

Preface

In a sense, we are all personality psychologists. We are making an inference about the genetics of personality when we say, “She has her father’s personality.” We are judging child-rearing practices when we note, “They’re good parents.” We are noticing the stability of personality when we complain, “He has always been stubborn.”

Personality is intended for an undergraduate audience at two- and four-year colleges and universities. An extensive background in psychology is not a prerequisite for the use of the book. We have tried to produce a text written for students at the college level. We have tried to respect most students’ ability and have not written down to them.

More so than most topics in psychology, personality psychology textbooks can be described in terms of style rather than content. Some focus on grand theories; others focus on recent research. This textbook includes some of both perspectives. Most chapters in the second half of the book address topics from the perspective of the theories laid out in the first half. This approach provides an integrative framework for understanding these issues. It is likely that some approaches will work better or be more intuitive than others. However, it is useful to take the time to understand the approaches that aren’t so intuitive in that context. It is also a good exercise to critically evaluate those approaches.

Often the problem with the grand theories is that they tend to not be parsimonious and fail with regard to empirical validity. The grand theories tend to be older, and the style is quite different from the more recent, and often smaller, theories. The grand theories do contribute heuristic value; that is, they give the reader a way to think about how and why people behave as they do. The psychoanalytic approach is referred to often in the book, and has some serious problems, but there is no doubt that was a crucial theory for developing psychotherapy.

The new research approach tends to be smaller in aims and more grounded in empirical validity. A textbook that focuses on new research, however, tends to neglect some of the classic but very important and useful theory and research. Learning theory approaches to personality have great explanatory power and are very useful for behavior change. The conflict models and frustration-aggression models are both parsimonious and empirically supported. But the reference dates sure do look old. Remember that old research, well conducted, is still good research.

This edition has updates to every chapter, but the basic format has been maintained from previous editions. Given the comprehensive coverage of the book, it is likely the instructor may want to choose which chapters to assign. As a student, you are certainly welcome to read the unassigned chapters.

This book offers a range of features and tools to help students develop and test their understanding of core concepts and topics.

- ***An accessible and relevant text that offers a unique narrative***—A natural and relaxed writing style promotes a sense of a conversation between the authors and students.
 - ***Comprehensive coverage of current topics and scholarly research***—The text has been updated to reflect recent research, theories, and scholarship from across the discipline while not neglecting the classic approaches.
 - ***Student-friendly pedagogy and features***—Chapter outlines, key questions, key terms and on-page marginal key-term definitions, “Focus and Highlight” box inserts, photos, graphs, tables, figures, chapter summaries, and “Quiz Yourself” questions (answers are provided in the end-of-book Answers section) support student learning, retention, and critical analysis.
 - ***Extensive use of real-world examples***—Each chapter contains a wide variety of real-world examples that illustrate text concepts and demonstrate the connection between theory and applications.
 - ***Flexible format and organization***—The text provides the core theoretical foundations of personality while offering instructors the flexibility to incorporate a variety of outside course materials and cases.
 - ***Complete instructor’s support package***—The support package includes the Instructor’s Resource Manual, Test Item File, and PowerPoint Lecture Slides.
- In addition to hundreds of new references, this edition has incorporated themes running throughout the text.
- ***Applications of Personality***—Each chapter contains a section explicitly connecting to an application of the personality. The examples include topics such

as therapy, consumer psychology, and industrial/organizational psychology.

- ***A Focus on Statistics and Methods***—Chapters include a section that focuses on research methods and statistics. The focus in each chapter relates to that chapter, but they also apply to other concepts in the text.
- ***A Focus on Extraversion and Introversion***—Chapters contain a box that uses trait dimension of extraversion–introversion to explore a topic from the chapter. Extraversion–introversion seems to be a trait concept that is easy to understand, consequently it makes a good example of how traits may be related to the topic at hand.
- ***Stability and Change***—The first six chapters of the book can be viewed as theoretical approaches to understanding personality. Each of those chapters ends with a question about what leads to stability of personality and what would lead to personality change in the context of that theoretical approach.

Online and in Print

Student Options: Print and Online Versions

This sixth edition of *Personality* is available in multiple versions: online, in PDF, and in print as either a paperback or loose-leaf text. The content of each version is identical.

The most affordable version is the online book, with upgrade options including the online version bundled with a print version. What's nice about the print version is that it offers you the freedom of being unplugged—away from your computer. The people at Academic Media Solutions recognize that it's difficult to read from a screen at length and that most of us read much faster from a piece of paper. The print options are particularly useful when you have extended print passages to read.

The online edition allows you to take full advantage of embedded digital features, including search and notes. Use the search feature to locate and jump to discussions anywhere in the book. Use the notes feature to add personal comments or annotations. You can move out of the book to follow Web links. You can navigate within and between chapters using a clickable table of contents. These features allow you to work at your own pace and in your own style, as you read and surf your way through the material. (See “Harnessing the Online Version” for more tips on working with the online version.)

Harnessing the Online Version

The online version of *Personality*, 6e, offers the following features to facilitate learning and to make using the book an easy, enjoyable experience:

- ***Easy-to-navigate/clickable table of contents***—You can surf through the book quickly by clicking on

chapter headings, or first- or second-level section headings. And the Table of Contents can be accessed from anywhere in the book.

- ***Key terms search***—Type in a term, and a search engine will return every instance of that term in the book; then jump directly to the selection of your choice with one click.
- ***Notes and highlighting***—The online version includes study apps such as notes and highlighting. Each of these apps can be found in the tools icon embedded in the Academic Media Solutions/Textbook Media's online eBook reading platform (<http://www.academicmediasolutions.com>).
- ***Upgrades***—The online version includes the ability to purchase additional study apps and functionality that enhance the learning experience.

Instructor Supplements

In addition to its student-friendly features and pedagogy, the variety of student formats available, and the uniquely affordable pricing options that are designed to provide students with a flexibility that fits any budget and/or learning style, *Personality*, 6e, comes with the following teaching and learning aids:

- ***Test Item File***—An extensive set of multiple-choice and true/false questions for every chapter for creating original quizzes and exams.
- ***Instructor's Manual***—An enhanced version of the book offering assistance in preparing lectures, identifying learning objectives, developing essay exams and assignments, and constructing course syllabi.
- ***PowerPoint Presentations***—Key points in each chapter are illustrated in a set of PowerPoint files designed to assist with instruction.

Student Supplements (Additional Purchase Required)

- ***Lecture Guide***—This printable lecture guide is designed for student use and is available as an in-class resource or study tool. Note: Instructors can request the PowerPoint version of these slides to use as developed or to customize.

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