Chapter 15
Personality

Review 15.3: The Trait Perspective
Denise and Winifred are friends with very different personalities. Unlike Klaus, who wanted the underlying dynamics of his personality (1) explained, they simply want their personalities (2) described, as trait theorists do. First, Denise and Winifred consider the theory of Hans and Sybil (3) Eysenck, who used the statistical procedure of (4) factor analysis to reduce our individual variations to two or three dimensions, including (5) introversion-extraversion and (6) stability-instability. Denise tends to be quiet, reserved, thoughtful, and calm, so she is more likely to be classified as (7) introverted and (8) stable. Winifred, on the other hand, is outgoing, lively, restless, and impulsive, so she is more likely to be classified as (9) extraverted and (10) unstable. Winifred and Denise decide to volunteer for neuroscience research on personality in order to learn more. They find evidence that their personalities have a biological basis. For example, they learn that the areas of Winifred’s (11) frontal lobes involved in behavior inhibition are less active than the same areas in Denise’s brain. They also learn that their (12) genes played a significant role in creating their (13) temperament, which helped define their personalities. Denise and Winifred decide that these two dimensions are too limiting, so they turn to a more contemporary expanded set of factors, called the (14) Big Five, which include Denise’s disciplined behavior versus Winifred’s impulsive behavior, or (15) Conscientiousness; the tendency of both to be soft-hearted and trusting, or (16) Agreeable; Denise’s calmness versus Winifred’s anxiety, or (17) Neuroticism; Denise’s conformity versus Winifred’s imaginative nature, or (18) Openness; and Denise’s sobriety versus Winifred’s sociability, or (19) Extraversion. Checking the research, Denise and Winifred find evidence that these trait factors (20) are stable in adulthood, they tend to have a 50 percent (21) heritability rate, they (22) do describe personality in various cultures, and they (23) do predict other personality attributes, for example, that Denise is a “lark,” or morning type.