**, comprises organized sequences of activity in the pursuit of a goal."

"The second involves the **goals** themselves. From the cognitive perspective, a goal is a desired end-state that serves to direct perception, thought, and behavior."

## *Strategies*

[Page Reference]

### NARROW STRATEGIES

"Some cognitive theorists of personality have focused on strategies that are really quite narrow."

[Illustrations] Narrow strategies.

(491)

### BROAD STRATEGIES

"Many personality traits probably can be explained in (terms of broad strategies)."

[Illustrations] Broad strategies.

(492-493)

## STRATEGIC CONSISTENCY

[Page Reference]

Question: How general are optimistic and pessimistic strategies?

(494)

Question: What does the following statement mean?

" ... there is good evidence—typically neglected by cognitive theorists—that optimism vs. pessimism is a general trait of personality that affects many different sectors of life."

## GOALS AND MOTIVATION

"The topic of goals is closely related to the topic of motivation."

Complete the following:

"The goal is the ...

(495)

" ... the drive to attain this end-state is the ...

[Illustrations] Goals and motivation.

(495)

## TYPES OF GOALS

"Not all goals are the same."

### **General and Specific Goals**

Question: What does the following statement mean?

"Goals can be arranged hierarchically."

[Illustrations] General and specific goals.

(496)

## Idiographic Goals

[Page Reference]

"Some goals are unique to the individuals who are pursuing them."

[Illustrations] Idiographic goals.

(496-497)

## *Current concerns*

Question: What is a *current concern* within the framework of cognitive processes and personality?

## *Current concerns* (Continued)

[Page Reference]

[Illustrations] Current concerns.

(497)

## *Personal projects*

Question: What is a *personal project* within the framework of cognitive processes and personality?

***Personal projects*** (Continued)

Page Reference]

[Illustrations] Personal projects.

(497)

***Personal strivings***

Question: What are *personal strivings* within the framework of cognitive processes and personality?

[Illustrations] Personal strivings.

(497-498)

"It is not uncommon for people to report two or more strivings that are inconsistent with each other."

[Illustrations] Inconsistent personal strivings.

(498)

***Properties and limitations of idiographic goals***

Page Reference]

Question: What does the following statement mean?

"All of these concepts—current concerns, personal projects, life tasks, and personal, strivings—have several elements in common."

(498-499)

**Nomothetic Goals**

" ... some investigators have ... reduced to a smaller number (of goals) ... to organize the thousands of personality traits."

***The big three, or five, or two***

"According to the psychologist David McClelland and his colleagues, three primary motivations drive human behavior: the need for achievement, the need for affiliation (or intimacy), and the need for power."

[Illustrations] Achievement, affiliation, and power motivation.

(499)

***The big three, or five, or two*** (Continued)

Page Reference]

"What proportion of the goals that people follow in life can be organized around these three, achievement, intimacy, and power?"

[Illustrations] Structure of personal goals and their relation to personality traits.

(499-500)

***Judgment goals and development goals***

"(The psychologist Carol Dweck) ... claims that two kinds of goals underlie the whole motivational system."

Complete the following:

"One kind she calls *judgment goals*. Judgment in this context refers to the goal of seeking to ...

(500)

"the other kind she calls *development goals*. A development goals is the desire to ...

[Illustrations] Judgment and development goals.

(500-501)

*Entity and Incremental Theories*

[Page Reference]

Question: What are **entity theories**?

(502)

Question: What are **incremental theories**?

*Research and Measurement*

Question: What does the following statement mean?

" ... children who are incremental theorists ...  
do better in the face of failure than do entity  
theorists."

[Illustrations] Changes in performance, strategy, and achievement cognitions following failure.

(502-503)

Complete the following:

"The results of this research led to three conclusions:"

"First, the kind of goal that a person pursues—judgment or development—  
can have important implications for how or she ... (503)

"A judgment goal can lead to ...

" ... a development goal can lead to ...

"Second, this effect seems to occur in ...

"The third implication is that which goal he or she pursues can be  
determined from ...

*Entity an Incremental Theories Reconsidered*

Question: What is the core of Carol Dweck's theory?

Question: What are some of the weak points in Carol Dweck's theory? (503-504)

Question: What do the following statements mean?

"(Carol) Dweck's theory is that it contains a significant irony, maybe even a self-contradiction." (504)

" ... her theory is one of the most impressive and all-encompassing of the modern cognitive approaches to personality."



## The Cognitive Approach and Its Intersections

" ... the cognitive approach to personality is the newest one,"

" ... it makes the most reference to all of the other approaches."

" ... the cognitive approach to personality intersects at various points with the trait, behaviorist, social learning, and even psychodynamic, phenomenological, and biological approaches."

Question: What do the following statements mean?

" ... the trait approach and the cognitive approach would seem to be natural candidates for integration." (505)

" ... some cognitive personality psychologists go out of their way to reject any proposals for integration."

**END**