

Chapter 2: Personality

Q1. Observable behaviour patterns are:

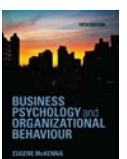
- a) Cardinal traits
- b) Surface traits
- c) Second-order traits
- d) Motive traits
- e) Central traits

Q2. Personality is defined as being relatively:

- a) Unreliable
- b) Universal
- c) Situational
- d) Stable
- e) Changeable

Q3. When researchers studied in detail the records of a circumnavigator from his 150-day voyage around the world, they were using which kind of approach or perspective?

- a) Idiographic
- b) Nomothetic
- c) Jungian
- d) Interpersonal
- e) Projective



Q4. According to Freud, there are how many levels of awareness?

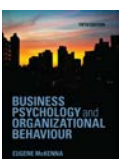
- a) Two
- b) Three
- c) Five
- d) Seven
- e) Sixteen

Q5. When asked to recall what you did during your summer holiday, you are accessing information of the:

- a) Conscious
- b) Preconscious
- c) Subconscious
- d) Super-conscious
- e) Unconscious

Q6. According to Allport's trait categories, which traits are weak or peripheral and are relatively unimportant in characterizing a person or their lifestyle?

- a) Secondary
- b) Cardinal
- c) Central
- d) Periphery
- e) Surface



Q7. Which of the following is an example of a cardinal trait?

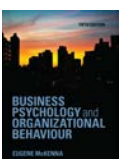
- a) Intelligence level
- b) Sense of humour
- c) Compassion
- d) Political stance
- e) Emotional intelligence

Q8. The mechanism whereby the ego copes with undesirable impulses or desires by developing a pattern of behaviour that is the direct opposite of those impulses or desires is:

- a) Suppression
- b) Reaction formation
- c) Regression
- d) Agreeableness
- e) Consciousness

Q9. The desire to explore novel and intense experiences is known as:

- a) Self-regulation
- b) Extraversion
- c) Sensation-seeking
- d) Self-efficacy
- e) Ego



Q10. A belief in one's capability to take the appropriate action to produce desired outcomes in a defined task is called:

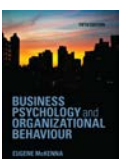
- a) Self-monitoring
- b) Self-efficacy
- c) Self-regulation
- d) Super-ego
- e) Sensation-seeking

Q11. Rogers' self-concept theory has been criticized because it focuses too much on the:

- a) Behavioural
- b) Social
- c) Cognitive
- d) Conscious
- e) Unconscious

Q12. According to the Myers–Briggs type indicator (MBTI), the manager with which kind of characteristics is said to be able to implement change and innovation within an organization?

- a) Intuition-feeling
- b) Sensing-feeling
- c) Sensing-thinking
- d) Intuition-sensing
- e) Thinking-feeling



Q13. Rachel scored high on “agreeableness” therefore, she is likely to be:

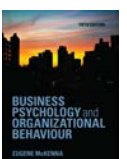
- a) Careful, thorough, responsible
- b) Flexible, courteous, kind
- c) Intelligent, imaginative, original
- d) Calm, even-tempered, unruffled
- e) Assertive, talkative, active

Q14. Which of the following is not one of the Big Five personality traits?

- a) Extraversion
- b) Emotional stability
- c) Conservatism
- d) Agreeableness
- e) Openness

Q15. Ronald demonstrates a strong need to achieve. This is a:

- a) Ability trait
- b) Motive trait
- c) Temperament trait
- d) Stylistic trait
- e) Individualistic trait



Q16. In his framework for personality, Eysenck (1953) focused on:

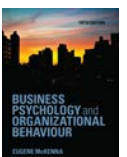
- a) Traits
- b) The superego
- c) Cognitions
- d) Behaviours
- e) Second-order factors

Q17. To assess employee or applicant personality, employers most often use:

- a) Rorschach test
- b) Pencil and paper tests
- c) Thematic apperception tests
- d) Phone interviews
- e) Observational methods

Q18. According to the behavioural perspective:

- a) Most behaviour can be explained by personality
- b) Behaviour influences one's personality
- c) Reference to traits provides little insight into behaviour
- d) Traits influence behaviour much more than the environment
- e) Personality and environment have an equal amount of influence on behaviour



Q19. Non-reinforcement is most effective at changing behaviour:

- a) When a child is between the ages of 6–12
- b) When there is a good relationship between mother and child.
- c) When there is a poor relationship between mother and child
- d) When the behaviour is violent
- e) When the behaviour is interpersonal

Q20. Someone who is confident that they can bring about changes in their own behaviour and environment has high:

- a) External locus of control
- b) Environmental locus of control
- c) Agreeableness
- d) Openness to experience
- e) Internal locus of control

