Unit 4 – Personality

**Chapter 13**

Motive

Need

Drives

Instinct

Homeostasis

Self-actualization

Stimulus motives

Sensory deprivation

Achievement motivation

Extrinsic rewards

Intrinsic rewards

Cognitive consistency

Balance-theory

Cognitive-dissonance theory

Affiliation

Emotions

Opponent-process theory

**Chapter 14**

Personality

Trait

Introverts

Extroverts

Id

Ego

Superego

Defense mechanism

Repression

Rationalization

Regression

Projection

Collective unconscious

Archetypes

Inferiority complex

Socialization

Social cognitive theory

Self concept

Congruence

Acculturation

**Chapter 15**

Behavior rating scales

Self reports

Standardized tests

Validity scales

Norms

Norm group

Achievement tests

Aptitude tests

Vocational interest inventories

Forced choice format

Objective tests

Projective tests

Open-ended format

Cramming

Cognitive restructuring

**Chapter 16**

Gender

Gender roles

Gender stereotypes

Nurturance

Gender typing

Lateralization

Modeling

Gender schema

Ethnography