

# FUNDAMENTALS OF PSYCHOLOGY

Session 3

# Introduction

# Rules & Game Play

1. At all time you must have
  - A pen/pencil
  - A notebook
  - Water Bottle

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2. Deep-Shallow Game

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3. Expect Breaks, feel free to take a break

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4. Brownie points for application based questions

# Course contents

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Day 1

1. **Neurotransmitters** A view into biology of Psychology
  2. **Evolution** The boundary of psychology
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Day 2

3. **Social Psychology** How we interact with the world
  4. **Cognitive psychology** How we think
- 

Day 3

5. **Personality Psychology** Who am I and what is me
6. **Spiritual Psychology** What is my relationship w/ myself

# Session 3 Content

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## 1. Personality Psychology

- Freud's Psychosexual Development
- Trait Theory
- Big 5
- Myers-Briggs

## 2. Empathy

## 3. Spiritual Psychology

- Who am I?
  - Self
  - Identity
-

1.

# Personality Psychology



# Theories we will consider

1. Freud's Psychosexual Theory

2. Trait theory

Big 5

Myers-Briggs

Problems with Personality test

Personality Psychology

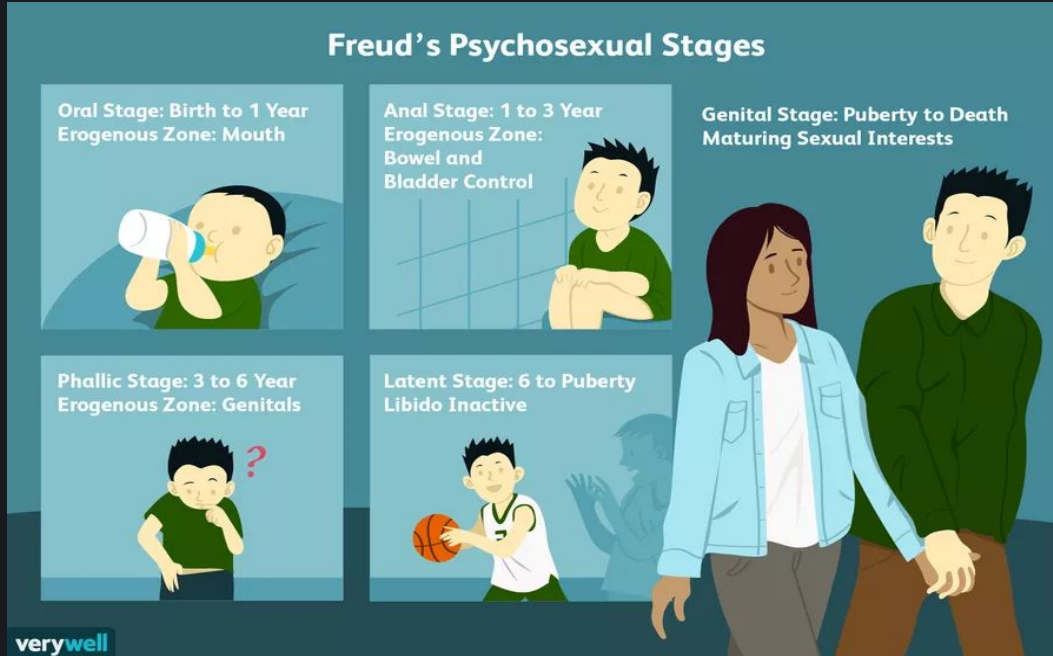
# 1. Freud, Sex And Personality

According to Freud, children go through a series of psychosexual stages that lead to the development of the adult personality.





# 1. Freud's Psychosexual stages of development



Freud's Psychosexual  
stages of development

# 1. Oral Stage

(Birth to 1 Year)

Erogenous zone: Mouth

Oral fixation can result in problems with  
Drinking, eating, smoking or nail-biting



Freud's Psychosexual  
stages of development

## 2. Anal Stage

(1 to 3 Years)

**Erogenous zone:** Bowel and bladder control

- Anal-expulsive personality: messy, wasteful, or destructive personality.
- Anal-retentive personality: stringent, orderly, rigid, and obsessive.



Freud's Psychosexual  
stages of development

# 3. Phallic Stage

(3 to 6 Years)

Erogenous zone: Genitals

- Oedipus Complex and Electra Complex
- Fixation can lead to adult personalities that are overly vain, exhibitionist, and sexually aggressive.



Freud's Psychosexual  
stages of development

## 4. Latent Period

(6 Years to Puberty)

**Erogenous zone:** Sexual feelings are inactive

Fixation at this stage can result in immaturity and an inability to form fulfilling relationships as an adult.



Freud's Psychosexual  
stages of development

## 5. Genital Stage

(Puberty to Death)

Erogenous zone  
Maturing Sexual interests



## Personality Psychology

# 2. Trait Theory

A **trait** can be thought of as a relatively stable characteristic that causes individuals to behave in certain ways.

The trait theory suggests that individual personalities are composed of these broad dispositions.

In 1936, psychologist Gordon Allport found that one English-language dictionary alone contained more than 4,000 words describing different personality traits.



Personality Psychology

# 2. Trait Theory

Further Discussion:

1. Self reporting
2. Factor analysis: break complexity into few simple factors.
3. A correlation implies overlap
4. Biological basis





## Trait Theory

# The Big 5 (Ocean)



Openness



Conscientiousness



Extraversion



Agreeableness

The  
Big Five  
Personality  
Traits



Neuroticism

Trait Theory

# The Big 5 (Ocean)

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# The Big 5 (Ocean)

## Openness

- This trait features characteristics such as imagination and insight.
- People who are high in this trait tend to be more *adventurous*, *curious* and *creative*.
- People low in this trait are often much more traditional and may struggle with abstract thinking.



## The Big 5 (Ocean)

# Conscientiousness

- Standard features of this dimension include high levels of thoughtfulness, good impulse control, and goal-directed behaviors.
- Highly conscientious people tend to be organized and mindful of details. They plan ahead, think about how their behavior affects others, and are mindful of deadlines.



# The Big 5 (Ocean)

## Extraversion

- Extraversion is characterized by excitability, sociability, talkativeness, assertiveness, and high amounts of emotional expressiveness.
- People who are high in extraversion are outgoing and tend to gain energy in social situations.
- People who are low in extraversion (or introverted) tend to be more reserved and have less energy to expend in social settings.



## The Big 5 (Ocean)

# Agreeableness

- This personality dimension includes attributes such as trust, altruism, kindness, affection, and other prosocial behaviors.
- People who are high in agreeableness tend to be more cooperative.
- People low in this trait tend to be more competitive and sometimes even manipulative.



# The Big 5 (Ocean)

## Neuroticism

- Neuroticism is a trait characterized by sadness, moodiness, and emotional instability.
- Individuals who are high in this trait tend to experience mood swings, anxiety, irritability, and sadness.
- Those low in this trait tend to be more stable and emotionally resilient.



## The Big 5 (Ocean)

**Let's take a personality test!**

<https://www.truity.com/test/big-five-personality-test>





Trait Theory

# CBT and the Big 5

(Casual Advice)



Trait Theory

# Myers-Briggs Personality Questionnaire

Developed by Isabel Myers and her mother Katherine Briggs, based on their work with Carl Jung's theory of personality types.

Based on the answers to the questions on the inventory, people are identified as having one of 16 personality types.



Trait Theory

# Myers-Briggs Personality Questionnaire

## WHAT'S YOUR TYPE?

MEDIATOR



LOGISTICIAN



ENTREPRENEUR



DEBATER



# Trait Theory Criticism of the Myers-Briggs Test



Dr. Jordan Peterson



Trait Theory

# Problems with Personality Test

1. Collection Bias
2. Cardinal Bias



Problems with  
Personality Tests

# Context Independence



Problems with  
Personality Tests

**Self Fulfilling,  
like Astrology**



2.

Empathy





## 2. Empathy

# Philosophical Take



3.

# Spiritual Psychology



Spiritual Psychology

# Who am I?

- Identity
- Self



Spiritual Psychology

# Who am I?



# Personal Vs Social



Philosophical Take

# 1. Set Theory

## Prakhar Gupta

[Click to listen audio](#)

Taken from  
PG Radio EP.30 with Scott Barry Kaufman



Philosophical Take

2. Context

Dependent Identity



Philosophical Take

### **3. Being married to an identity**





Philosophical Take

## **4. Forced marriage to an identity**

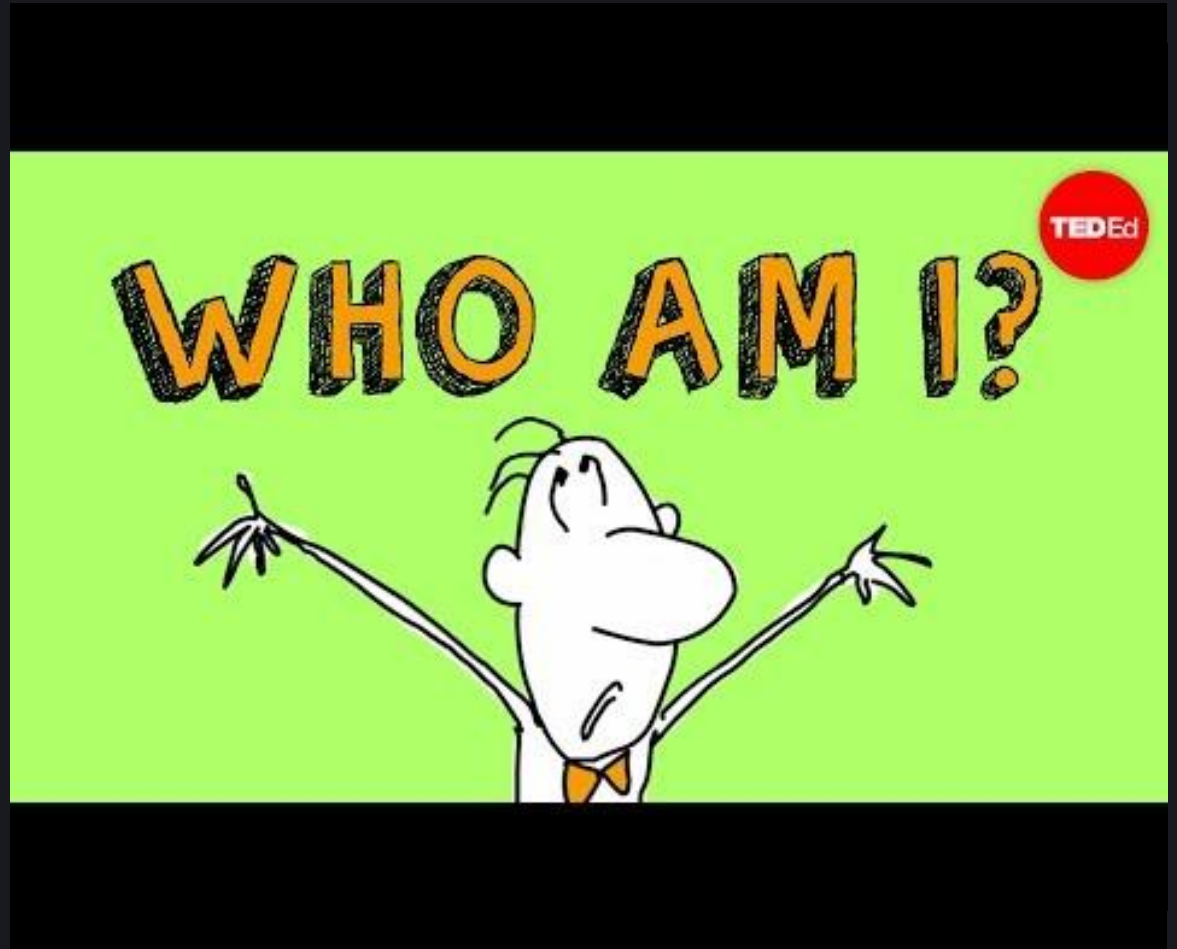


Spiritual  
Psychology

# Self



Ship of Theseus



Spiritual  
Psychology

# Self

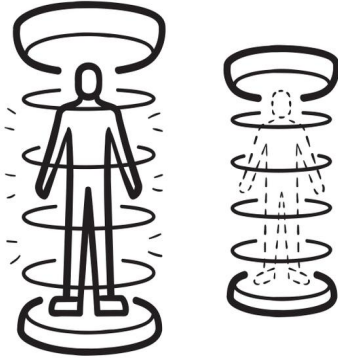


The Reluctant  
Fundamentalist (2012)



This is a hypothetical business.

# Self



## Ship of Theseus Paradox

- If **one plank** of the Ship of Theseus has been replaced, **is it still the same ship?**
- If **all of the planks** have been replaced, **is it still the same ship?**



Self

**As ego**



Self - Spiritual Psychology

# 1. **Free from identity**



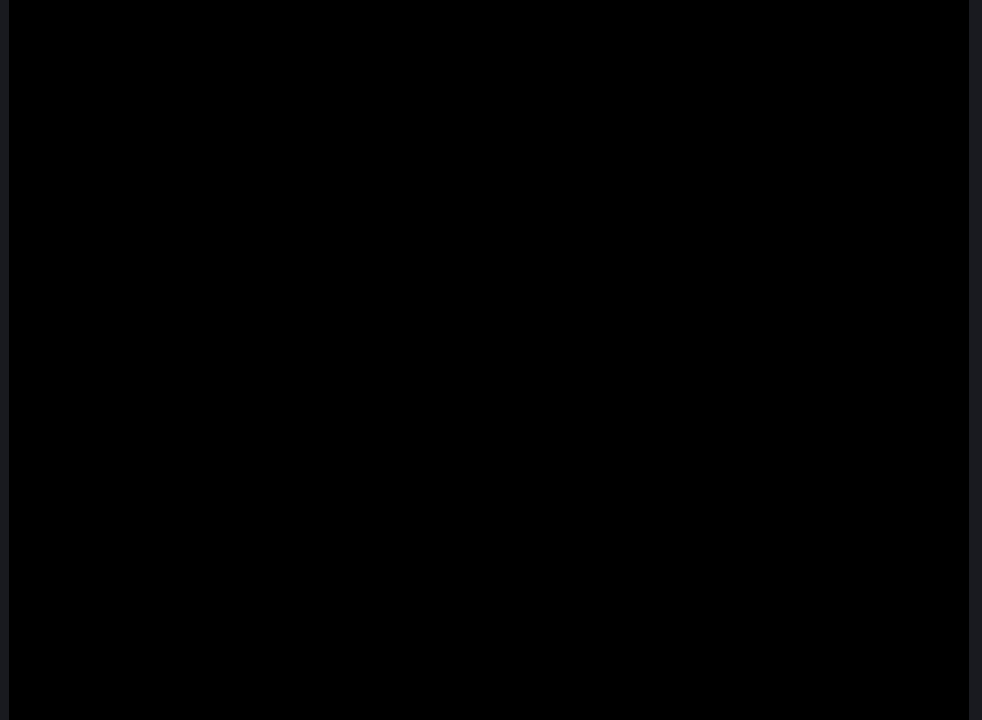
Self - Spiritual Psychology

## 2. **Awareness of what matters**



Self - Spiritual Psychology

### 3. **Means and ends change**





Self - Spiritual Psychology

4. **Harmony  
between ID, Ego  
and Superego  
(No conflict)**



Self - Spiritual Psychology

5. **Desires and  
attachments  
with identity  
markers**



Self - Spiritual Psychology

6. **Distance  
between input  
and output**



Self - Spiritual Psychology

## 7. **Removing yourself from the center of the world**



End.