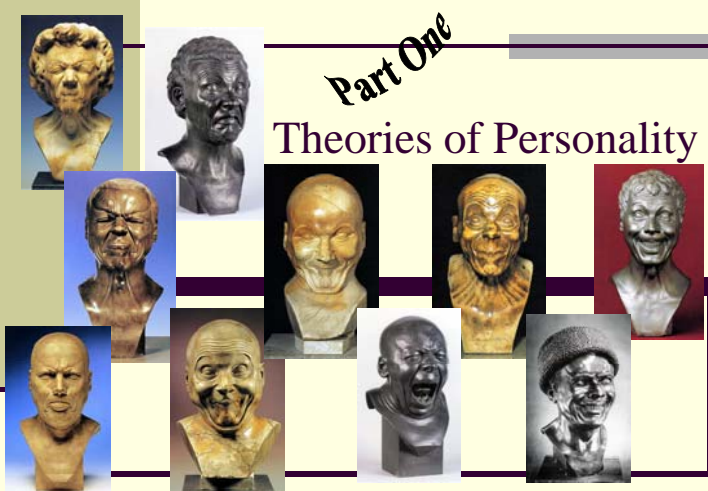


Part One

Theories of Personality



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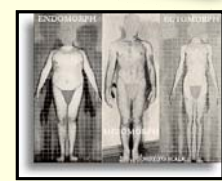
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F. X. Messerschmidt (1736-1783) Self-Portrait & Several of his "Character Heads"

1

Types of Personality Definition

- **MASK DEFINITIONS** focus on the external stimulus value of the person as he or she presents him or herself to the world.
 - Skinner's **behaviorist** view that personality is nothing more than observable behavior; and,
 - ...ancient and modern **physiognomy's** emphasis on external appearance; or,
 - Sheldon's view that your personality is determined by your body build (known as **somatotyping**) are all examples.


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Types of Personality Definition

- **SUBSTANCE** or **ESSENCE** definitions focus on the idea that true personality is connected to some *essential inner stuff* or *fundamental quality* that makes us all *unique*.
 - Freud's **Psychoanalysis**, which emphasizes the role of *hypothetical constructs* such as the **id**, **ego**, and **superego**, is an example of such a theory.



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3

Types of Personality Definition

- **OMNIBUS** definitions approach defining who we are and what our personality is by total inclusion.
 - They **sum up** all that there is to know about our *past experience*, *present state*, and *goals for the future* as a person to define us.
- **HOLISTIC** definitions, especially those associated with humanistic and/or phenomenological theories, go beyond that to also suggest that *we are all so unique...*
 - ...that "personality science" will never be able to produce a universally applicable theory .

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Types of Personality Definition

- **TRAIT DEFINITIONS**, which are the most highly researched of the definitions, ...
 - ...define personality according to a list of adjectives ...
 - ...such as **introversion** versus **extroversion**, **neurotic** versus **stable**, **optimist** versus **pessimist**, etc.
- Several of these theories have developed **paper & pencil tests** which can be administered to persons and **produce personality profiles along multiple dimensions**.

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Gordon Allport's Definition



"PERSONALITY IS THE DYNAMIC ORGANIZATION WITHIN THE INDIVIDUAL OF THOSE PSYCHOPHYSICAL SYSTEMS THAT DETERMINE HIS UNIQUE ADJUSTMENTS TO HIS ENVIRONMENT."

Allport, G. W. *Personality: A Psychological Interpretation*. New York: Holt, 1937, p. 48.

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Character

- **CHARACTER** defines the *moral excellence* of a person and
 - ... refers to the ethical aspect of personality.
- It is often equated with the idea of integrity and addresses itself to the relative "**goodness**" or "**badness**" of a person within his cultural group.
- People are often described as being of "**good character**," or "**bad character**," or, worst of all...
 - ...having "**no character at all**."

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Temperament

- **TEMPERAMENT** refers to the *general emotional nature* of a person as determined principally by her inheritance, and to a much lesser extent, her life history.
- Specifically, temperament refers to the person's susceptibility...
 - ...to emotional stimulation,
 - ...to the qualities of her predominant mood; and,
 - ...to all the unique changes in, or intensity of, mood.

Someone who is *temperamental* is *excessively sensitive* and displays an *impulsive & impetuous mood*.

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Hippocrates(c.460-377 B.C.)




- Hippocrates, the father of modern medicine, developed one of the first theories of personality.
- People in his time believed the **macrocosm**, the **universe**, to be precisely, almost mathematically, ordered and that the human body was a **microcosmic miniature** version of it.
- Even the number 4 seemed magical.
- Connections were made between:
 - ...the 4 **elements** ~ earth, air, fire and water out of which all material things were composed and ...
 - ...the 4 **qualities** ~ dry, cold, hot, and moist and ...
 - ...the 4 **seasons** ~ autumn, spring, summer, and winter and ...
 - ...the 4 **winds** ~ north, south, east, and west.
- To this list Hippocrates added the 4 humors or bodily fluids, **black bile, phlegm, yellow bile, and blood.**
- In Hippocrates' system,
 - ...each of us is born with a tendency to have one of these humors in excess; and,
 - ...a humor could also become excessive through bad habits, illness, or disease.
- Depending on which humor was dominant in a person, the person would exhibit precise personality traits.

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Galen(A.D. 129 -199)



- The physician Galen was single-handedly responsible for keeping Hippocrates medical theories alive for **1400 years!**
- His medical theory, furthermore, followed Hippocrates' theory exclusively in believing that the "four humors" needed to be balanced for good health.
- He also supported the idea that each of us would, by nature, have one of the four humors dominant in our physiology and...
- ...that this condition would be associated with a unique **temperament AND identifiable behavioral personality traits.**


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Temperament and Personality

Manuscript Illustration, 14th Century



MS C. 54, Zentralbibliothek Zurich


- The **PHLEGMATIC TEMPERAMENT** is seen in persons who have the humor **phlegm** dominant.
 - Such persons would tend to be **emotionally calm, cold, uncommunicative, sleepy, flaccid, apathetic** and prone to **hysteria** or **mania** (as in bipolar disorder).
- The **SANGUINE TEMPERAMENT** is seen in persons who have the humor **blood** dominant.
 - Such persons would tend to be **unrealistically cheerful, hopeful, naive, trusting, vacuously optimistic,** and amorous and prone to **hysteria.**
- The **CHOLERIC TEMPERAMENT** is seen in persons with the humor **yellow bile** dominant.
 - Such persons would tend to be **emotionally volatile, hostile, cranky, easily angered, hot tempered,** described as being **bilious,** and prone to **uncontrollable rage.**
- The **MELANCHOLIC TEMPERAMENT** is seen in persons with the humor **black bile** dominant.
 - Such persons would tend to be **emotionally despondent, sorrowful, gloomy, morose** and prone to **depression.**

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Stylized Physiognomies of Hippocrates' & Galen's Temperaments by J. K. Lavater¹




Choleric Temperament



Sanguine Temperament



Melancholic Temperament



Phlegmatic Temperament


¹Johann Kaspar Lavater, *Physiognomische Fragmente...*(1775-1778) [See below].


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Contemporary Testing of Temperament Identification

1. 

2. 

3. 


4. 


Several hundred persons, knowledgeable regarding the characteristics of the four Hippocratic temperaments, were asked to identify the stylized physiognomies shown here. Which is which from your point of view?


Adapted from: Allport, G. W. *Personality: A Psychological Interpretation*. New York: Holt, 1937, pp. 65-70.


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Contemporary Testing of Temperament Identification

1. 

2. 

3. 

4. 

83% ~ Melancholic

86% ~ Choleric



81% ~ Phlegmatic


80% ~ Sanguine

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Physiognomy

- **Physiognomy** is a *theory* that believes that a person's outer appearance, *primarily their face*, reflects their character or personality.
- The first systematic essay on physiognomy ever written was the *Physiognomica* attributed to Aristotle (384-324 B.C.).
- Other prominent promoters of physiognomy personality theory were **Giambattista della Porta** (1538-1615 top right) & **Charles Le Brun** (1619-1690 right).


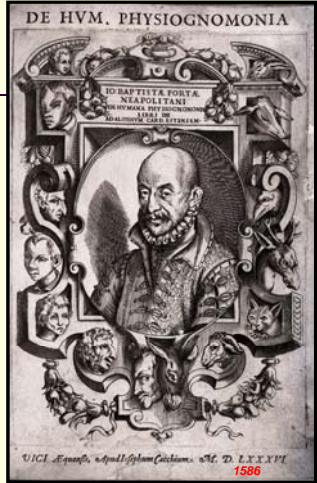





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Comparative Physiognomy

- **Della Porta** and **Le Brun** were comparative physiognomists who took the position that to the extent a person looks like a particular animal, ...
- ...that person will possess the personality traits that we normally associate with the animal.

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Della Porta's Comparative Physiognomy



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Le Brun's Comparative Physiognomy



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Comparative Physiognomic Trait Adjectives in the English Language

- **bovine** (adjective) – having the qualities of placidity or dullness like oxen or cows;
- **porcine** (adjective) – of, relating to, or resembling pigs (swine) in appearance or behavior;
- **ursine** (adjective) – suggesting or characteristic of a bear, e.g., walking with a lumbering gait; and,
- **leonine** (adjective) – of, relating to, or resembling a lion in appearance or behavior.



Bert Lahr (The Cowardly Lion)
"The Wizard of Oz" (1939)

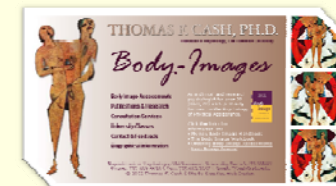
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Contemporary Validation

- Psychologists today, such as Thomas Cash, of *Old Dominion University* in Virginia, have made a career studying the role of a **person's physiognomy**, ...
- ...that is, a **person's looks**, ...or, their
- ...**body image as projected to others**, and behavior.
- However, despite the fact that we would like to believe that "beauty is only skin deep," meaning that a person's appearance is not important...
- **Research has proven otherwise.**



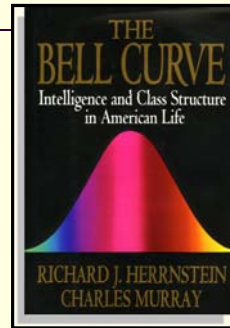
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Contemporary Validation

- In *The Bell Curve*,¹ a controversial book about the role of IQ and success in life,
 - the authors concluded that **inherited intelligence(IQ)** determines who succeeds in life, *i.e.*, who gets the most “goodies.”
- However, the bibliography they provide of scientific research that supports their IQ thesis at 57 pages...
- ...needs to be compared to the list of scientific evidence that supports the thesis that it is your **LOOKS, and not your IQ**, that is to blame...
 - **...which is 55 pages length!!!**



¹Herrnstein, Richard J. and Charles Murray, *The Bell Curve: Intelligence and Class Structure in American Life*, New York: Simon and Schuster, 1995.

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Contemporary Validation

- In a summary article in *Newsweek* many years ago, Jerry Adler observed...
- “In virtually any conceivable set of circumstances, research shows **that you are better off being good-looking [than having a high IQ]**.”
- Convicted of a crime? When male college students were asked to decide on a sentence for women supposedly convicted of identical crimes, they gave the homely ones 50 percent more jail time than the pretty ones.
- Bitten by an animal? Men, approached by a female researcher, dripping blood after a ...[faked] attack by a laboratory rat, were more likely to offer help if the woman was beautiful.
- Looking for work? Good-looking men and women generally earn more than homely ones: tall men are better paid than short ones.
- Teachers who were asked to evaluate hypothetical children with identical academic records but different pictures consistently rated the better-looking child as more intelligent.” [J. Adler, *Newsweek*, November 7, 1994, p. 56 ©]

It's not fair but it's the way we are. Read the whole article here:

<http://www.sruweb.com/~walsh/beyondthebellcurve.pdf>

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