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| Term | Definition | Real World Example |
| 1. Personality |  |  |
| 1. Free association |  |  |
| 1. Psychoanalysis |  |  |
| 1. Unconscious |  |  |
| 1. Id |  |  |
| 1. Ego |  |  |
| 1. Superego |  |  |
| 1. Psychosexual stages |  |  |
| 1. Oedipus complex |  |  |
| 1. Identification |  |  |
| 1. Fixation |  |  |
| 1. Defense mechanisms |  |  |
| 1. Repression |  |  |
| 1. Psychodynamic theories |  |  |
| 1. Collective unconscious |  |  |
| 1. Projective test |  |  |
| 1. Thematic Apperception Test |  |  |
| 1. Rorschach inkblot test |  |  |
| 1. False consensus effect |  |  |
| 1. Terror-management theory |  |  |
| 1. Humanistic theories |  |  |
| 1. Self-actualization |  |  |
| 1. Unconditional positive regard |  |  |
| 1. Self-concept |  |  |
| 1. Trait |  |  |
| 1. Personality inventory |  |  |
| 1. Minnesota Multiphasic Personality Inventory |  |  |
| 1. Empirically derived test |  |  |
| 1. Behavioral approach |  |  |
| 1. Reciprocal determinism |  |  |
| 1. Positive psychology |  |  |
| 1. Self |  |  |
| 1. Spotlight effect |  |  |
| 1. Self-esteem |  |  |
| 1. Self-efficacy |  |  |
| 1. Self-serving bias |  |  |
| 1. Narcissism |  |  |
| 1. Individualism |  |  |
| 1. Collectivism |  |  |

**Significant Psychologists (do all 10 emphasizing their contribution to PERSONALITY theory):**

Sigmund Freud

Alfred Adler

Karen Horney

Carl Jung

Abraham Maslow

Carl Rogers

Robert McCrae

Paul Costa

Albert Bandura

Martin Seligman