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**Photo 8.1** Supporters of experimental introspection believed in a scientific measurement of inner experiences, such as sensations. Yet can we measure a subjective side of our personalities?

## CHECK AND APPLY YOUR KNOWLEDGE

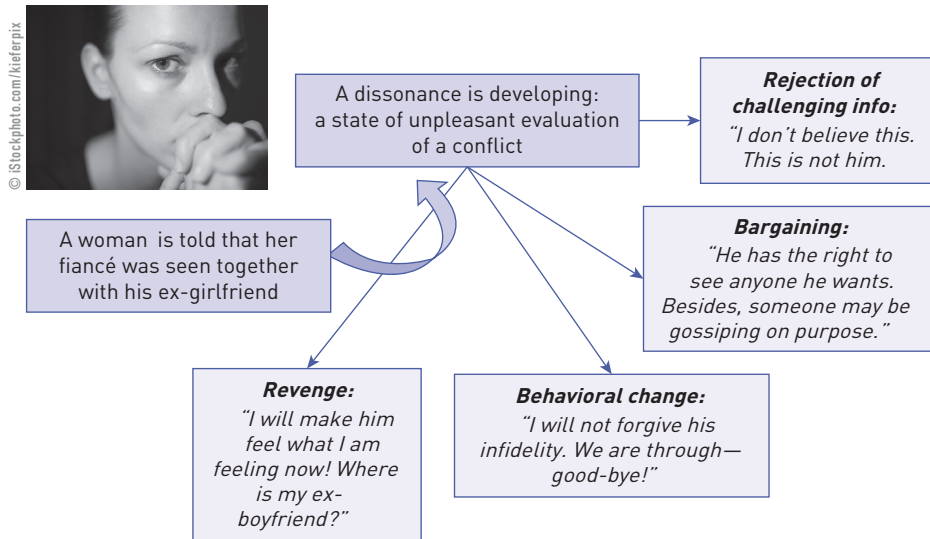
1. What was the cognitive revolution?
2. Explain experimental introspection.
3. How does Gestalt therapy refer to the individual's cognition?
4. Explain field theory.
5. What is your level of aspiration: high, moderate, or low? Would you like to change your level of aspiration and why?



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**Photo 8.2** Alan Turing believed it would be possible in the future to mathematically describe and simulate virtually all operations taking place in a person's brain.

**FIGURE 8.1** ● A Case Explaining Cognitive Dissonance



## CHECK AND APPLY YOUR KNOWLEDGE

1. Describe the three fields of cognitive science. What are their impacts on personality psychology?
2. What are dual-evaluation attitudes?
3. Consider the following example: A man walks into a bar and sees a beautiful woman smiling at him. How does the man attribute her behavior? Does it mean she likes him? Or is it all in his mind? Research into this scenario has shown that, in general, men have a tendency to misjudge a woman's romantic intent, particularly after a few drinks. Studies also show that a man's attachment style influences his attribution of a woman's interest. There are secure, anxious, and avoidant styles of attachment. Those higher in attachment anxiety have a need for love and reassurance and a fear of rejection. People higher in attachment avoidance typically are reluctant to trust and rely on others, and they fear intimacy. Men on the higher end of the attachment anxiety spectrum are most likely to imagine a woman being sexually interested in them. Conversely, men higher in attachment avoidance felt the opposite (Hart, Nailling, Bizer, & Collins, 2015). Explain the result of this study from the standpoint of cognitive balance or cognitive dissonance.

**TABLE 8.1   ●   George Kelly's (1963) Personal Constructs Approach to Personality**

| Corollaries or Interconnected Assumptions | Description of the Assumptions  |
|---|---|
| Construction                              | We assume, anticipate, and "construct" events that are supposed to happen based on our experience with past events.                               |
| Individuality                             | Each person constructs an internal model of external events, and those models differ from one person to another.                                  |
| Organization                              | Each person develops a model or roadmap of external reality built upon their theories about external reality.                                     |
| Dichotomy                                 | The constructs that make up our personal maps of reality are paths between two polar opposites.   |
| Choice                                    | People "invest" in these constructs and are dependent on them; they will make choices that promise to develop the usefulness of these constructs. |
| Range                                     | People establish a convenient zone within which the construct can be applicable.  |
| Experience                                | People's construction systems change and develop as they successively construe the replication of events.   |
| Modulation                                | Constructs are different in their ability to change people's circumstances.   |
| Fragmentation                             | Constructs compete with one another. Each person may successively employ a variety of constructions that appear incompatible with one another.    |
| Commonality                               | Most constructs are gathered through common learning in common situations. Individuals tend to share many common experiences.                     |
| Sociality                                 | Interpersonal relationships matter. Together, people can change others' constructs.   |

## SELF-REFLECTION

Americans of Filipino descent, currently the second-largest Asian group in the country, have a long history within the United States: There are more than 3.5 million of them. How do those who live in the Philippines as well as Filipino Americans feel about their ethnic identity? How does their historical and contemporary relationship with America shape their identity? Do they keep it? Do they change it? Some researchers have written about this, including Dr. E. J. R. David (2013), who focused on an interesting phenomenon referred to as **ethnic disidentification**—detaching an individual’s self from the ethnic group with which or she has been previously associated or is currently associated. Some common manifestations of this phenomenon are described as follows.

Filipinos in the Philippines often use skin-whitening products—endorsed by actors and other celebrities—to make their skin lighter; skin-whitening clinics and businesses are very popular as well. Children are told to stay away from the sun so they do not get “too dark.” Filipinos tend to consider anything that is imported as “better” and more special than anything that is made in the Philippines.

Many Filipino Americans try to weaken their “Filipino-ness” by suggesting to other people that they are mixed with some other races or ethnic groups. Some Filipino Americans regard Filipinos who live in the Philippines as lower class (David, 2013).

### Questions

How common is ethnic disidentification in your view? Ask around and search the Internet to find some examples. Discuss in class whether other ethnic or national groups have similar experiences. Why do you think ethnic disidentification takes place? What conditions (social and psychological) can trigger disidentification? Have you experienced it at some point in your life? If yes, describe your behavior and experiences.

**TABLE 8.2 ● Characters in Different Circumstances: What They Convey About Personality Features**

| Characters and Circumstances | Extraordinary Situations  | Ordinary Situations   |
|------------------------------|---|---|
| Extraordinary characters     | Outstanding characters with amazing abilities who are searching, fighting, and rescuing in unusual situations | Outstanding characters in everyday situations facing the circumstances and challenges that the average person usually faces |
| Ordinary characters          | Ordinary individuals placed in extraordinary situations and showing outstanding personality qualities         | Average, “next door” individuals acting and thinking in a typical, average way in everyday situations                       |

## CHECK AND APPLY YOUR KNOWLEDGE

1. Why did George Kelly call people “naïve scientists”?
2. What are Kelly’s constructs, and how do they function? Think about and identify two or three constructs within your personality. Describe them.
3. Explain self-awareness and self-esteem. How would you describe your self-esteem? How does your self-esteem help you in dealing with your daily issues? Would you rather change your self-esteem or keep it as is? Why?
4. Extraordinary events and extraordinary characters are probably the most recognizable sources of knowledge about personality. Suggest a few of such characters that you think most other people should name as well. Discuss in class.
5. Name a book or a story that has had a significant impact on you and your understanding of yourself and other people.



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### Photo 8.3

Psychologists are increasingly turning to spirituality as a positive factor in therapy. How do spiritual beliefs help individuals with their emotional problems?

## Visual Review

