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1

Personality and Development



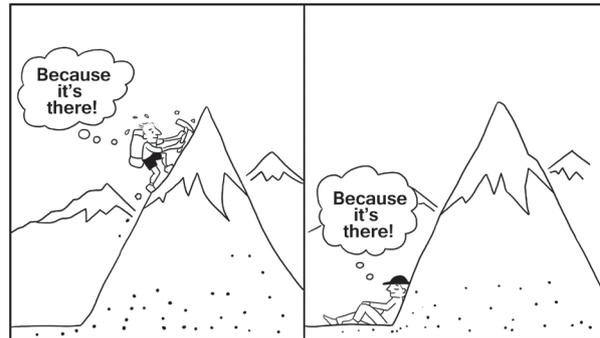
1

Warm-up

Work in groups on the following activities.

Step 1 The pictures below are about different types of personality traits. Describe the types of personality traits reflected in these pictures.

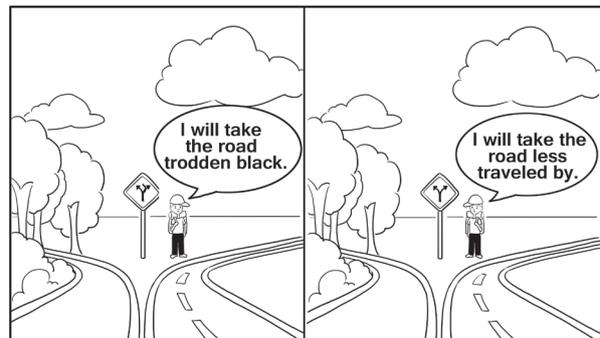
Picture 1



Picture 2



Picture 3



Step 2 Talk about which types fit your personality traits. Give examples to illustrate your point.

2

Listening and Speaking

1 What does your taste in music reveal about your personality?

WORDS AND EXPRESSIONS

lurk /lɜ:k/	v. 隐藏, 潜伏
extroversion /,ekstrə'vɜ:ʃən/	n. 外向性
open-mindedness /,əʊpən'maɪndɪdnɪs/	n. 思想开明, 心胸开阔
extrovert /'ekstrə,vɜ:t/	n. 性格外向的人
bass /beɪs/	a. 低音的
track /træk/	n. (录制在唱片、光盘、磁带上的) 歌曲, 乐曲
self-esteem /,self'sti:m/	n. 自尊
gravitate /'grævɪ,tet/	v. 被吸引
genre /'ʒɒnrə/	n. (艺术等的) 类型
introverted /'ɪntrə,vɜ:tɪd/	a. 性格内向的
soul music	n. 灵乐 (一种通常为黑人演唱和演奏、表达深切情感的通俗乐曲)
commute /kə'mju:t/	n. 每天上下班的路程

PROPER NAMES

Jason Rentfrow	(人名) 贾森·伦特弗劳
Sam Gosling /'gɒzɪŋ/	(人名) 萨姆·戈斯林
Heriot-Watt /'herɪət,wɒt/	赫瑞-瓦特大学 (英国)
Rhianna /'rɪænə/	(人名) 蕾哈娜
Adrian /'eɪdrɪən/	(人名) 阿德里安·诺思

NOTES

Selena Gomez (赛琳娜·戈麦斯) is an American actress, singer, and fashion designer. She is described as a pop singer, showcasing the genre in form of dance-pop.

Flo Rida (佛洛·里达), stage name of Tramar Lacel Dillard, is an American rapper from Carol City, Florida. He is perhaps best known for releasing a string of hit singles, such as his 2008 debut "Low."

Snoop (Doggy) Dogg, born Calvin Broadus, is an American rapper and actor from Long Beach, California.

Dr. Dre, born Andre Romelle Young, is an American record producer, rapper, and entrepreneur. He is the founder of Aftermath Entertainment and Beats Electronics.

CMT (Country Music Television) is an American cable channel that was originally devoted to country music.



Listening and understanding

1 Personal preferences for particular music genres may mirror one's personality traits. Now listen to a talk TWICE and complete the summary with what you hear.

Various studies prove that there exists a link between taste in music and personality traits.

Psychologists Jason Rentfrow and Sam Gosling found that an individual's level of extroversion, 1) _____ and open-mindedness could be revealed from 10 of their 2) _____.

Researchers at Heriot-Watt University asked over 3) _____ subjects to rate more than 4) _____ in addition to offering information about aspects of 5) _____. The research findings are:

- Pop music lovers tend to be extroverted, honest, 6) _____, hard-working, having high self-esteem, less creative, and 7) _____;
- Rap lovers tend to have high self-esteem and are usually 8) _____;
- Country music fans are often 9) _____, conventional, outgoing, and emotionally 10) _____;
- Rock music fans tend to be quite 11) _____, creative and introverted and may suffer from 12) _____ self-esteem;
- Classical music lovers are introverted, 13) _____ themselves and the world around them, creative, and having a good sense of self-esteem;
- Jazz, blues or soul music lovers tend to be extroverted with high self-esteem, creative, 14) _____, and at ease.

Thinking and speaking

2 Research by psychologists Jason Rentfrow and Sam Gosling demonstrates an intimate link between music preferences and personality. Now you are going to test whether it is the case by interviewing at least five of your classmates. During your interview, you need to gather information concerning your classmates' favorite music genres and their personality. Then you should summarize your information and present it in groups.

	Music genres	Personality
Student 1		
Student 2		
Student 3		
Student 4		
Student 5		

2 Does your career fit your personality?

WORDS AND EXPRESSIONS

clash /klæʃ/	<i>n.</i> 冲突, 分歧	actuary /'æktʃu,eri/	<i>n.</i> 保险精算师
complement /'kɒmplɪ,ment/	<i>v.</i> 与...互补	optometrist /ɒp'tɒmətɪst/	<i>n.</i> 验光师
by the same token	同样地	sonographer /sə'nɒgrəfə/	<i>n.</i> 超声波检验师
soft-spoken /'sɒft'spəʊkən/	<i>a.</i> 轻言细语的	locksmith /'lɒk,smiθ/	<i>n.</i> 锁匠
thrive /θraɪv/	<i>v.</i> 取得成功	practitioner /præk'tɪʃnə/	<i>n.</i> 执业医生 / 律师

Listening and understanding

1 Are you an introvert or an extrovert? A thinker or a doer? All these things make up your personality type and exert a tremendous influence on what career path is right for you. Now listen to a talk TWICE and complete the table with what you hear.

Personality groups	Personality traits	Ideal jobs
Artistic	<ul style="list-style-type: none"> They are creative, with 1) _____ that can stretch further than others can conceive. They like to work without rules and enjoy working with forms, 2) _____, colors, words and 3) _____. 	<ul style="list-style-type: none"> editor 4) _____ high school drama teacher 5) _____ perfumer
Conventional	<ul style="list-style-type: none"> They are fascinated by rules, 6) _____, schedules, and 7) _____. They prefer working with 8) _____. They are practical and interested in 9) _____. 	<ul style="list-style-type: none"> 10) _____ actuary building inspector 11) _____ financial planner
Enterprising	<ul style="list-style-type: none"> They are leaders. They like to 12) _____ from start to finish. They are 13) _____ more than thinkers and are more interested in the 14) "_____." 	<ul style="list-style-type: none"> advertising 15) _____ financial officer 16) _____ program director sales manager
Investigative	<ul style="list-style-type: none"> They prefer to work alone. They like using 17) _____ over imagination, solving problems and 18) _____, putting together pieces of a puzzle. They pay much attention to 19) _____. 	<ul style="list-style-type: none"> computer systems analyst 20) _____ optometrist science professor 21) _____
Realistic	<ul style="list-style-type: none"> They are 22) _____ and hands-on people. They like working 23) _____, as well as with machines, tools and 24) _____. 	<ul style="list-style-type: none"> diagnostic medical sonographer 25) _____ highway patrol pilot locksmith 26) _____
Social	<ul style="list-style-type: none"> They like helping others and working with teams. They communicate well and thrive on 27) _____. 	<ul style="list-style-type: none"> family practitioner 28) _____ 29) _____ student affairs director teacher

Thinking and speaking

2 In this talk, the speaker suggests that the more closely an individual's personality matches with a career's requirements, the higher the chance will be that they get job satisfaction and personal fulfillment. Then what kind of personality traits would ideally put an individual at a definite advantage in their workplace? Work in groups and discuss the most suitable personality traits for the following jobs and give your reasons.

- interpreter
- financial advisor
- computer programmer
- college counselor
- surgeon
- TV presenter
- tourist guide
- English professor
- diplomat
- science fiction writer



3 Easy ways to be an optimist

WORDS AND EXPRESSIONS

somersault /'sʌməˌsɔːlt/	<i>n.</i> (政策、意见等的) 180 度转变
eyeliner /'aɪˌlaɪnə/	<i>n.</i> 眼线膏
snarl /snaːl/	<i>n.</i> 怒吼, 咆哮
scowl /skaʊl/	<i>v.</i> 怒视
contagious /kən'teɪdʒəs/	<i>a.</i> 有感染力的
infectious /ɪn'fekʃəs/	<i>a.</i> (心情、行动) 有感染力的
grin /grɪn/	<i>n.</i> 露齿而笑
jump-start /'dʒʌmpstɑ:t/	<i>v.</i> 推动
lob /lɒb/	<i>v.</i> 将(某物)以高弧线掷出
deli /'deli/	<i>n.</i> 熟食店
short-circuit /ˌʃɔ:t'sɜ:kɪt/	<i>v.</i> 回避, 绕过
inadvertently /ˌɪnəd'vɜ:tntli/	<i>ad.</i> 无意地, 无心地
poke /pəʊk/	<i>v.</i> 戳, 刺
dwelt /dweɪ/ on	老是想着
lens /lenz/	<i>n.</i> (相机的) 镜头
distortion /dɪ'stɔːʃn/	<i>n.</i> 失真





Listening and understanding

1 Every life has its ups and downs, but having an optimistic outlook will definitely produce a significant positive effect on one's well-being. Now listen to a talk and tick the ways which are key to being an optimist according to the talk.

- A. Set aside time to appreciate amusing cartoons.
- B. Make use of the infectious effects of a grin.
- C. Change your facial muscle movements typical of a smile.
- D. Speak to yourself in a more positive way.
- E. Take charge of your psychological lens.
- F. Look after your physical well-being.

2 Listen to the talk again and answer the questions.

1 According to recent research, where does an optimistic state come from?

2 For what purpose does the speaker mention "putting on eyeliner"?

3 What does "play interpersonal ping-pong" mean?

4 Why are facial expressions and the accompanying moods contagious?

5 What is the biological reason why changing facial muscles can change one's mood?

6 What does the speaker encourage us to do by mentioning "look through a camera lens"?

Thinking and speaking

3 Work in groups on the following activities.

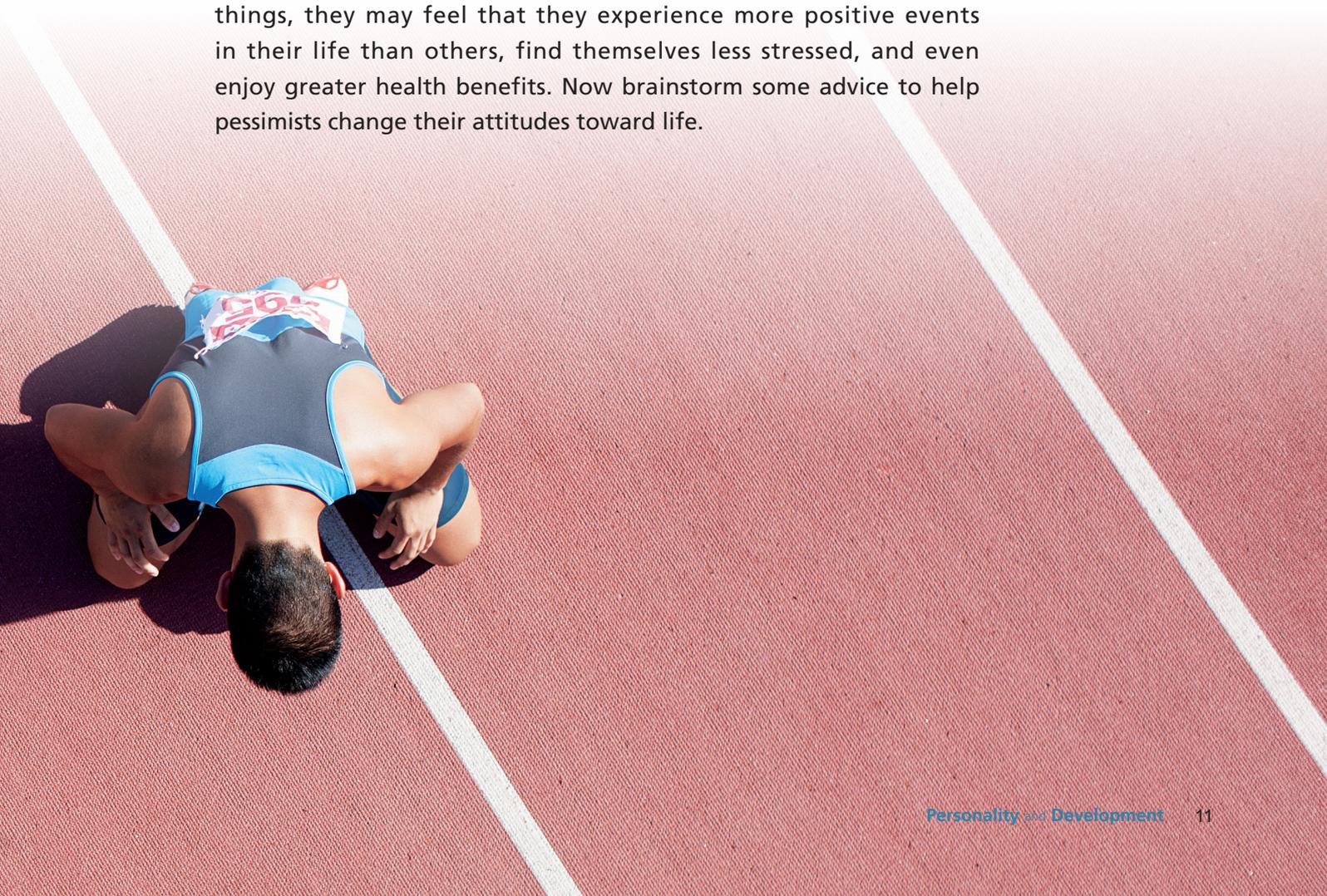
Step 1 Do you tend to see the glass half full or half empty? In other words, are you prone to optimism or pessimism? Now read the following statements and find out how you would react. Some answers may not match perfectly with what you think, but choose the answers that are closer to your way of thinking.

- 1 You find a dollar bill on the street. You think:
 - A. "What an observant person I am!"
 - B. "What a lucky person I am!"
- 2 After following a strict diet, you manage to lose 10 pounds. You think:
 - A. "My efforts are paying off! I'll be at my target weight in no time."
 - B. "How effective this diet is! I hope to lose more pounds."
- 3 You are at a party and you meet a friend of yours you are very glad to see. You think:
 - A. "I was smart to come to this party tonight!"
 - B. "Lucky me! I am in the right place at the right time."
- 4 You were going to organize a picnic, but it is raining. You think:
 - A. "What a misfortune! Next time everything will be fine."
 - B. "I should have planned it better."
- 5 You win a quiz. You think:
 - A. "I guess I have a good memory after all."
 - B. "Fortunately the quiz had questions that I knew the answers to."
- 6 It's the end of the month and you do not have enough money to pay all the bills. You think:
 - A. "It was not a good month. Things will pick up next month."
 - B. "I am not very good at money management, I guess."

- 7 Your child is the “Student of the Month.” You think:
 - A. “Wow! My child is a really diligent worker.”
 - B. “Wow! My child is really lucky to get this honor.”
- 8 A friend compliments your outfit. You think:
 - A. “I must have a good sense of fashion.”
 - B. “She is saying something good to make me feel better.”
- 9 You’re trying to figure out a new computer program, and after hours of work, it still eludes (难倒) you. You think:
 - A. “Technology has become far too complicated! It’ll take me a little longer to finally make it.”
 - B. “I’m just not ‘wired’ to understand computers! I’m going to fall behind, but what can I do?”
- 10 You start a new workout program, and are really sore the next day. You think:
 - A. “I worked hard yesterday!”
 - B. “I must be out of shape!”

Step 2 Optimists and pessimists differ from each other in many aspects. Make a list of differences between them. You may refer to your different choices in Step 1.

Step 3 There is ample evidence that if one always sees the bright side of things, they may feel that they experience more positive events in their life than others, find themselves less stressed, and even enjoy greater health benefits. Now brainstorm some advice to help pessimists change their attitudes toward life.



3

Viewing and Speaking

1 The secret power of introverts – A quiet revolution

WORDS AND EXPRESSIONS

a constellation /,kɒnstə'leɪʃn/ of	一群(相似的人), 一系列(相似的事物)
colossal /kə'lɒsl/	a. 巨大的
attribute /'ætrɪ'bju:t/	n. 属性, 特质
antisocial /æntɪ'səʊʃl/	a. 不爱交际的, 离群的
orientation /,ɔ:riən'teɪʃn/	n. 倾向
oriented /'ɔ:ri,entɪd/	a. 重视…的
parallel /'pærəlel/	n. 相似之处
discount /dɪs'kaʊnt/	v. 不重视, 不理睬
on the verge of	濒临, 将要
come into one's own	得到应有的承认
clasp /kɒsp/	n. 重大时刻
sea change	n. 巨变
charisma /kə'rɪzmə/	n. 个人魅力, 非凡气质
groom /gru:m/	v. 培养, 训练
proactive /prəu'æktɪv/	a. 积极的
come to light	显露出来
psyche /'saɪki/	n. 心灵, 精神

PROPER NAMES

Adam Grant
(人名) 亚当·格兰特



NOTES

The Wharton School (沃顿商学院) is the business school of the University of Pennsylvania, a private Ivy League university located in Philadelphia. Wharton was established in 1881 through a donation from Joseph Wharton. It is the first business school in the United States.

Viewing and understanding

1 Introverts are generally perceived as socially awkward loners. They are encouraged to transform themselves from introversion to extroversion. But does it ring true that introverts are inferior to extroverts? Now watch a video clip and decide whether the statements are true or false. Write "T" for "true" and "F" for "false."

- _____ 1 The book entitled *Quiet: The Power of Introverts in a World That Can't Stop Talking* came out just recently, so it hasn't captured much attention.
- _____ 2 According to the author Susan Cain, the culture in which we live is prejudiced against introversion.
- _____ 3 According to Susan Cain, introversion and gender affect people differently in terms of achieving their life.
- _____ 4 Susan Cain believes that the society is looking at introversion in a more positive way.
- _____ 5 Susan Cain thinks that introverts are more dominant in leadership than extroverts.
- _____ 6 Susan Cain perceives it as a number one priority for schools and workplaces to reconsider how they are structured.

2 Watch the video clip again and complete the summary with what you hear.

In *Quiet: The Power of Introverts in a World That Can't Stop Talking*, Susan Cain says prejudice against certain personality traits leads to an immense waste of 1) _____. Introverts like 2) _____ environments while extroverts crave more stimulation to 3) _____. Though people often assume that being an introvert means 4) _____, Susan thinks that it's just differently social. Whether you are more oriented toward the outer world or more toward the world of 5) _____ produces a profound impact on daily interaction and the way you like to 6) _____.

Susan is optimistic about what is happening with the introverts now and she thinks that we are on the cusp of 7) _____ in the way we understand this personality type. In spite of the fact that extroverts are more often groomed for leadership positions, introverts make the better leaders when employees are proactive and 8) _____ because they let them run with their ideas and 9) _____ them. Many introverted people have a kind of secret sense of shame about their identity, so Susan suggests that people should change their 10) _____ so that they have a comfort level with who they are.

Thinking and speaking

3 Do you agree with Susan Cain that there is prejudice against introverts in the society? Give examples to illustrate your points.

4 The video clip mentions research by Adam Grant at the Wharton School, which shows that in certain circumstances introverts make the better leaders. Work in groups and give a mini-speech entitled "An extrovert / introvert makes a better leader" to the class.

2 Is personality a matter of nature or nurture?

WORDS AND EXPRESSIONS

probe /prəʊb/	v. 探索, 探究
scrutinize /'skru:tɪ,naɪz/	v. 仔细检查, 仔细观察
interplay /'ɪntə,pleɪ/	n. 相互作用
heritable /'herɪtəbl/	a. 可遗传的, 可继承的
uncannily /ʌn'kænlɪ/	ad. 异乎寻常地
spookily /'spu:kɪli/	ad. 令人毛骨悚然地
discordant /dɪs'kɔ:dnt/	a. 不协调的, 不一致的
lifeline /'laɪf,lʌɪn/	n. 生命线
epigenetics /,epɪdʒɪ'netɪks/	n. 外因遗传学
bout /baʊt/	n. (生病或感到不愉快的)一段, 一阵
hippocampus /,hɪpə'kæmpəs/	n. 【解】海马
mind-boggling /'maɪnd,bɒɡlɪŋ/	a. 难以想象的, 十分惊人的

PROPER NAMES

St Thomas' Hospital	圣·托马斯医院(英国)
Tim Spector	(人名)蒂姆·斯佩克特
Debbie	(人名)黛比
Trudi	(人名)楚蒂

Viewing and understanding

1 There is no escaping the fact that one's personality is patterned by both genetic and environmental factors. Now watch a video clip and answer the questions.

1 Why have twins been studied at St Thomas' Hospital?

2 What is the percentage of heritable component in one's personality?

3 What was the focus of Tim's research in the early years of his career?

4 What is the focus of Tim's current research?

5 What is the critical difference between Debbie and Trudi?

6 What did Tim think accounted for the differences between discordant twins?

7 What is epigenetics mainly concerned about?

8 In which aspects is the hippocampus important?

2 Watch the video clip again and fill in the blanks with what you hear.

- 1 Twins are one of _____. Identical twins share the same DNA. They often _____, look the same, laugh at the same jokes.
- 2 Twin studies have told us that differences in personality are, to a large degree, due to _____ and environment.
- 3 The twins Debbie and Trudi are still _____ and spookily similar in many respects, but these days, there is _____.
- 4 As we go through life, all our genes are _____. As we age, some of them are being switched on, some of them are being switched off. And we think that these are actually _____ like our environment and the lives we've led. They're like _____ of our lifelines in a way.
- 5 Life events can change _____, so it seems at some point in Debbie's adult life, changes to genes in her brain made her _____ to bouts of depression.
- 6 Well, that's the _____ of science, and the fact is that we're only able to do this in the last couple of years because of the _____ in technology.

Thinking and speaking

3 The nature vs. nurture debate is a scientific, cultural and philosophical one about whether human behavior and personality are shaped primarily by genes or by environment and experience. Work in groups to discuss the following questions.

- 1 What matters in the development of one's personality?
- 2 Do you think it is possible to change a person's personality through education or some other external factors? Give examples to illustrate your point of view.



4

Project

Developing an awesome personality

You are working in the Psychology Clinic in the community of your university. Recently, the Psychology Clinic has received messages from dozens of people talking about their frustrations at work or in study caused by their particular personality traits. The Clinic is therefore planning to organize a lecture themed on “How to develop an awesome personality.” You are assigned the task of delivering this lecture.

1
STEP

2
STEP

Form groups

Work in groups of five.

Analyze cases

The following are sample messages the Psychology Clinic has received. Read these scenarios, find out defining features of the personality traits concerned and analyze possible causes of the frustration.

- I am very dependent on other people’s support. I value the company of others most of the time, but I also wish that I could be more independent.
- When others turn to me for help, I find it hard to say no to them. I fall into a people-pleaser trap because I am afraid that others may perceive me as lazy, uncaring, and selfish.
- I tend to be very critical. I can’t help but point out the flaws of others directly.
- I am a penny pincher. I know what my life would be like if unable to make both ends meet, so I am very careful of what I spend. I am afraid that my constant budgeting may turn people off.





- I tend to believe that bad events will last a long time, that these events will undermine everything I do and that they are all my own fault. I want to remove that dark cloud over my head.
- I always find myself in no mood to initiate a conversation with others or volunteer opinions or advice in public settings. Because of my introversion, I have missed out on many opportunities.
- I am very hesitant. I find myself constantly stuck in a dilemma. Actually, “to be or not to be” is always a question to me.
- I am extremely bothered by my narcissistic inclination. I feel unhappy and disappointed when I am not given special favor or admiration.
- I am very shy and don’t have enough guts to show off my abilities. This has negative implications for my life and study.
- I am trapped for a situation where I tend to put off things till tomorrow. I don’t want to be a constant procrastinator (拖延者), for it has an adverse impact on me.

Prepare a lecture

Work in groups to zoom on to a specific topic for your lecture – “How to develop an awesome personality.” The following are to help you organize the lecture.

- Opening: You may cite some messages as an opening.
- Body part: You may identify the causes of these problems and the effects of personality on life and career, and then elaborate how to improve one’s personality traits. You may refer to what you’ve learned in this unit.
- Ending: You may summarize the main points and encourage the audience to improve their personality traits.

Give the lecture

Give the lecture to the whole class and invite the audience to ask questions based on your lecture.

3
STEP

4
STEP