Personality
What makes us who we are?

Psychology 305A: Lecture 8

**Emotions and Personality
Relationships and Social
Interactions**

Review for Midterm 2

[1]

Quick Wrap up on
Cognitive Approach

[2]

Cognitive Therapy

- Recognize that thoughts (beliefs, expectations, explanations, thinking style) affect your feelings and behavior
- Try to change negative schemas
  - Convert to positive schemas or compartmentalize
- Try to change explanatory style
  - I didn't get the job because I didn't prepare well
  - He broke up with me because he didn't want to be in a relationship
- Interpret failure as an opportunity to learn
- "Talk" to self differently before, during, and after stressful situations

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Emotions and Personality
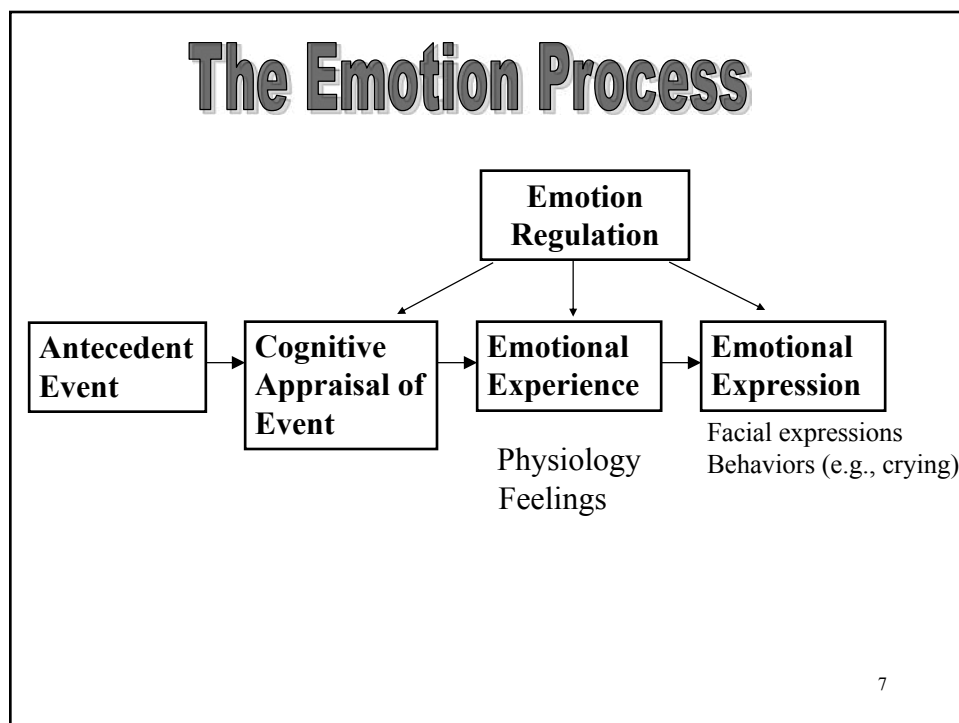
4

What is an emotion?

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

5

What are the Parts of an Emotion?

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

6

The Emotion Process

```
                    ┌──────────────┐
                    │   Emotion    │
                    │  Regulation  │
                    └──────────────┘
```

| Antecedent Event | → | Cognitive Appraisal of Event | → | Emotional Experience | → | Emotional Expression |

Emotional Experience: Physiology, Feelings

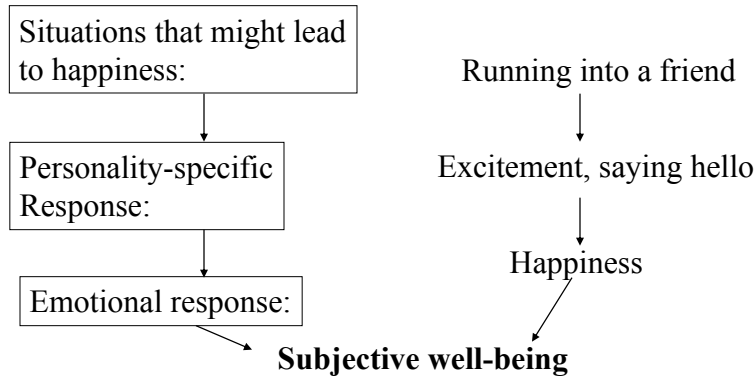Emotional Expression: Facial expressions, Behaviors (e.g., crying)
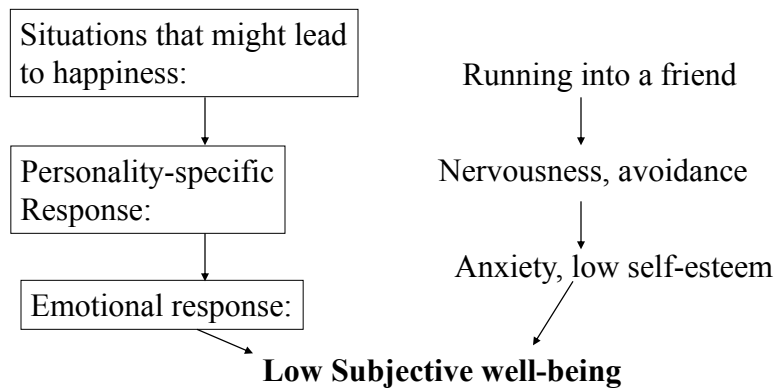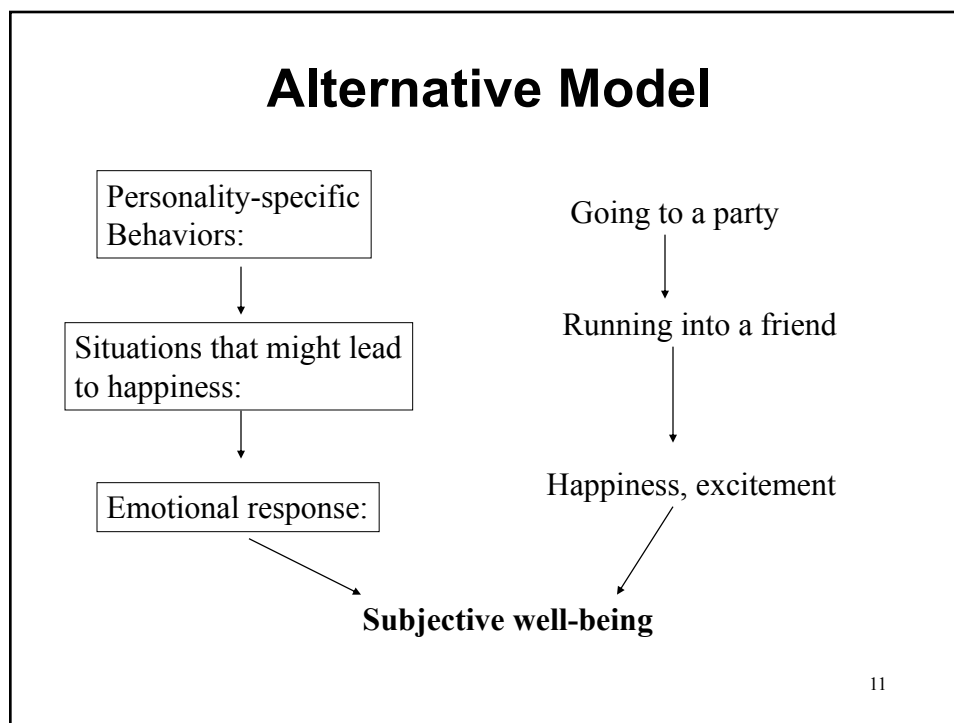
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How does personality influence emotion?

- Which personality traits most influence subjective well-being (positive emotional disposition; feeling good)?
  - Extraversion & Neuroticism

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Why does extraversion lead to subjective well-being?

Situations that might lead to happiness:	Running into a friend
↓	↓
Personality-specific Response:	Excitement, saying hello
↓	↓
Emotional response:	Happiness

Subjective well-being

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Why does neuroticism lead to low subjective well-being?

Situations that might lead to happiness:	Running into a friend
↓	↓
Personality-specific Response:	Nervousness, avoidance
↓	↓
Emotional response:	Anxiety, low self-esteem

Low Subjective well-being

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Alternative Model

Personality-specific Behaviors:

↓

Situations that might lead to happiness:

↓

Emotional response:

Going to a party

↓

Running into a friend

↓

Happiness, excitement

Subjective well-being

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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

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Emotions as Personality Traits

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

Grumpy, hostile

Happy, hyperactive

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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?

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Modern Research Definitions 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)

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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?

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

Country	Score	Country	Score
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	Quatar	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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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

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?

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Subjective Well-Being and…

Individualism (vs. collectivism)   Purchasing Power (wealth)
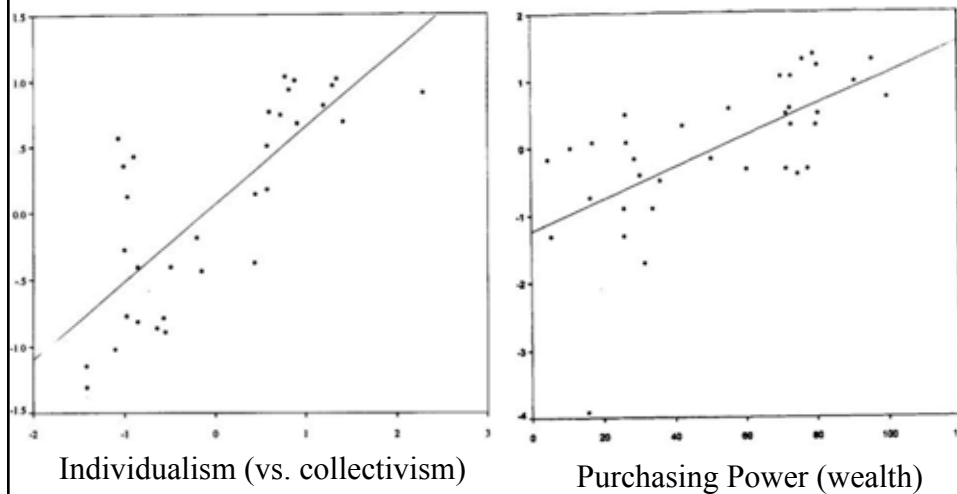
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Happiness across Countries

- 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!

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Happiness and Inequality

- Oishi, Kebesire, & 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%

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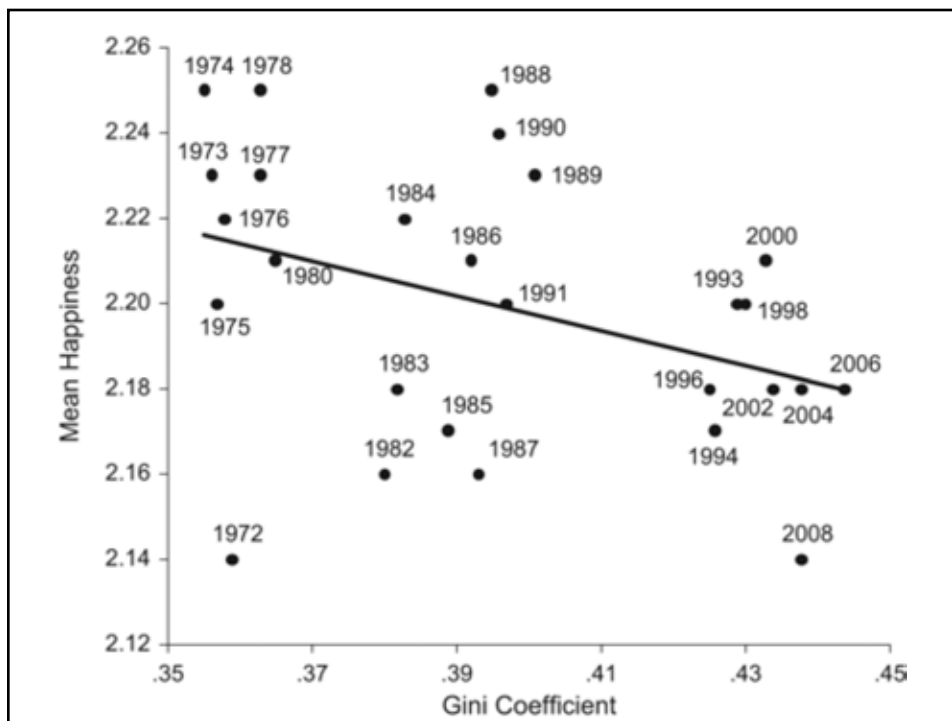
Happiness and Set-Point

- 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

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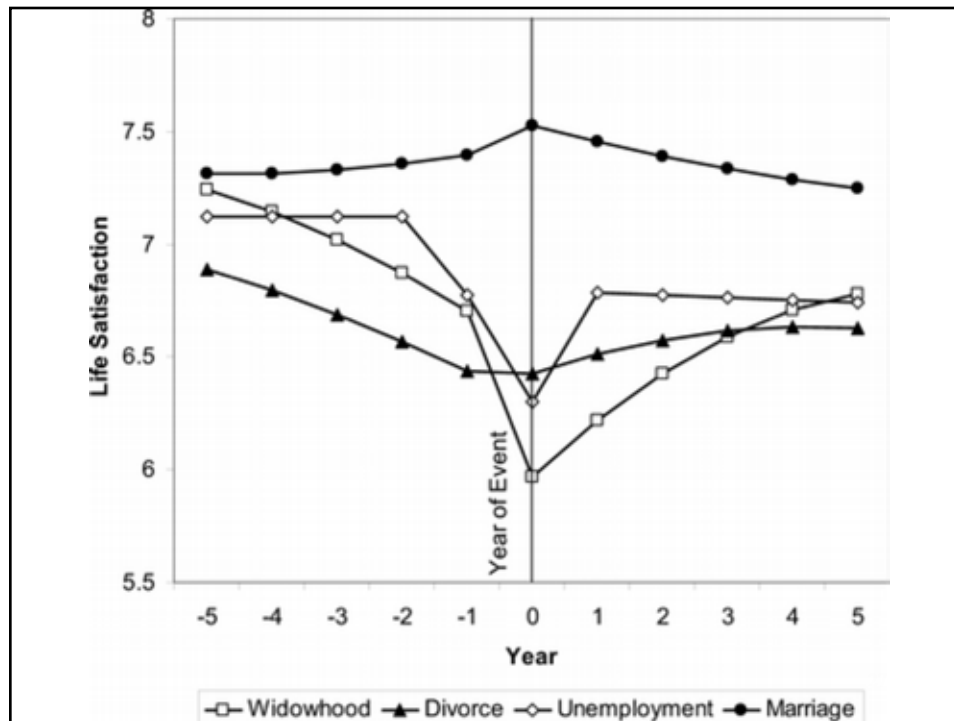
Zheng, Plomin, & Stumm (2016)

- 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

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Issue: The Good Life?

Hedonism – the sum of pleasant moments

VS.

Eudemonia – the life well-lived; meaning and purpose

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

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

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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

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Diener Findings

Correlation between overall life satisfaction and daily life satisfaction

r = .44

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Emotions and Life Satisfaction

	Daily Satisfaction (52 Days)		Life Satisfaction (3 Occasions)	
	β	p	β	p
Predictors				
Pleasant Emotions	**.43**	.001	.00	ns
Interested Daily	**.34**	.001	.00	ns
Unpleasant Emotions	**-.18**	.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	**.51**	.001
Social Resources	-.11	ns	**.20**	.001
Good vs. Bad Memories	.06	ns	**.16**	.01

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	Daily Satis.	Life Satis.
Informant-Rated Attributes		
Socially Skilled	.03	**.21**
Healthy	-.03	**.22**
Energetic	-.07	**.30**
Self-Confident	.08	**.20**
Self-Rated Attributes		
Socially Skilled	.13	**.25**
Healthy	.04	**.29**
Energetic	.08	**.36**
Self-Confident	.10	**.40**
Suicidal Attempts & Ideation	-.03	**-.24** [34]

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

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Unpleasant Emotions and Personality

Moaning Myrtle

Anxiety   Depression   Anger

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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

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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 38

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)

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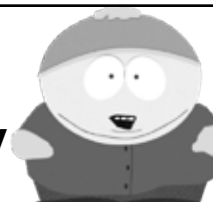
- Tendency to respond to everyday frustrations with anger and aggression
- Resentment
- Biological Model: Type A Personality
  - Friedman & Rosenman (1974): cardiologists
  - Noticed personality similarities among coronary heart disease patients
    - Workaholics, Over-achievers
    - Hostile, hurried,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

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Current research on hostility and heart disease

- It's not the 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

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Other Emotional Traits: Pride-Proneness

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Two Facet Theory

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

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How are the Two Facets of Pride Related to Personality?

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Pride and Personality

- People who tend to feel <u>Authentic pride</u>:
  - High self-esteem
  - Agreeable, extraverted, emotionally stable, and conscientious
  - Positive relationships, popular, well-liked by others
- People who tend to feel <u>hubristic pride</u>:
  - Narcissistic
  - Shame-prone
  - Disagreeable, aggressive, hostile, and angry
  - Anxious in relationships, low social support 45

Two Expressions of Pride?

- "Does this person feel more … "
  - triumphant, accomplished, victorious, self-confident

  OR
  - conceited, pompous, arrogant, haughty

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**Both Expressions Convey
Both Facets**

47% Authentic
53% Hubristic

48% Authentic
52% Hubristic

- No evidence for distinct expressions
- Suggests importance of context

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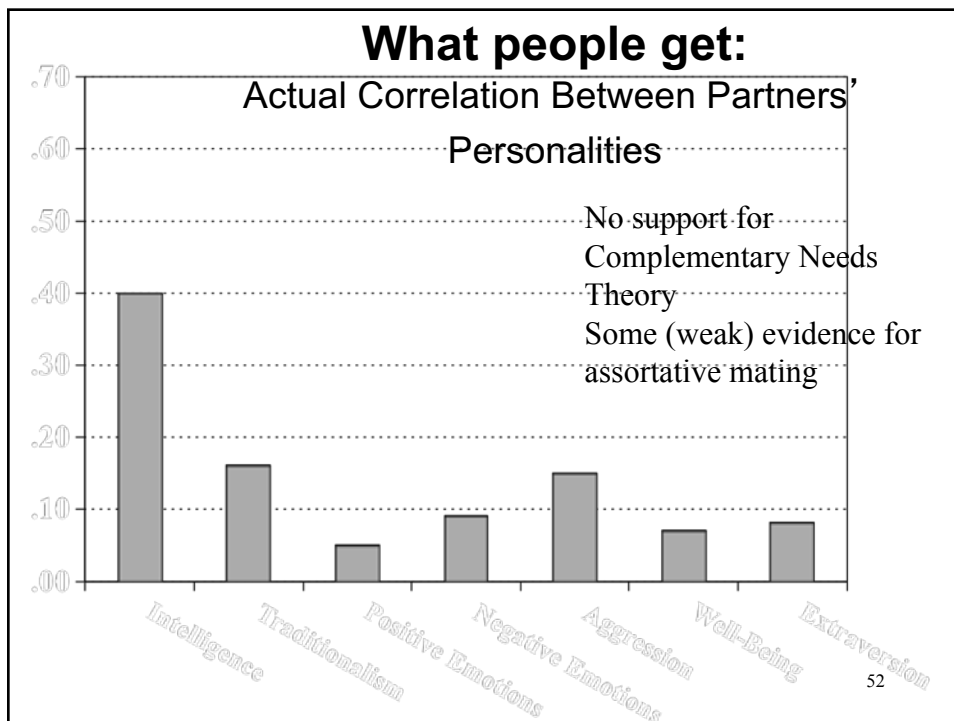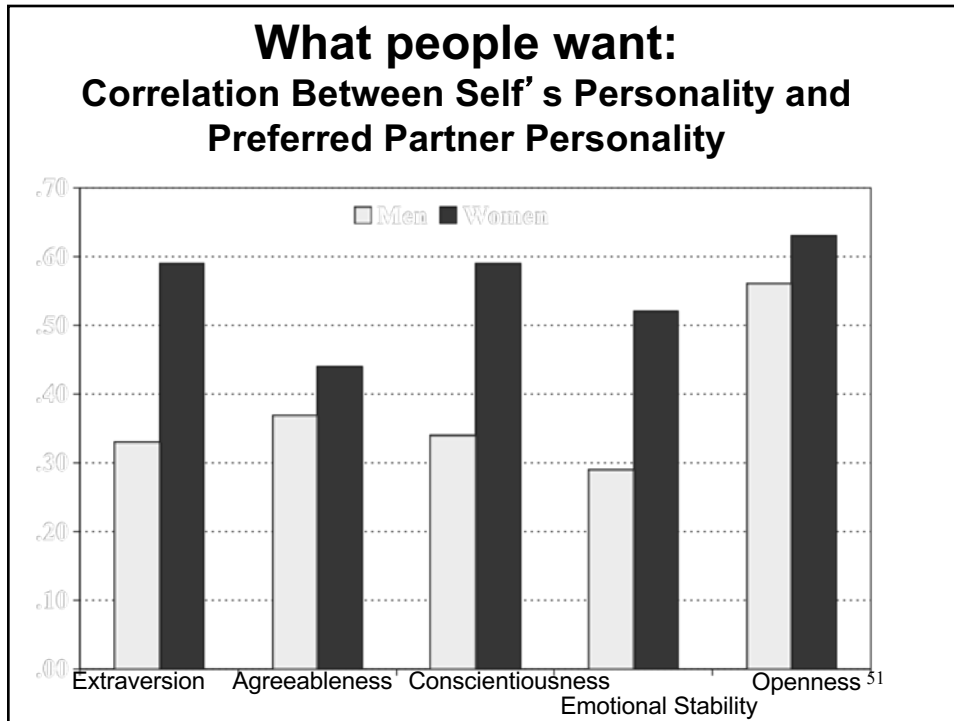**Personality and Social Relationships**

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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
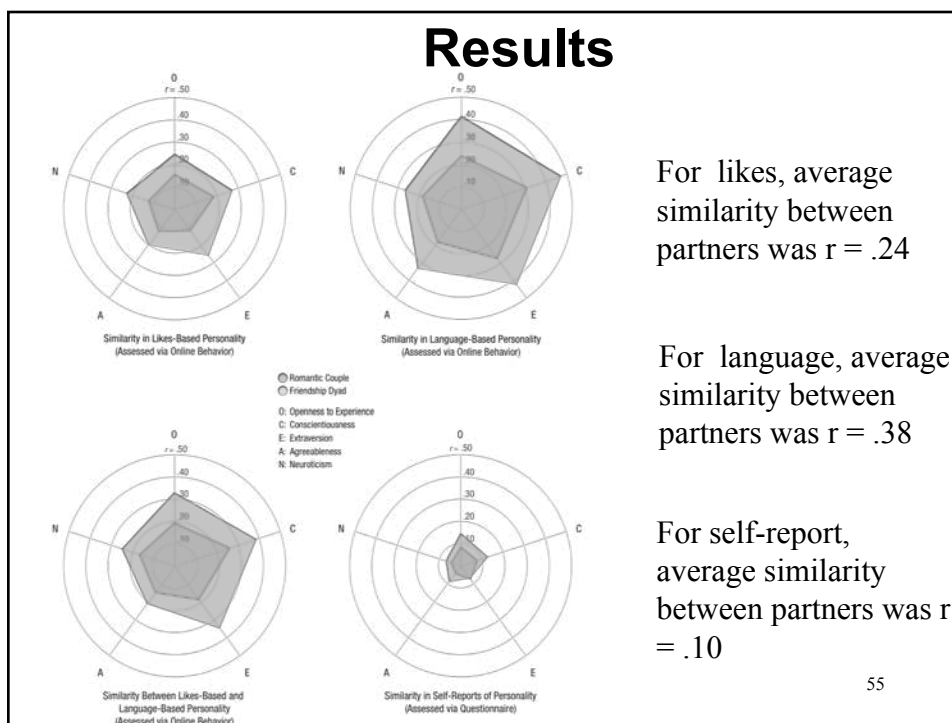 - Opposites Attract

- Which is right?

50

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

Men □ **Women** ■

| | .70 | .60 | .50 | .40 | .30 | .20 | .10 | .00 |

Extraversion   Agreeableness   Conscientiousness   Openness [51]
Emotional Stability

What people get:
Actual Correlation Between Partners' Personalities

No support for Complementary Needs Theory
Some (weak) evidence for assortative mating

.70 .60 .50 .40 .30 .20 .10 .00

Intelligence Traditionalism Positive Emotions Negative Emotions Aggression Well-Being Extraversion

[52]

Methodological Issues with Assortative Mating Studies

- Many studies show little personality similarity between partners
  - rs typically below .10

- But, self-reported personality may be biased due to *reference group effect* (Heine, Buchtel, & Norenzayan, 2008)
  - When judging our own personality, we compare ourselves to people we spend time with
  - These people tend to be like us
  - As a result, our self-rated personality may seem more different from our partner's than is accurate

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New Research on Assortative Mating

- What if we measure personality with behaviour, instead of self-report?
  - Should avoid reference group problem

- Study measured Facebook likes and language in posts (Ns = 295,320; 59,547)

- Likes and words (e.g., "happy", "amazing") in posts predict B5 traits
  - Can be used to more reliably measure similarity in B5 between partners

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Results

For likes, average similarity between partners was r = .24

For language, average similarity between partners was r = .38

For self-report, average similarity between partners was r = .10

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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?

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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)

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What should people want in a partner?

Which traits are actually related to relationship satisfaction?

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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)

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Which traits predict future
relationship quality and conflict?

- Longitudinal study assessed three traits:
  - Positive Emotionality (PEM): Confidence, enthusiasm, social warmth, well-being, and zest
  - Negative Emotionality (NEM): Threshold for negative emotions such as anxiety, anger, fear
  - Constraint (CON): Self-control, harm avoidance, and endorsement of social norms

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Correlations with Relationships

- How does age 18 personality (PEM, NEM, constraint) relate to age 26 relationship variables

	Quality	Conflict
Positive Emotionality:	.14	.00
Negative Emotionality:	-.21	.22
Constraint:	.17	-.11

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Expression of Emotion

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GLASBERGEN

"You always complain that I don't know how to show my emotions, so I made these signs."

How *do* emotion expressions relate to sexual attractiveness?

• Research Study (Tracy & Beall, 2011):

Are there gender differences in which emotion expressions people perceive as the most attractive?

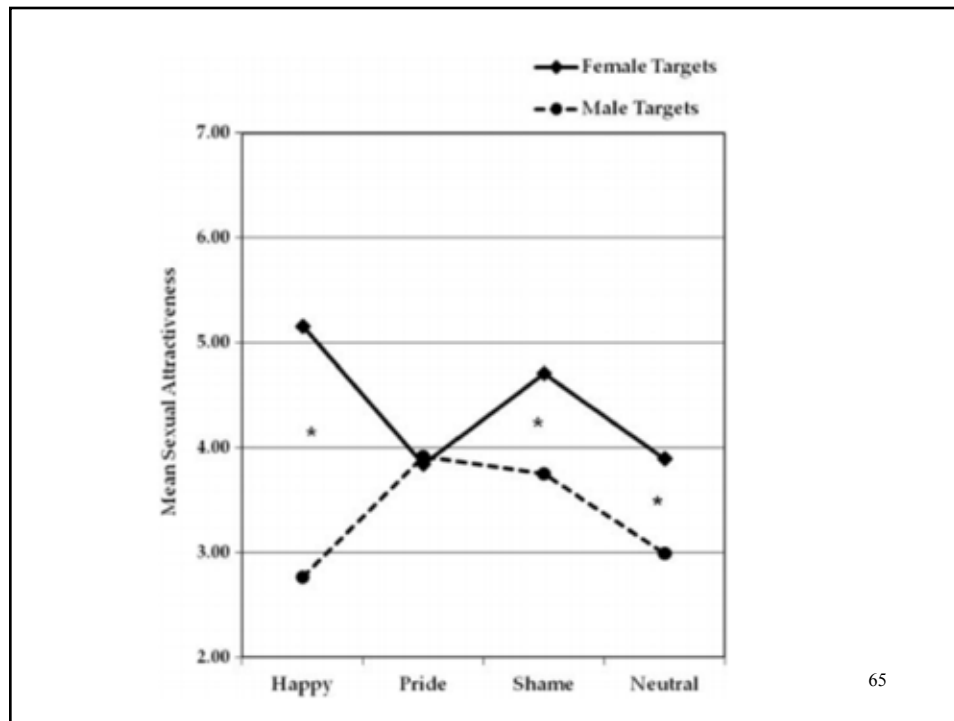**Which emotion expression is perceived as the most sexually attractive?**

Across 2 studies (*N* = 1041) we tested the sexual attractiveness of four emotion expressions

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How *do* emotion expressions relate to sexual attractiveness?

Pride   **Shame**   **Neutral**   **Happy**

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How *do* emotion expressions relate to sexual attractiveness?

Happiness is the most attractive female emotion expression and one of the LEAST attractive when shown by men

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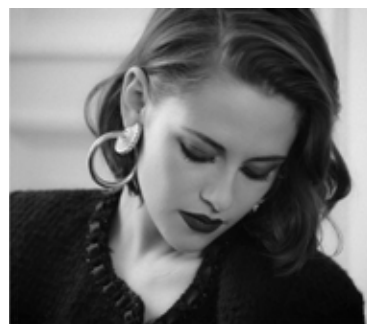# How *do* emotion expressions relate to sexual attractiveness?

Pride is the most attractive male emotion expression and one of the least attractive when shown by women

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How *do* emotion expressions relate to sexual attractiveness?

Shame is attractive when shown by both genders

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Expression of Emotions in Relationships

- Gottman & Levenson
- Newlywed couples engaged in conflict discussion while videotaped
  - Videotapes coded for emotional responses, style of interaction [Observational data]
  - Physiological measures [Test-data]
  - Couple members rate partner's relationship satisfaction [Informant data] and own satisfaction [Self-data]
- Couples followed up to 5 years later
- Divorce was predicted from data, with 83% accuracy

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The "Love Lab"

Four Main Factors that Predict Divorce

- 1. Criticism vs. Complaint:
  - *Criticism:* Global statement of anger, displeasure, distress, or other negativity, tends to be blaming (e.g., "You never take me anywhere.")
  - *Complaint:* specific statement of anger, displeasure, distress, or other negativity (e.g., "We don't go out as much as I would like to")
- Criticisms (but not complaints) predict divorce
- Escalation of negative affect is very bad
  - De-escalation of negative affect (e.g., through humor) is very good

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Four Main Factors that Predict Divorce

- 2. Contempt: Insult, mockery, sarcasm, or derision of the other person.
  - Includes disapproval, judgment, disdain, exasperation, mockery, put-downs, or communicating that the other person is absurd or incompetent

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Four Main Factors that Predict Divorce

- 3. <u>Defensiveness</u>: Attempt to protect one's self from perceived attack
  - May include denial of responsibility, counterblame, or whine
  - May be a response to "Mindreading"
    - Attribution of motives, feelings, or behaviors made by one partner to the other partner
    - Example: "You always get tense in situations like this." "No I don't. <u>You</u> are the one who always gets tense!"

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Four Main Factors that Predict Divorce

- 4. <u>Stonewalling</u>: The listener presents a "stone wall" to his/her partner.
  - No small "assenting" vocalizations like "mmmm' or "yeah"
  - No head nods; neck is rigid
  - There is little gaze at the speaker
  - Little facial movement, but when there is it is negative
  - 85% of stonewallers are male

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Overall Findings

- Four "horsemen of the apocalypse" (criticism, contempt, defensiveness, and stonewalling) predict divorce
- What distinguishes satisfied and dissatisfied couples is *not* how frequently they conflict, but the way in which negative feelings are expressed during conflicts.
  - Disagreements <u>not</u> more common among dissatisfied couples, but dissatisfied couples more likely to express disagreement with negative affect
- A 5:1 <u>ratio</u> of positive interactions to negative interactions is characteristic of a good marriage
  - ONE negative interaction can wipe out the effects of several positive interactions

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Overall Findings

- Negative emotions are associated with high levels of physiological arousal for men, but not for women
  - Men may avoid negative affect in relationships because it is more physiologically punishing
  - Emotionally, men experience lower levels of negative affect than women

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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: 6, 7, 8, 12, & 13
  - Chapter 15 (social interactions) NOT on exam

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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
      - Twin studies (pros and cons)
      - Assumptions of behavioral genetics research
    - Findings from behavioral genetics studies
    - Genes, shared environment, non-shared environment

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Midterm Exam 2

- Physiological Approach
  - Stability of temperament
  - Eysenck's Introversion-Extraversion
  - Gray's BIS & BAS
  - Dopamine, Serotonin, Testosterone
- Evolutionary Approach
  - Universality of emotion expressions
  - Sex differences in jealousy and mating
  - Evolutionary approach to the Big 5

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Midterm Exam 2

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

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Good luck!

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