

# Personality

What makes us who we are?

## **Psychology 305A: Lecture 8**

### **Emotions and Personality Relationships and social interactions**

# Shattered Glass

- Why did Stephen lie?
- How did he get away with it?
- Why did everyone believe him?

# Is Stephen Glass a narcissist?

- Manipulative
  - Gifts to friends to get their help
- Asks Chuck what he's working on, only so he can show off about his more interesting project
- Demanding parents with unrealistic expectations
- Fantasizes about classroom full of admiring students
- "I wanted you guys to feel something in my presence, to be excited around me"

# Is Stephen a “fragile narcissist”

- “Are you mad at me?”
- “As I crossed more lines, the lies became more and more extreme, and I just became more and more anxious and crazy and out of control”
- “The movie makes it seem like there was some joy in all this for me. But it never felt fun. I was anxious and scared and depressed.”

# Does Stephen have Imposter Phenomenon?

- Expected to be great by parents and teachers
- Self-deprecating
- “Do you want me to resign?”
- Is literally an imposter!
- Hanna: “whenever I read in the transcript someone saying that Steve was devastated by his crime, always confessing, I bristled. It sounded like the old Steve, always wondering if you were mad at him, consumed by some pre-existing shame.”

# Or is he something more complicated?

- Self-deprecating to get attention and praise
- Constantly seeking to please and impress his parents and friends
- Rosin: “One psychologist suggested that he may have ‘arrested development’, and was unable to draw proper boundaries with his parents. ... he suffered from a need for approval, a need to impress others, and a need for attention... fear of inadequacy and rejection.”

# Or is he something more complicated?

- Could he be psychopathic?
  - Psychopathy: lack of guilt, empathy, deep relationships; narcissistic & charming; dishonest, manipulative, needless risk taking
- Steve never stopped lying, until years later
  - “George Sims wouldn’t call me back”
- Elaborate fake notes, made business cards, even a website
- Was head of the Fact Check Department
  - Calculated, planned

# What about Hanna Rosin?

- Can you understand her anger?
- Should she forgive Steve?



# Emotions and Personality

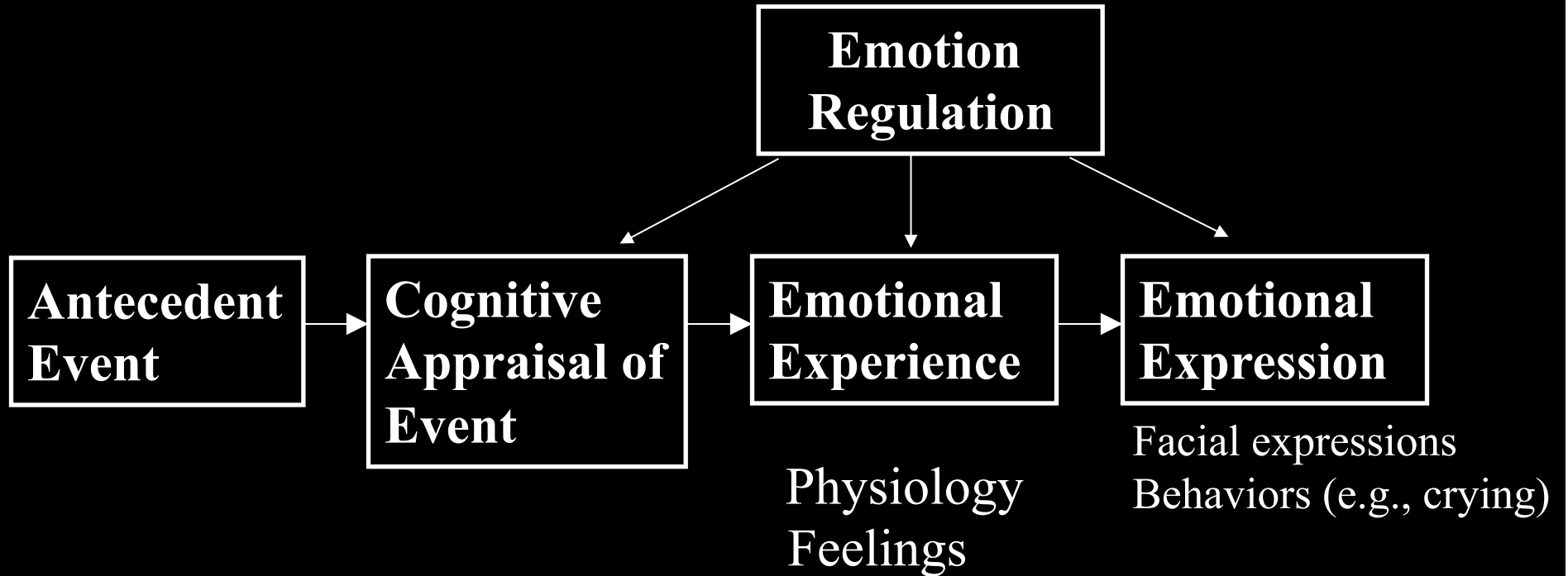
# What is an emotion?

- Discrete, momentary experience in a specific situation
- Traits, or dispositional tendencies to chronically experience certain feelings
  - Mood, temperament, emotional disorder

# What are the Parts of an Emotion?

- Feelings
- Thoughts/Cognition
- Physiology
- Brain activation
- Nonverbal Expression

# The Emotion Process



# **How does personality influence emotion?**

# Which personality traits predict happiness?

- Extraversion and Neuroticism
- Why?

Situations that might lead to happiness:

Personality-specific Response:

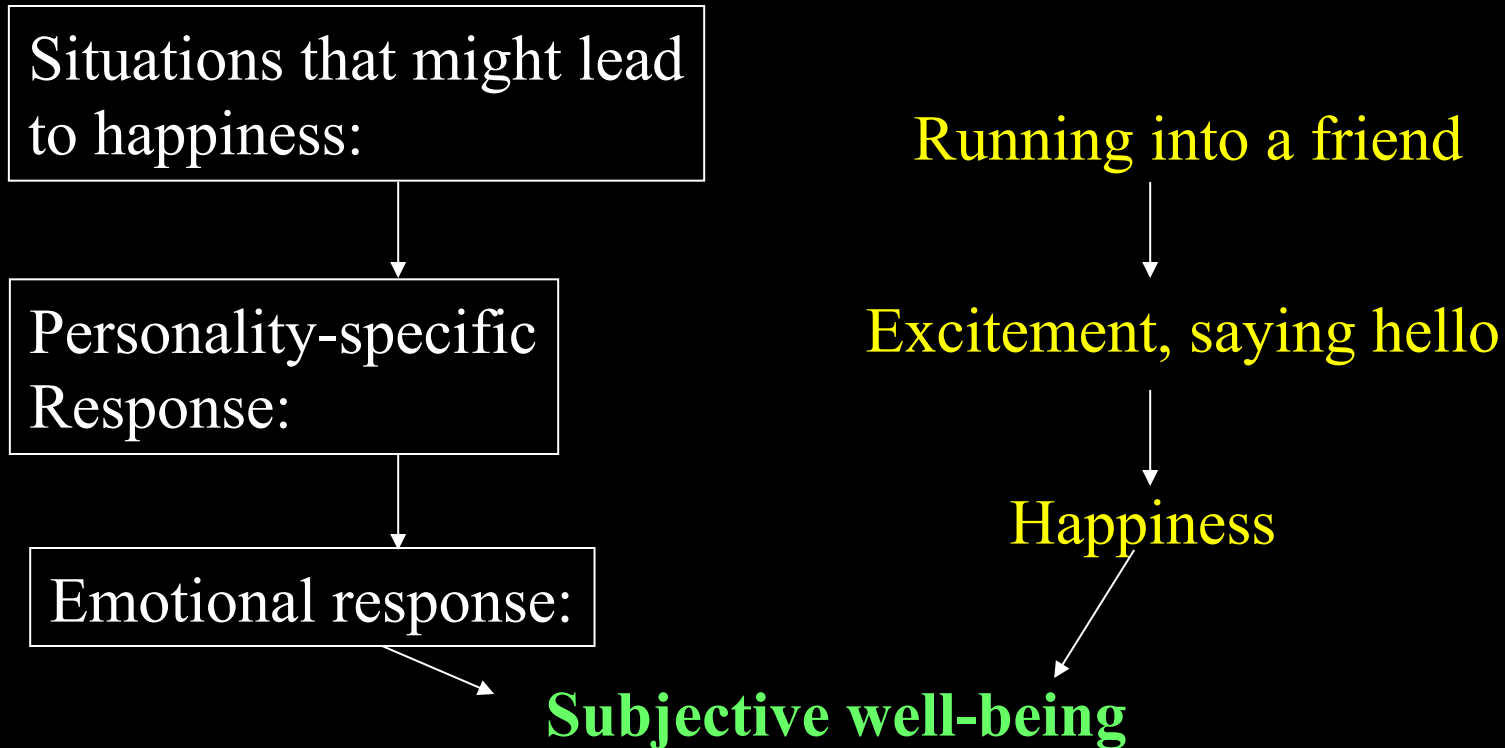
Emotional response:

Running into a friend

Excitement, saying hello

Happiness

Subjective well-being



# Which personality traits predict happiness?

Situations that might lead to happiness:

Personality-specific Response:

Emotional response:

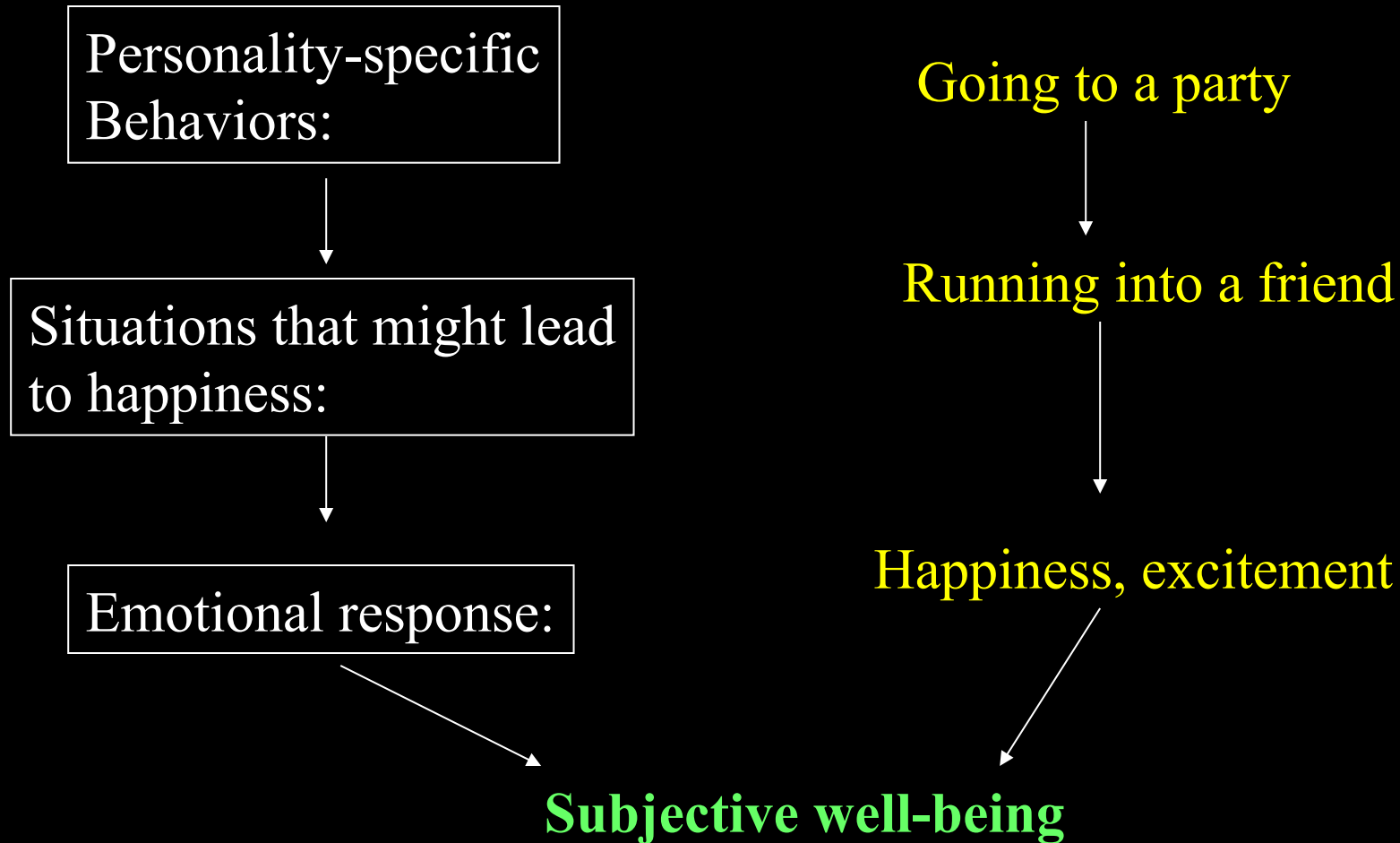
Running into a friend

Nervousness, avoidance

Anxiety, low self-esteem

Low Subjective well-being

# Alternative Model





# Personality and Subjective Well-being

- Does personality affect a person's emotional responses to a situation, or, does personality determine which situations a person engages in?
  - Evidence for first path
  - Placed in the same situation, extraverts and neurotics have different emotional responses
    - Extraverts become happier from pleasant photos
    - Neurotics become more upset from unpleasant photos

# Emotions as Personality Traits

- Stable tendency to experience certain feelings, or have certain emotional reactions

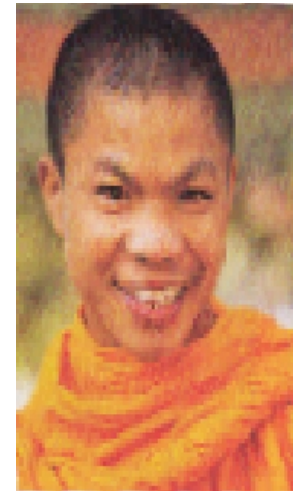
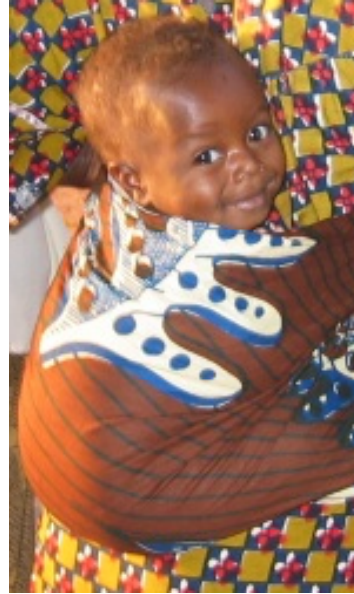


Grumpy, hostile



Happy, hyperactive

# Happiness: The Trait



# Definitions of Happiness

- **Aristotle:** the goal of life, attained through virtuosity (being “good”)
- **Rousseau:** hedonism (being “bad”)
- **James:** accomplishments
- What do you think?

# Modern Research Definition of Happiness

- Cognitive-Affective Approach
  - Judgment of life's satisfaction
    - How satisfied are you with your life?
- AND
  - Tendency to experience positive vs. negative emotions
- Martin Seligman: Authentic happiness is based on living a life filled with purpose and meaning
- Daniel Kahneman: Positive (but not negative) emotions (hedonism)

# Happy Facts

- The average person is...
  - Happy 65% of the time
  - Neutral 15%
  - Unhappy 20%
- Is there a gender difference?
  - No.
- Is there an age difference?
  - No.
- What about country differences?



# Subjective well-being across countries (Diener & Tay; 2015)

Sweden	81.4	Estonia	75
Singapore	73.4	Bhutan	74.7
Denmark	84	Luxembourg	74.4
Netherlands	82.6	United States	74.3
Iceland	82.5	United Arab Emirates	74.1
Norway	81	Suriname	74.1
Uzbekistan	80.3	Czech Republic	73.9
Thailand	79.9	Poland	73.1
Finland	79.6	Saudi Arabia	72.8
Panama	79.6	France	72.5
Austria	79.4	South Korea	72.5
Venezuela	79.2	Belarus	72.3
Switzerland	79.1	Slovenia	71.6
Taiwan	78.5	Latvia	71.4
United Kingdom	78	Hong Kong	70.5
New Zealand	77.9	Mauritius	69.8
Australia	77.8	Slovakia	69.8
Costa Rica	77.7	Vietnam	69.5
Indonesia	77.7	Qatar	69.4
Ireland	77.6	Spain	69.4
Canada	77.3	Croatia	69.4
Malaysia	77.1	Israel	69.3
Germany	76.9	Italy	68.9
Mexico	76.7	Hungary	68.2
Belgium	76.6	Cyprus	67.9
Laos	76.1	Portugal	67.7
Uruguay	75.9	Libya	66.4
Kuwait	75.7	Jordan	66.1
China	75.3	Malta	64.6
Japan	75.2	Bahrain	60.6

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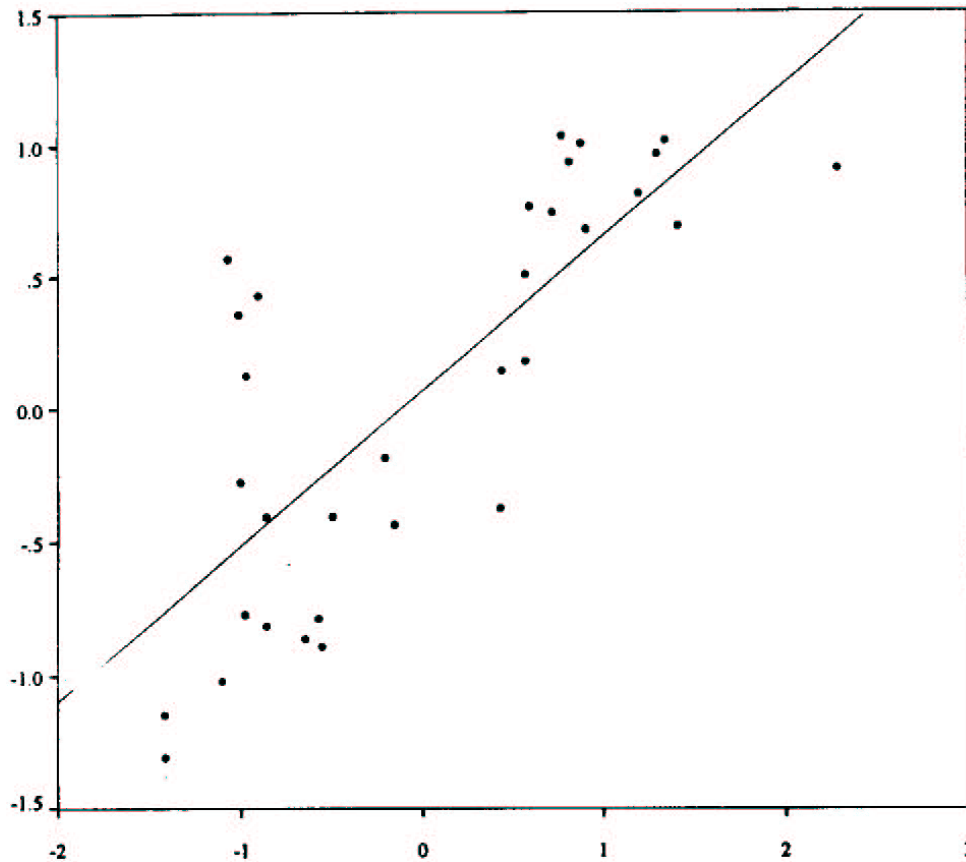
**Table 2***The Happiness of Selected Nations*

Nation	Affect balance (PA – NA), 1981–1984	Life satisfaction, 1999–2001
Canada	2.33	7.85
United States	2.23	7.66
China	1.46	6.53
West Germany	1.45	7.42
Mexico	1.38	8.14
India	0.72	5.14
Turkey	0.62	5.61
Russia	0.33	4.65

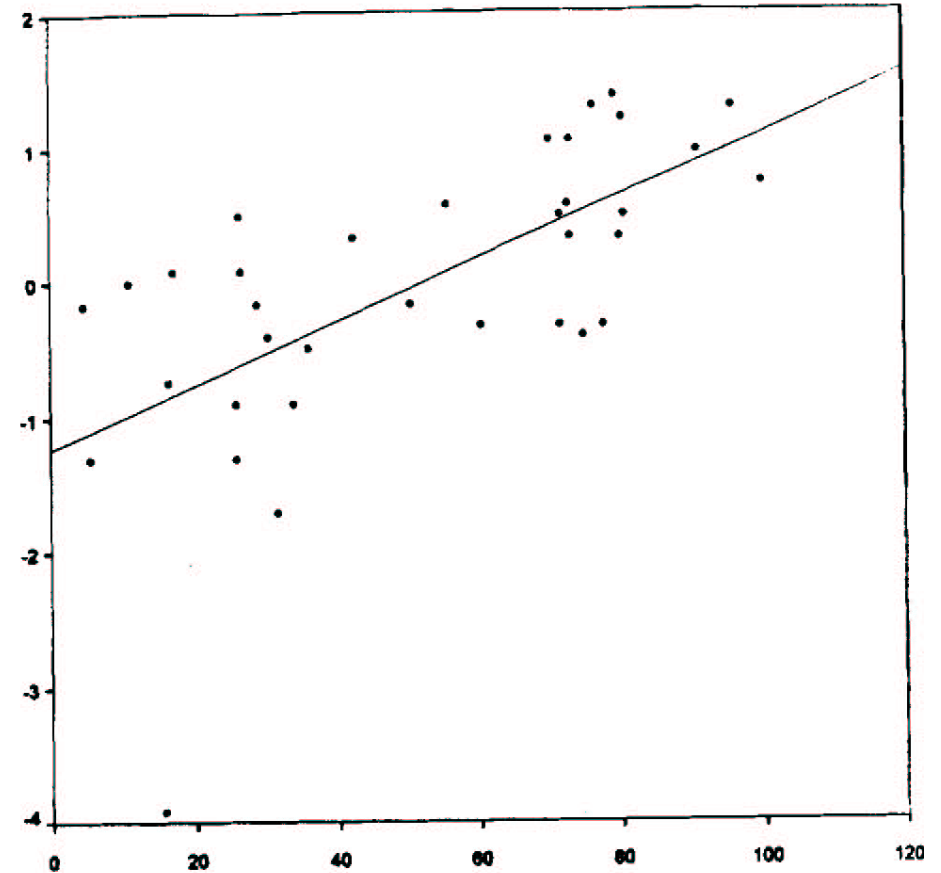
Note. Mean scores are taken from the World Value Survey, the Bradburn Affect Balance Scale, where affect balance can vary from 5 to  $-5$ , with 0 as the neutral point. The national differences in both positive affect (PA) and negative affect (NA) in the full sample are highly significant,  $p < .001$ . Life satisfaction scores, with a range of 1 to 10, were taken from the European Values Study Group and World Values Survey Association (2005) Data Wave 1999–2001.

**What makes some countries  
happier than others?**

# Subjective Well-Being and...



Individualism (vs. collectivism)



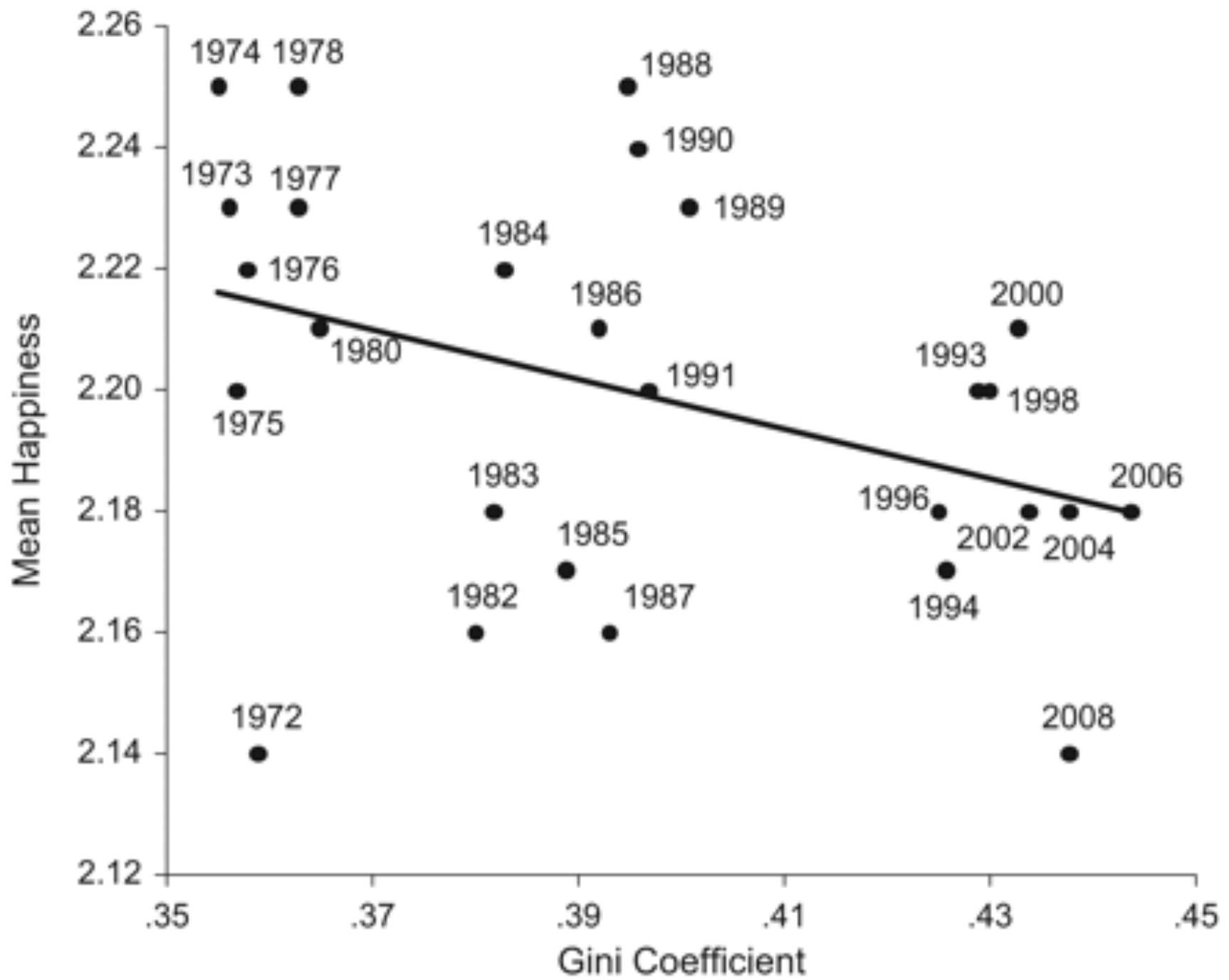
Purchasing Power (wealth)

# Happiness across Countries

- Why are poorer countries less happy?
  - Health-care
  - Civil rights
- What about *within* countries? Are poorer people more unhappy?
  - Only if you compare people who can't afford basic necessities (e.g., food, shelter, healthcare)
  - Above that level, rich are not too much happier than poor!

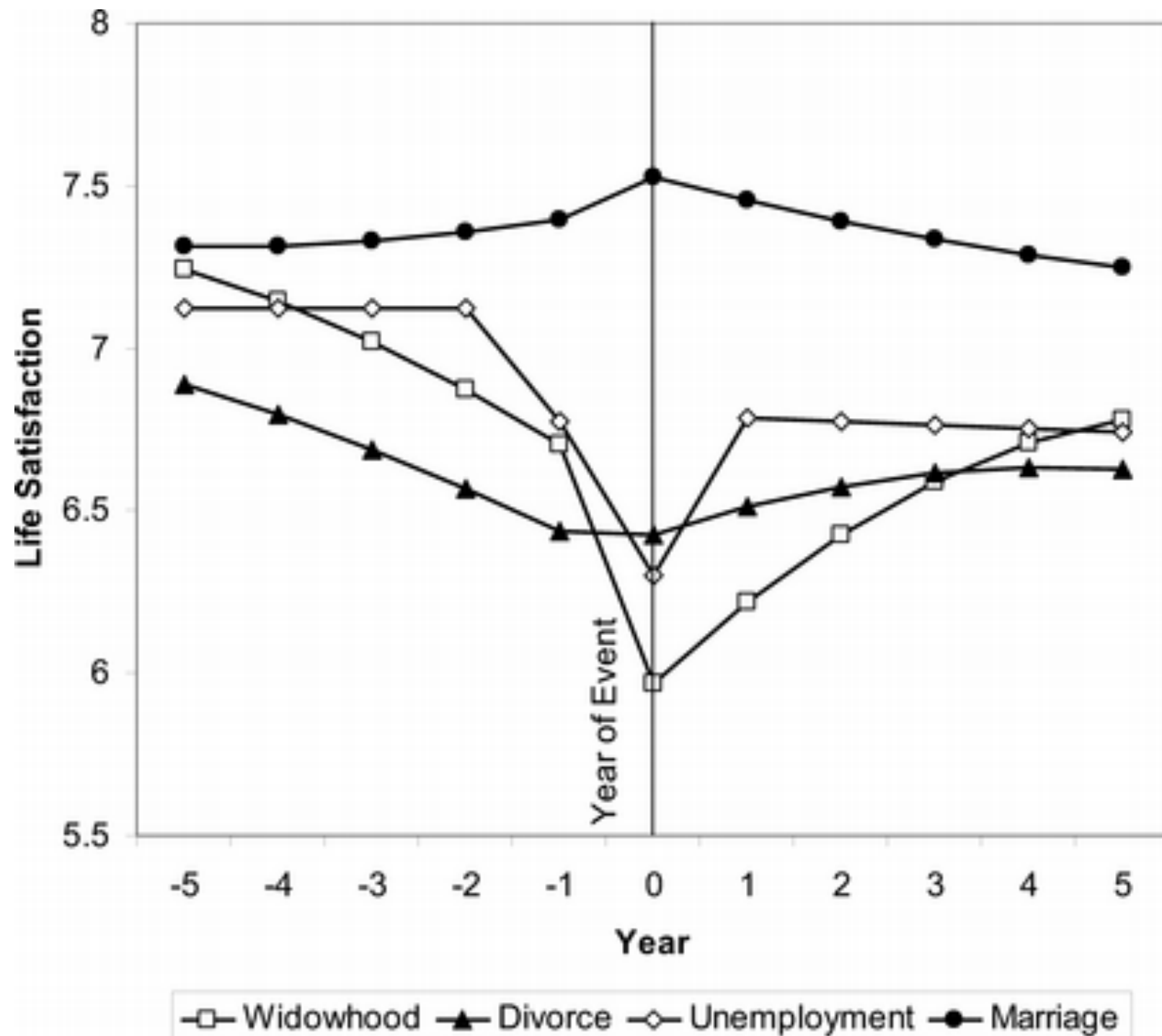
# Happiness and Inequality

- Oishi, Kebede, & Diener (2011) examined happiness and income inequality in the US from 1972 to 2008
  - 50,000 people
- Found a negative correlation between happiness and inequality
- Relation was due to perceived trust and unfairness among the poorest 60%



# Happiness and Set-Point

- Emotions change in response to major life events
- BUT, they quickly return to a basic set point, which varies by individual
  - The average set point is more happy than neutral





# Zheng, Plomin, & Stumm (2016)

- New behavioral genetics research on trait happiness
- 447 17-year old twins rated daily positive and negative affect
  - Variation in trait negative affect is largely genetic (heritability = .53)
  - Variation in trait positive affect is largely based on shared environmental factors (.52)
    - No sig. genetic effect

## Issue: The Good Life?

**Hedonism – the sum of pleasant moments**

**VS.**

**Eudemonia – the life well-lived; meaning and purpose**

Daniel Kahneman: Happiness is the sum of happiness across life's moments

Martin Seligman: authentic happiness is based on long-term purpose and meaning

# **Ed Diener: Happiness Study**

**How do happy moments relate to feeling a purpose in life?**

**Studied 222 college students**

**Assessed life satisfaction 3 times over 7 weeks**

**Each day, asked about daily life satisfaction & positive/negative moods**

# Diener Findings

**Correlation between overall life satisfaction and daily life satisfaction**

**$r = .44$**

# Emotions and Life Satisfaction

•	<u>Daily Satisfaction</u>		<u>Life Satisfaction</u>		
	(52 Days)		(3 Occasions)		
•	<u>β</u>	<u>p</u>	<u>β</u>		
•	<u>p</u>				
•	<u>Predictors</u>				
•	Pleasant Emotions	<u>.43</u>	.001	.00	ns
•	Interested Daily	<u>.34</u>	.001	.00	ns
•	Unpleasant Emotions	<u>-.18</u>	.01	-.11	ns
•	Physical Pleasure	.08	ns	.04	ns
•	GPA	.04	ns	.08	ns
•	Material Resources	.08	ns	.10	ns
•	Purpose in Life	.03	ns	<u>.51</u>	.001
•	Social Resources	-.11	ns	<u>.20</u>	.001
•	Good vs. Bad Memories	.06	ns	<u>.16</u>	.01

	<b>Daily Satis.</b>	<b>Life Satis.</b>
• <b><u>Informant-Rated Attributes</u></b>		
• <b>Socially Skilled</b>	.03	<b>.21</b>
• <b>Healthy</b>	-.03	<b>.22</b>
• <b>Energetic</b>	-.07	<b>.30</b>
• <b>Self-Confident</b>	.08	<b>.20</b>
• <b><u>Self-Rated Attributes</u></b>		
• <b>Socially Skilled</b>	.13	<b>.25</b>
• <b>Healthy</b>	.04	<b>.29</b>
• <b>Energetic</b>	.08	<b>.36</b>
• <b>Self-Confident</b>	.10	<b>.40</b>
• <b><u>Suicidal Attempts &amp; Ideation</u></b>	-.03	<b>-.24</b> <sup>39</sup>

# The Good Life

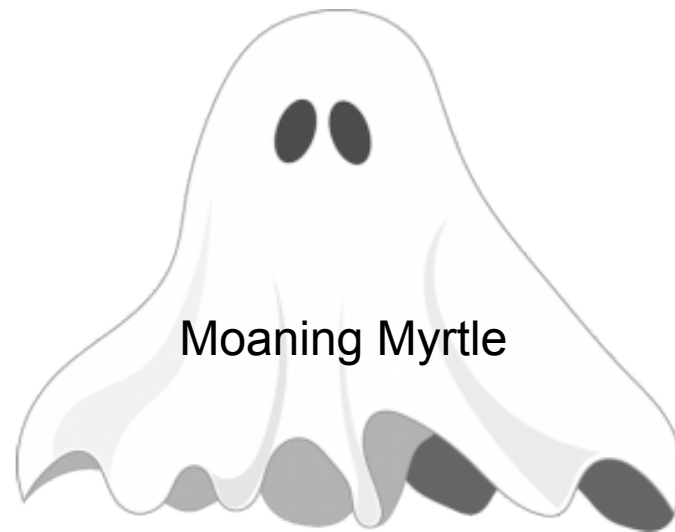
- For daily satisfaction, go for hedonism
  - Boost positive affect, decrease negative affect
- For life satisfaction, go for eudemonia
  - Emotions don't matter
  - Meaning/purpose in life and social networks most important



# Unpleasant Emotions and Personality



Anxiety



Moaning Myrtle

Depression



Anger

# Trait Anxiety (Neuroticism)



- Moody, touchy, irritable, complaining
- Easily upset
- Biological origins
  - Stable across lifespan
  - Cross-cultural
  - More active BIS
- May have cognitive basis
  - Recall more self-relevant negative information
  - Recall being sick more often, may get sick more often

# Stroop Task: Say the color of each word



Happy Fear Flowers  
Disease Death Chalk  
Nose Cancer Failure  
Heart Smile Cough  
Awake Grief Nice  
School Friend Lunch

Neurotics take longer to read anxiety-producing words <sub>43</sub>

# Depression



- Diathesis-stress model
  - Pre-existing vulnerability gets activated
  - Genetic evidence
- Beck's Cognitive theory
  - Cognitive Triad: depressing view of the self, the world, and the future
  - Overgeneralization (global attributions)
  - Personalizing (internal attributions)
  - Catastrophizing (stable attributions; the worst will always happen)

# Anger-Proneness and Hostility



- Tendency to respond to everyday frustrations with anger and aggression
- Resentment
- Biological Model: Type A Personality
  - Friedman & Rosenman (1974): cardiologists
  - Noticed personality similarities among coronary heart disease patients
    - Workaholics, Over-achievers
    - Hostile, hurried, never relaxed

# Current research on hostility and heart disease



- It's not ambitious, over-achieving side of Type A's
- It's the hostility!
  - Hostility linked to other risk factors
    - Smoking, obesity, depression, SES
  - Hostility independently linked to heart disease
    - Lipids build-up, increased BP & HR

# **Other Emotional Traits: Pride-Proneness**

# Two Facet Theory

- Authentic pride
  - Promotes social investments and achievements
  - Fosters genuine self-esteem
- Hubristic pride
  - Promotes hostility, maladaptive relationships
  - Related to narcissism



# **How are the Two Facets of Pride Related to Personality?**

# Pride and Personality

- People who tend to feel Authentic pride:
  - High self-esteem
  - Agreeable, extraverted, emotionally stable, and conscientious
  - Positive relationships, popular, well-liked by others
- People who tend to feel hubristic pride:
  - Narcissistic
  - Shame-prone
  - Disagreeable, aggressive, hostile, and angry
  - Anxious in relationships, low social support

# Two Expressions of Pride?



- “Does this person feel more ... ”
  - triumphant, accomplished, victorious, self-confident
- OR
- conceited, pompous, arrogant, haughty

# Both Expressions Convey Both Facets



**47% Authentic**  
**53% Hubristic**



**48% Authentic**  
**52% Hubristic**

- No evidence for distinct expressions
- Suggests importance of context



# **Personality and Social Relationships**

# Personality and Relationships

- Attraction Similarity Theory
  - Assortative Mating
  - We're attracted to people like us

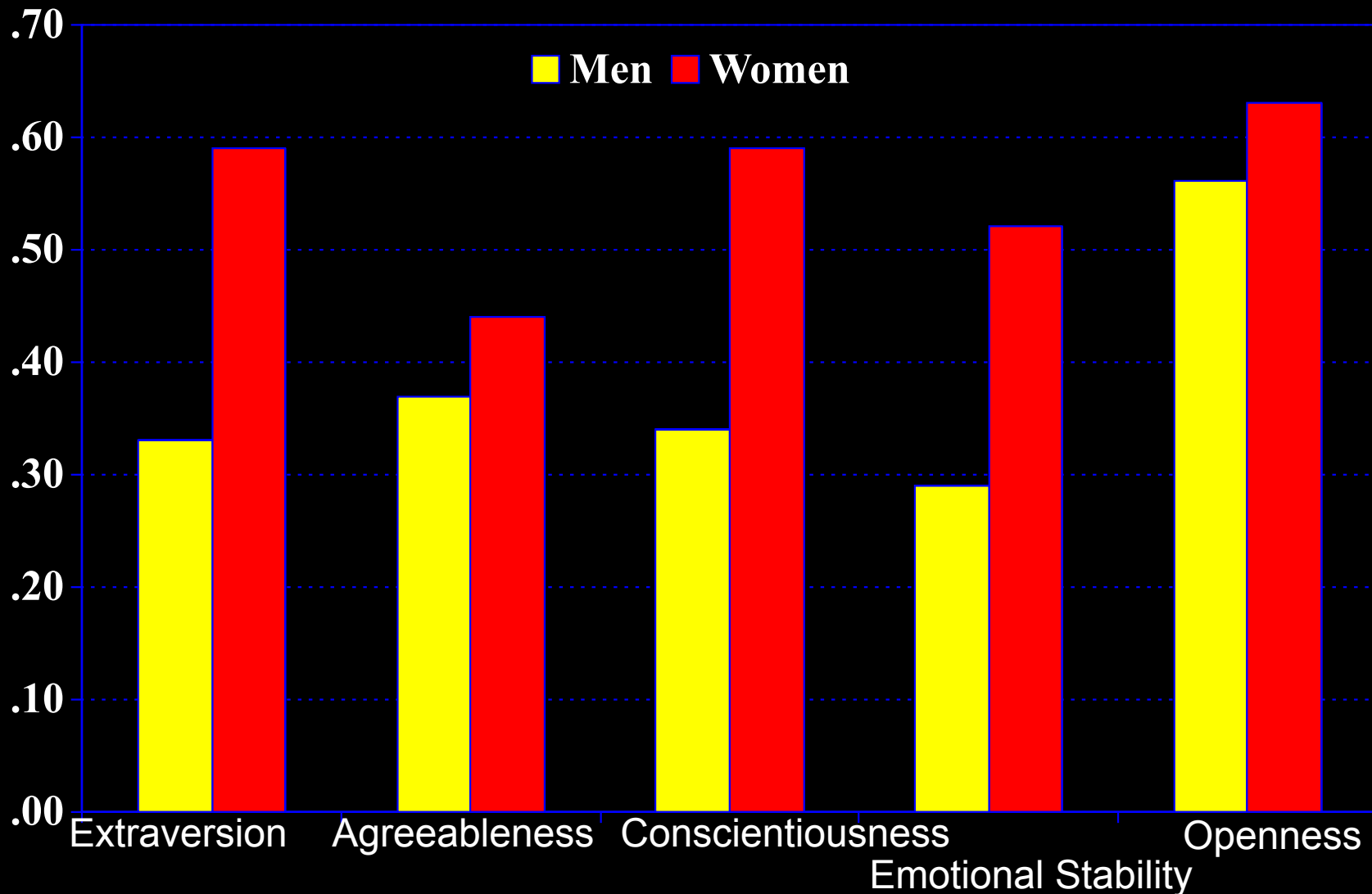


- Complementary Needs theory
  - We're attracted to people whose personality complements ours
  - Opposites Attract



- Which is right?

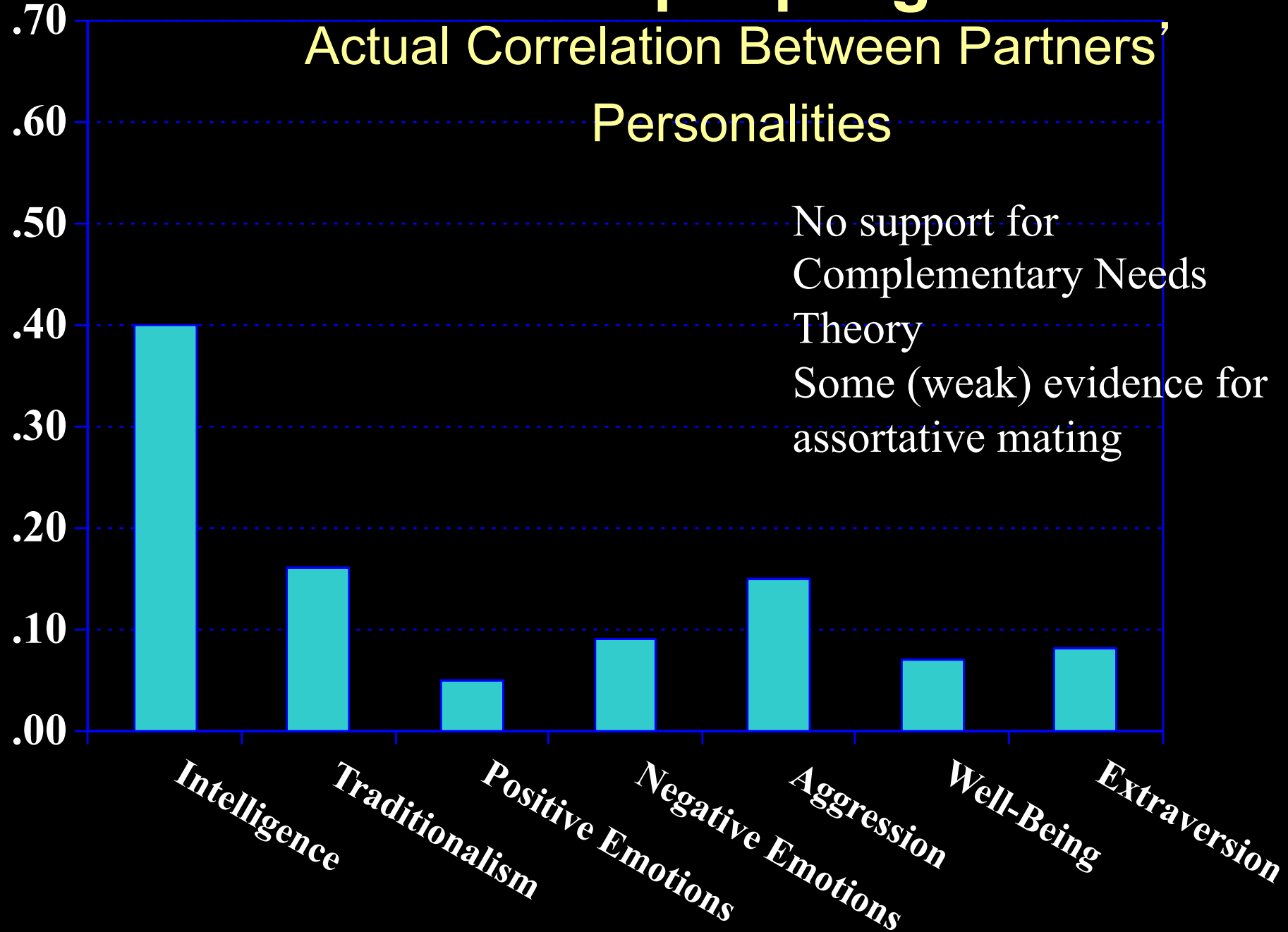
# What people want: Correlation Between Self's Personality and Preferred Partner Personality





# What people get:

## Actual Correlation Between Partners' Personalities



# Is similarity related to relationship satisfaction?

- Couples with similar personality traits are not necessarily more satisfied in their relationship
- But, if partner is similar to your “ideal personality” then relationship satisfaction is higher
- What makes an “ideal” partner? Which traits do people want in a partner?

# What do people want in a partner? (International Sample)

- Males
  - Mutual attraction/love (2.81)
  - Dependable (2.50)
  - Emotional stability (2.47)
  - Pleasing disposition (2.44)
  - Good health (2.31)
  - Education/Intelligence (2.27)
  - Sociability (2.15)
- Less important
  - Chastity (1.06)
  - Similar religious background (.98)
  - Similar political background (.92)
- Females
  - Mutual attraction/love (2.87)
  - Dependable (2.69)
  - Emotional stability (2.68)
  - Pleasing disposition (2.52)
  - Education/Intelligence (2.45)
  - Sociability (2.30)
  - Good health (2.28)
- Less important
  - Similar religious background (1.21)
  - Similar political background (1.03)
  - Chastity (.75)

# **What should people want in a partner?**

Which traits are actually related to relationship satisfaction?

# Traits that Predict Partner's Satisfaction

- Overall:
  - Husband: A, ES, O/I (in wife)
  - Wife: A, C, ES, O/I (in husband)
- Confide:
  - Husband: A (in wife)
  - Wife: A, ES, O/I (in husband)
- Sexual:
  - Husband: A, C, ES (in wife)
  - Wife: A (in husband)
- Enjoyment:
  - Husband: A, ES (in wife)
  - Wife: A, ES (in husband)

# Next Class: Midterm Exam 2

- Midterm Exam 2: 5 pm – 6:30
  - Bring a No. 2 pencil for scantrons and pencil or pen to write short answers
  - Textbook Chapters covered: 5, 6, 7, 8, 12, & 13

# Midterm Exam 2

- Similar to Exam 1 in structure
  - Approx. two-thirds MC, one-third short answer
- Will cover:
  - Genes & behavioral genetics
    - Approaches to studying genetic and environmental influence on personality
    - Findings from behavioral genetics studies
    - Genes, shared environment, non-shared environment

# Midterm Exam 2

- Physiological Approach
  - Stability of temperament
  - Eysenck's Introversiion-Extraversiion
  - Gray's BIS & BAS
- Evolutionary Approach
  - Universality of emotion expressions
  - Sex differences in jealousy
  - Evolutionary approach to the Big 5



# Midterm Exam 2

- Learning and behaviourism
- Early cognitive approach (George Kelly)
- Modern cognitive approach
  - Rotter's locus of control
  - Explanatory style
- *Shattered Glass*
- Emotions (Today's class)
- Relationships and social interactions will NOT be on Midterm 2