

**Social Studies**  
**Psychology**  
**Unit 5: Theories of Personality**

<b>Essential Understandings</b>	<ul style="list-style-type: none"> <li>▪ Psychoanalytic, Learning, Humanistic, Cognitive, and Trait theories of personality attempt to explain character.</li> </ul>
<b>Essential Questions</b>	<ul style="list-style-type: none"> <li>▪ What is the purpose of personality theories and why are there so many schools of thought among theorists?</li> <li>▪ What are the dangers of applying the concepts of personality theory to behavior?</li> </ul>
<b>Essential Knowledge</b>	<ul style="list-style-type: none"> <li>▪ Personality is the enduring and unique characteristics of individuals.</li> <li>▪ Sigmund Freud’s psychoanalytic theory includes the structural concepts of personality.</li> <li>▪ Behaviorists’ theory of personality is based on the concept of reinforcement.</li> <li>▪ Humanistic and cognitive theories of personality emphasize the positive aspects of human nature.</li> <li>▪ Individual character traits result in consistent behavior.</li> </ul>
<b>Vocabulary</b>	<ul style="list-style-type: none"> <li>▪ <u>Terms:</u> <ul style="list-style-type: none"> <li>○ unconscious, id, ego, superego, defense mechanism, psychoanalysis, archetypes, inferiority complex, reinforcement, self-actualization, self, conditions of worth, introvert, extrovert, cardinal, surface, source traits, factor analysis</li> </ul> </li> </ul>
<b>Essential Skills</b>	<ul style="list-style-type: none"> <li>▪ Recognize defense mechanism techniques in human behavior.</li> <li>▪ Explain behavioral change by developing a system of rewards and punishments.</li> <li>▪ Offer an alternative to the “tough love” approach using Abraham Maslow’s positive view of human nature.</li> <li>▪ Demonstrate an understanding of common and individual traits as defined by Gordon Allport.</li> <li>▪ Reflection: Journal entries which include personal observations and experiences.</li> </ul>

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<p style="text-align: center;"><b>Related Maine Learning Results</b></p>	<p><u>Social Studies</u>  A. Applications of Social Studies Processes, Knowledge, and Skills  A2. Making Decisions Using Social Studies Knowledge and Skills  Students make individual and collaborative decisions on matters related to social studies using relevant information and research, discussion, and ethical reasoning skills.</p> <ol style="list-style-type: none"> <li>a. Develop individual and collaborative decisions/plans by considering multiple points of view, weighing pros and cons, building on the ideas of others, and sharing information in an attempt to sway the opinions of others.</li> <li>b. Make a real or simulated decision related to the classroom, school, community, civic organization, Maine, United States, or international entity by applying appropriate and relevant social studies knowledge and skills, including research skills, ethical reasoning skills, and other relevant information.</li> </ol>
<p style="text-align: center;"><b>Sample Lessons And Activities</b></p>	<ul style="list-style-type: none"> <li>▪ Given the reactions of people in a variety of situations, identify the defense mechanisms that may be involved.</li> <li>▪ Students role play a situation using methods of reinforcement to mold behavior.</li> <li>▪ Select a historical figure or a person who is famous now and determine, using theories of personality, why and how they they accomplished what they did.</li> </ul>
<p style="text-align: center;"><b>Sample Classroom Assessment Methods</b></p>	<ul style="list-style-type: none"> <li>▪ Exam: Theories of Personality</li> </ul>
<p style="text-align: center;"><b>Sample Resources</b></p>	<ul style="list-style-type: none"> <li>▪ <u>Publications:</u> <ul style="list-style-type: none"> <li>○ <u>Understanding Psychology</u> – Glencoe/McGraw-Hill</li> <li>○ “Type T Personalities” – <u>Time</u></li> </ul> </li> <li>▪ <u>Videos:</u> <ul style="list-style-type: none"> <li>○ <u>The Self</u> - Discovering Psychology</li> <li>○ <u>Health, Mind, and Behavior</u> - Discovering Psychology</li> </ul> </li> </ul>