GEN0104 Summary Study Guide

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1. *Personality* is something that we informally assess and describe every day. When we talk about ourselves and others, we frequently refer to different characteristics of an individual's personality.

2. *Psychologists* do much the same thing when they assess personality, but on a much more systematic and scientific level.

3. *Human Behavior* is defined as the potential and expressed capacity for physical, mental, and social activity during the phases of human life.

4. There are many *factors affecting physical development* of children as follows: (1) Heredity, (2) Nutrition, (3) Immunization, (4) Gender, (5) Hormones, (6) Proper Ventilation.

5. *Heredity*: Development depends upon the potentials that child gets from his / her parents. For example, eyes, ears, hair, height, weight, body structure, etc.

6. *Nutrition*: The nutrition that child gets before birth or after birth affects his/her development. Good nutrition helps his/her bones, muscles, and internal organs develop well. Healthy nutrition composes of Proteins, Minerals, Carbohydrates, Fats, Vitamins (from vegetables and others), and Water.

7. *Immunization*: immunization is the process whereby a person is made immune or resistant to an infectious disease, typically by the administration of a vaccine. Vaccines stimulate the body's own immune system to protect the person against subsequent infection or disease.

8. *Gender*: At the time of birth, the rate of physical development is more but it is different in boys and girls. In the beginning

bones and muscle development is better in girls but till the end of childhood boys also grow and are ahead of girls. Sexually girls mature faster.

9. *Hormones*: They are chemicals that tell cells and body parts to do certain things. There are many types of hormones that act on different aspects of bodily functions. For examples, Pituitary affects physical growth, Pancreas affects blood sugar, Adrenal affects heart rate and blood pressure.

10. *Proper Ventilation*: Sunlight and pure air help in good body development. Sun rays are good source of Vitamin D which makes bones of the child strong. Suggestions for ventilation management to help you determine efficiency of your proper ventilation such as Air quality (smell, sight, feel), Humidity level.

11. *Socio-economic status*: Socioeconomic status of children affects the all-round development of the child. Families which can provide all the facilities like good nutrition, clothes, hygienic conditions, healthy recreations, etc. help in maintaining good health of the children so that they can develop good physique. Parents of low-income group cannot provide good facilities to their children and the health status of the children are not good as they lag behind in physical development.

12. *Physical Growth VS Mental Growth*: Growing physically and growing mentally are different things. Growing up physically refers to a person increases height, strength, and health. Growing mentally refers to a person's psychology growth in thinking and dealing with different situations through intelligence quotient (IQ) and emotional quotient (EQ).

13. *Idea of Human Growth*: The child is a self-acting organism that grows, and learning is not a mere accumulation of knowledge but is a process of growth. As the children grow older, their mental abilities and functions increase.

14. *Mental Health*: The World Health Organization (WHO) has defined mental health as "a state of mind in which an individual is able to realize his or her own abilities, can cope with the normal stresses of life, can work productively, and is able to make a contribution to his or her community."

15. *Brain Regions and Functions*: The human brain is the most complex biological system, comprising a diversity of functional distinct regions. Cerebrum: is the largest part of the brain and is composed of right and left hemispheres. It performs higher functions like interpreting touch, vision and hearing, as well as speech, reasoning, emotions, learning, and fine control of movement. Cerebellum: is located under the cerebrum. Its function is to coordinate muscle movements, maintain posture, and balance. Brainstem: acts as a relay center connecting the cerebrum and cerebellum to the spinal cord. It performs many automatic functions such as breathing, heart rate, body temperature, wake and sleep cycles, digestion, sneezing, coughing, vomiting, and swallowing.

16. *Left Brain and Right Brain Functions*: Roger W. Sperry (psychology researcher and Nobel Prize winner) mentioned that the brain's two hemispheres function differently. If you are mostly analytical and methodical in your thinking, you are said to be left-brained. If you tend to be more creative or artistic, you are thought to be right-brained.

17. *Brain's Lobes and Functions*: Frontal Lobe: right under the forehead; the frontal lobe controls intellectual activities, such as the ability to organize, as well as personality, behavior, and emotional control. Parietal Lobe: near the back and top of the head above the ears; the parietal lobe controls the ability to read, write, and understand spatial relationships. Occipital Lobe: at the back of the head; the occipital lobe controls sight. Temporal Lobe: side of head above ears; the temporal lobe controls memory, speech and comprehension. Brain Stem:

lower part of brain, leads to spinal cord; the brain stem contains nerve fibers that carry signals to and from all parts of the body. The brain stem also regulates body functions such as consciousness, fatigue, heart rate, and blood pressure. Damage to the brain stem can cause loss of consciousness.

18. *Good Factors for Brain and Mental Development*: You can find plenty of books, websites, and articles that can give you suggestions to develop your brain and mental health. For examples: (1) Enrich your mind, (2) Do brain exercises, (3) Consume good nutrition, (4) Continue to learn, (5) Think Critically, (6) Get better sleep, (7) Spend time with people, (8) Stay away from drugs and alcohol, (9) Find a good listener, (10) Laugh More, (11) Get rid of bad habit, (12) Positive thinking, and so on.

19. *Enrich your mind*: Keep challenging yourself to learn new things. By doing this, you will gain more knowledge about things around you, and you will learn how to utilize things in a better way.

20. *Do brain exercises*: There are some types of activities which can specifically exercise our brains. Activities like doing puzzles, playing games like Chess or Word Round Up, Creating Figure using Optic Illusion (such as Lady or Witch) or using Tangrams, that challenge your reasoning, and imagination. Doing these mental exercises daily can sharpen your mind, and strengthens neural links in your brain.

21. *Consume Good Nutrients*: Foods that have antioxidants like vitamin C, E, B, etc. are good for the brain. Consuming almonds and apple juice is also good for sharpening the brain.

22. *Continue to Learn*: Learning yield positive changes in the brain. If you continue to learn, your brain continues to grow. Learn somethings you want to learn, whether it is knitting, baking, or computer programming and so on. Absorb a little information slowly each day.

23. *Think Critically*: There are three categories that the 21st skills fall into. (1) Learning Skills, (2) Literacy Skills, and (3) Life Skills. Critical thinking skill is one of 4 C's in Learning Skills. The 4 C's skills refer to Critical Thinking, Communication, Collaboration, and Creativity. When we hear, read, or work on something, it is very important that we question everything and pay attention to details. Such an approach can improve our thinking ability because it requires more brain work than mere observation.

24. *Get Better Sleep*: Get better sleep around seven or eight hours, every night. Sleep helps tissue repair, muscle and mental growth occur almost exclusively during sleep.

25. *Spend Time with People*: Build a good support system with the people around you. Whether it's your family, friends, or someone else who are willing to support you in any circumstances. This increases flexibility and helps to provide perspective in the midst of stress and discomfort.

26. *Stay away from Drugs and Alcohol*: Using cigarettes, alcohol, and illegal drugs damages your mental and physical health. Decreasing mental and physical stability produces "false" emotions.

27. *Find a Good Listener*: Find someone who is eager to listen to you, who you can talk to openly and freely. This can help you in relieving stress and anger and can heal you mentally, which ultimately has an impact on your physical health.

28. *Laugh More*: Laughter is the best medicine for human health. Humor increases dopamine, and it improves memory and health, strengthens immune, and boots mood.

29. *Get Rid of Bad Habits*: If you have a habit of smoking too much, drinking alcohol too much, spending too much time online, or a different habit that's hurting your confidence, take steps to eradicate them. Study books, watch good films, play games, watch dances, and listen to songs; do the things that make you

feel relaxed. Many studies suggest that watching TV and using a computer late at night is bad for your health.

30. *Positive Thinking*: Positive thinking is an emotional and mental attitude that focuses on the good and expects results that will benefit you. It's about anticipating happiness, health and success – essentially, training yourself to adopt an abundance mindset and cultivate gratitude for your own successes and those of others. Develop the habit of finding a good deed to do each day. Set aims and goals and follow through with them to attain them. By setting goals and gradually working to attain them, you will grow mentally.

31. *Social Activities*: Social activities are considered appropriate on social occasions that are linked to better physical and mental health, and a longer lifespan. There are many types of social activities, for examples, Sport Participation which can help you learn the value of team work, leadership, motivation, fitness and for improving your socialization skills, Volunteer Work which can improve your skills while helping others.

32. *Personality Development*: Personality development is the development of the organized pattern of the thoughts, feelings and behaviors that distinguish individuals from one another. Therefore, personality reflects individual differences. Personality can change over the period of maturing stage.

33. *Nature and Nurture for Personality*: One's personality is shaped by a combination of nature (genetic) and nurture (environmental) influences. Nature refers to all of the genes and heredity factors that influence to a person's personality. Nurture refers to all the environmental variables that impact a person's personality involving his/her early childhood experiences, how the parents raised the child, social relationships, and surrounding culture.

34. *Factors Affect Personality*: Different factors can affect personality. For example, environmental factors, physical

factors, situations factors, heredity, family and social factors, identification factors, cultures factors, intelligence, sex differences, psychological factors. In this lesson, some factors were mentioned in week 2 and week 3 such as physical factors, heredity, and sex differences or genders.

35. *Environmental Factors*: From Meriam-Webster Dictionary, environment means the circumstances, objects, or conditions (social and cultural conditions) by which one is surrounded. The personality of an individual develops within a social environment. It is the type of environment in which we live and grow up. Environment would include home, school, work, or other places that you spend a lot of time. The way a person socialize effects about moral ideas, social attitudes, and interest is considered a person social self in the area a person chose to socialize and live.

36. *Situational Factors*: These are the experiences that each individual person goes through. The various things that people experience will leave imprints on and help to develop his or her personality. Everything from happy times, successful work, or dislike language fit into the "situations" category of shaping one's personality.

37. *Family and Social Factors*: The kind of environment in a family exists affects our personality a great deal. Families which enjoy strong emotional tie among siblings and parents, are supportive and encouraging to their children. Children from such families are self-confident, proactive and emotionally stable. For social factors, happy communities of people living as friendship and cooperation would be more acceptable by other members of the group, would be more self-confident, and would develop higher self-esteem in shaping personality.

38. *Cultural Factors*: Culture is made up of behaviors, beliefs, objects and social normality within a group or society of individuals who share the same culture. Culture contributes to

a person's personality by being influenced from our own, or another culture. The essence of culture is the collective programming of the mind. It relates to a shared system of beliefs, attitudes, possessions, attributes, customs, values of religion, and nationality. Values are assumptions about 'how things ought to be' in the group. Thus, culture plays a significant role in influencing the behavior of an individual.

39. *Dimensions of Personality*: The personality types described here were created by Isabel Briggs Myers and her mother, Katharine Briggs, developed four dimensions of personality in the 1960's based on Carl C. Jung Theory in the 1920's. Myers and Briggs proposed that there were four key dimensions that could be used to categorize people: I/E: Introversion or Extraversion, S/N: Sensing or iNtuition, T/F: Thinking or Feeling, and J/P: Judging or Perceiving.

40. *Introversion or Extraversion (I / E):* The Introversion/ Extraversion dimension describes how a person manages their energy. Introverts are energized by spending quiet time alone or with a small group. They tend to be more reserved and thoughtful. Extraverts are energized by spending time with people and in busy, active surroundings. They tend to be more expressive and outspoken.

41. *Sensing or iNtuition (S / N):* The Sensing or Intuition dimension describes how an individual processes information. Sensors focus on their five senses and are interested in information they can directly see, hear, feel, and so on. They tend to be hands-on learners and are often described as "practical." Intuitive focuses on a more abstract level of thinking; they are more interested in theories, patterns, and explanations. They are often more concerned with the future than the present and are often described as "creative."

42. *Thinking or Feeling (T / F)*: The Thinking or Feeling dimension describes how people make decisions. Thinkers tend to make

decisions with their heads; they are interested in finding the most logical, reasonable choice. Feelers tend to make decisions with their hearts; they are interested in how a decision will affect people, and whether it fits in with their values.

43. *Judging or Perceiving (J / P)*: The Judging or Perceiving dimension describes how people approach structure in their lives. Judgers appreciate structure and order; they like things planned, and dislike last-minute changes. Perceivers appreciate flexibility and spontaneity; they like to leave things open so they can change their minds.

44. *16 Personality Types* : Here's are the eight Myers-Briggs Judging personality types:
   - ESTJ: Extroverted, Sensing, Thinking, Judging
   - ISTJ: Introverted, Sensing, Thinking, Judging
   - ENTJ: Extroverted, Intuitive, Thinking, Judging
   - INTJ: Introverted, Intuitive, Thinking, Judging
   - ESFJ: Extroverted, Sensing, Feeling, Judging
   - ISFJ: Introverted, Sensing, Feeling, Judging
   - ENFJ: Extroverted, Intuitive, Feeling, Judging
   - INFJ: Introverted, Intuitive, Feeling, Judging

   Here are the eight Myers-Briggs P personality types:
   - ESTP: Extroverted, Sensing, Thinking, Perceiving
   - ISTP: Introverted, Sensing, Thinking, Perceiving
   - ENTP: Extroverted, Intuitive, Thinking, Perceiving
   - INTP: Introverted, Intuitive, Thinking, Perceiving
   - ESFP: Extroverted, Sensing, Feeling, Perceiving
   - ISFP: Introverted, Sensing, Feeling, Perceiving
   - ENFP: Extroverted, Intuitive, Feeling, Perceiving
   - INFP: Introverted, Intuitive, Feeling, Perceiving

45. *Myers-Briggs J personality type: ESTJ*
   ESTJ stands for Extroverted, Sensing, Thinking, Judging. This personality type believes firmly in doing what they believe

is right and socially acceptable. People often look to ESTJs for guidance and counsel, and this personality type will always be happy to provide such assistance. This personality is suitable for the Supervisor. Example of common personality traits are as the following:

(1)Extremely loyal to the group;

(2)Highly ethical, hardworking, dedicated, and honest;

(3)Responsible and would rather plan and strategize before acting, etc.

46. *Myers-Briggs J personality type: ISTJ*

ISTJ stands for Introverted, Sensing, Thinking, Judging. This personality type places great importance on tradition and old-school values, such as patience, hard work, honor, and social and cultural responsibility. They are reserved, calm, quiet, and upright. This personality is suitable for the Inspector. Example of common personality traits are as the following:

(1)Excellent planning skills and highly intellectual;

(2)Calm and clear-headed during tense situation;

(3)Love to memorize details and facts, etc.

47. *Myers-Briggs J personality type: ENTJ*

ENTJ stands for Extroverted, Intuitive, Thinking, Judging. This personality type will always focus on managing external circumstances with logic, discipline, intuition, and reasoning to take effect. It makes imaginative and strong-willed leaders who always find a way-or making one. This personality is suitable for the Commander. Example of common personality traits are as the following:

(1)Logical and thoughtful before taking action;

(2)Well-developed communication skills;

(3) Self-confident and sure of themselves and their abilities, etc.

48. *Myers-Briggs J personality type: INTJ*

INTJ stands for Introverted, Intuitive, Thinking, Judging. This personality type tends to be quiet, reserved, and comfortable in their own company. They are more interested in big ideas and theories. When observing the world, they regularly question why things happen the way they do, excel at developing plans and strategies for every eventuality. This personality is suitable for the Mastermind. Example of common personality traits are as the following:

(1) Supreme strategists who are logical, rational, and future-oriented;

(2) Strong insights and intuitions, can easily see the big picture;

(3) Reserved and detached from others, but values close friendships, etc.

49. *Myers-Briggs J personality type: ESFJ*

ESFJ stands for Extroverted, Sensing, Feeling, Judging. This personality type is effortlessly social, born of a need to interact with others. This desire to make others happy usually results in popularity. They are primarily focused on organizing social events for their families, friends and communities. This personality is suitable for the Provider. Example of common personality traits are as the following:

(1) Popular and well-liked;

(2) Always ready to listen with warmth and genuine sensitivity;

(3) Prefer to live in the real world rather than in own imagination, etc.

50. *Myers-Briggs J personality type: ISFJ*

ISFJ stands for Introverted, Sensing, Feeling, Judging. This personality type is always ready to give back, and any generosity received will be returned threefold. The ISFJ people believe in upheld and supported with enthusiasm and unselfishness. This personality makes the warmest and kind-hearted to bring out the best in others. This personality is

suitable for the Nurturer. Example of common personality traits are as the following:

(1)Kind and considerate, and highly aware of people's feeling;

(2)Stable, practical, and down-to-earth;

(3)Enjoys creating structure and values security, etc.

51. *Myers-Briggs J personality type: ENFJ*

ENFJ stands for Extroverted, Intuitive, Feeling, Judging. This personality type is extroverted, idealistic, charismatic, outspoken, highly principle, and ethical. This person can usually connect with others of varying backgrounds and personalities and tends to concentrate on the abstract and what could unfold in the future. This personality is suitable for the Giver. Example of common personality traits are as the following:

(1)Highly intuitive and reflective

(2)Warm, caring, generous, and people-focused

(3)Open-minded, and highly accepting of others, etc.

52. *Myers-Briggs J personality type: INFJ*

INFJ stands for Introverted, Intuitive, Feeling, Judging. This personality type will never accept anything at the surface level or refuse to countenance a better way to approach problems. This personality is suitable for the Counselor. Example of common personality traits are as the following:

(1)Warm, caring, and approachable;

(2)Tactful, helpful, sensitive, and cautious;

(3)Are visionaries who always try to make sense of life, etc.

53. *Myers-Briggs P personality type: ISTP*

ISTP stands for Introverted, Sensing, Thinking, Perceiving. This personality type enjoys mastering a technique. This person can analyze to accomplish the goals and desire to make a contribution and have an impact. This personality type is focused on the present, likes to see results, and is always looking for ways to improve own skills and problem-solving, and usually prefer to work alone. This personality is suitable for

the Craftsman. Example of common personality traits are as the following:

(1) Constantly gathers facts about the environment and stores them away for later;

(2) A risk taker who loves variety and new experiences;

(3) Highly practical, realistic, and results oriented, etc.

54. *Myers-Briggs P personality type: ESTP*

ESTP stands for Extroverted, Sensing, Thinking, Perceiving. This personality type lives for social interaction, drawing power from feelings and emotions. This person enjoys logical processes and reasoning, provided this does not stand in the way of freedom in thought and deed. Theory and abstracts will not retain the attention or interest for long. This personality type prefers to leap before they look, fixing mistakes as they go. This is preferable to sitting idle or preparing contingency plans. This personality is suitable for the Doer. Example of common personality traits are as the following:

(1) Strong flair for drama and style;

(2) Lives in the present moment and likes to see immediate results;

(3) Loves to have fun and to be the center of attention, etc.

55. *Myers-Briggs P personality type: ENTP*

ENTP stands for Extroverted, Intuitive, Thinking, Perceiving. This personality type is intelligent and knowledgeable, logical, rational, and objective in the approach to information and issues that relishes the opportunity to discuss theories and facts in extensive detail, needing little encouragement to set the world to rights. This personality type expects the same from a debating partner. This personality type is suitable for the Visionary. Example of common personality traits are as the following:

(1) Likes to create ideas and theorize;

(2) Doesn't like to be controlled;

(3)Innovative and ingenious at problem-solving, etc.

56. *Myers-Briggs P personality type: INTP*

INTP stands for Introverted, Intuitive, Thinking, Perceiving. This personality type is arguably the most logical, loves patterns, has a keen eye for picking up on discrepancies, and the ability to read people. People of this personality type lack interest in practical, day-to-day activities and maintenance. When this person finds an environment that provides the opportunity to stretch their creative muscles, there is no limit to the time and energy expended. This personality type is suitable for the Thinker. Example of common personality traits are as the following:

(1)Highly intelligence and knowledge;

(2)Loves new ideas and is excited about theories;

(3)Usually very independent, unconventional, and original, etc.

57. *Myers-Briggs P personality type: ESFP*

ESFP stands for Extroverted, Sensing, Feeling, Perceiving. This personality type is born to provide amusement and distraction to others and to hog the limelight. This person lives for the company, and typically has strong interpersonal skills, lively and fun, and will never decline the opportunity to be the center of attention. This personality type is suitable for the Performer. Example of common personality traits are as the following:

(1)Strong interpersonal skills and enjoys being the center of attention;

(2)Talent for entertaining those around them;

(3)Lives in the here-and-now and loves excitement, etc.

58. *Myers-Briggs P personality type: ISFP*

ISFP stands for Introverted, Sensing, Feeling, Perceiving. This personality type has difficulties connecting to other people initially, eventually grow warm, approachable, and friendly. This personality type makes a person the perfect friend to tag

along with an activity, planned or unplanned, and is always keen to encounter a new experience or make a discovery and finds more value in meeting new people than other introverted personality types. This personality type is suitable for the Composer. Example of common personality traits are as the following:

(1) Love adventure, craves thrilling activities, and is free-spirited;

(2) Dislikes restrictions;

(3) Love to try new experiences and get bored easily with routines, etc.

59. *Myers-Briggs P personality type: ENFP*

ENFP stands for Extroverted, Intuitive, Feeling, Perceiving. This personality type is not the follower but can create his or her methods, looks, actions, habits, and ideas. This personality type is suitable for the Champion. Example of common personality traits are as the following:

(1) Enjoy being around people;

(2) Usually able to grasp difficult concepts and theories with ease;

(3) Future oriented and focused on long term goals over short term goals, etc.

60. *Myers-Briggs P personality type: INFP*

INFP stands for Introverted, Intuitive, Feeling, Perceiving. This personality type prefers not to talk about themselves upon first meeting a new person. They like to spend time alone in quiet places and to make sense of the world around them. They love analyzing signs and symbols, often considering them to be metaphors that have deeper meanings related to life and in the depth of their thoughts, fantasies, and ideas. This personality type is suitable for the Idealist. Example of common personality traits are as the following:

(1) Loves life and all the good that comes with it;

(2)Highly intuitive and perceptive, good at making people feel comfortable;

(3)Are good mediators and avoid conflicts, etc.

61. *Personality Concept*: Personality means the constitution of mental as well as the physical health and person-situation interaction of an individual. Personality is displayed through thoughts, feelings, behaviors and many other ways.

62. *Personality Development*: Different theories propose different factors that determine an individual personality. The major determinants of personality are heredity, environment and situation. The research found that the interaction of nature (biology, genetics, etc.) and nurture (the environment, upbringing) affect personality development.

63. *Personal Growth and Developments*: Self-development refers to the development of one's capabilities or potentialities. One's physical, emotional, intellectual, spiritual, social, and so on make the personal growth and developments.

64. *SWOT Analysis*: SWOT analysis – or the SWOT matrix – was developed in the 60s by Albert Humphrey. He led a research project at Stanford University to analyze data of the 500 largest corporations reported by Fortune magazine. As a result, they created a method that quickly turned into an exercise used by all of the world's leading companies in formulating strategies.

The goal of SWOT analysis is 'To evaluate the past, present, and future of individual or group goals to set up an actional plan.'

65. *SWOT Matrix*: Strengths and opportunities are things you consider favorable and within your control, while weaknesses and threats are unfavorable and dictated by external forces. You can use this data to explore the correlation between your strengths and weaknesses, how to leverage your strengths to

make the most of your opportunities, and how to improve weaknesses to mitigate threats.

66. *SWOT Question to Identify Strengths*

These are the example to ask questions:

- What are you good at naturally?
- What skills have you worked to develop?
- What are your talents, or natural-born gifts?

67. *SWOT Question to Identify Weakness*

These are the example to ask questions:

- What are your negative work habits and traits?
- Does any part of your education or training need improvement?
- What would other people see as your weaknesses?

68. *SWOT Question to Identify Opportunities*

These are the example to ask questions:

- What is the state of the industrial service?
- Is your industry growing?
- Is there new technology in your industry?

69. *SWOT Question to Identify Threats*

These are the example to ask questions:

- Is your industry contracting or changing direction?
- Is there strong competition for the types of jobs for which you are suited?
- What is the biggest external danger to your goal?

70. *Spiritual Growth for Personal Developments*

Spiritual growth and development bring about a positive change in our life. Not only we become optimistic and positive in life but also become calmer and peaceful. All religions have some basic rules that define what is good conduct and what kind of conduct should be avoided.

One example of Buddhist quotes for spiritual growth and development on the left side suggests that:

No one in this world is pure and perfect. If you avoid people for their little mistakes you will always be alone. So judge less and love more.

Some Buddhist Quotes for Good Conduct

(1) Do everything with a good heart and expect nothing in return and you will never be disappointed.

(2) The quality of your thinking determines the quality of your life.

(3) The most dangerous creature on earth is a fake friend.

(4) The greatest patience is humility.

71. *Spiritual Growth for Personal Developments (Cont.)*

Swami Vivekananda (Indian Hindu Monk) was a major force in the revival of Hinduism in India, and contributed to the concept of nationalism in colonial India. He quotes that 'You have to grow from the inside out. None can teach you, none can make you spiritual. There is no other teacher but your own soul.'

One's spiritual can make the personal growth and developments. There are some Swami's Quotes to encourage you to teach your soul as the following:

(1) Arise, awake and stop not till the goal is reached.

(2) Take up an idea, devote yourself to it, struggle on in patience, and the sun will rise for you.

(3) Fill the brain with high thoughts, highest ideals, place them day and night before you, and out of that become will come great work.

72. *Spiritual Growth for Personal Developments (Cont.)*

Here, are favorite Christian inspirational quotes from a variety of influential Christians that inspire people and point them back to Christ. For example, 'See with your mind, speak with your heart, touch with your eyes, love with your entire being.'; 'Small acts, when multiplied by millions of people can transform the world.'

Some Christians' Quotes to Teach Soul

(1) Lean on each other's strengths; forgive each other's weakness.

(2) We are not defined by our limitations. We are defined by our potentials.

(3) No time is better spent than that spent in the service of your fellow man.

73. *Theories of Personalities: Freud's Theory*

Freud's theories have been evolved on personality. Each theory exhibits one type of unique personality of an individual. Sigmund Freud (1856 to 1939) was an Austrian neurologist and the founder of psychoanalysis. In 1923, Freud developed a structural model of the mind comprising the entities id, ego, and superego. These are conceptualizations as three essential parts of the human personality. Freud's theory provides one conceptualization of how personality is structured and how the elements of personality function. In Freud's view, a balance in the dynamic interaction of the id, ego, and superego is necessary for a healthy personality.

74. *The Description of 'Id'*

The Id is the instinctual part of the mind that responds immediately to wants and desires. The id is unconscious and operates in accordance with the pleasure principle. For example, an increase in hunger or thirst should produce an immediate attempt to eat or drink.

75. *The Description of 'Ego'*

The ego is the decision-making part pf the mind. It also seeks pleasure, but uses reason and logic to do so. It tries to get the unrealistic id to cooperate in a society bound by laws and social norms. For example, if you find yourself growing increasingly hungry as the meeting drags on, the ego guides you to sit quietly and wait for the meeting to end.

76. *The Description of 'Superego'*

The superego is the voice that incorporates the values and morals which are learned from one's parents and society. It tries to persuade the id and ego to turn to moral goals rather than seeking pleasure. For example, the superego will guide you not to be in an inappropriate manner during an important meeting.

77. *Freud's Three Levels of Awareness*

According to Freud the id, ego, and superego all operate across three levels of awareness in the human mind. They are the conscious, preconscious, and unconscious.

Freud likened the three levels of mind to an iceberg. The top of the iceberg that you can see above the water represents the conscious mind. The part of the iceberg that is submerged below the water, but is still visible, is the preconscious. The bulk of the iceberg that lies unseen beneath the waterline represents the unconscious.

78. *Concept of the Conscious*

The conscious consists of what someone is aware of at any particular point in time. It includes what you are thinking about right now, whether it is in the front of you mind or the back. If you are aware of it then it is in the conscious mind. For example: while having your breakfast, your mind might be thinking about the recipe or taste of the dish. These thoughts occur in the conscious mind.

79. *Concept of the Preconscious*

The preconscious contains information that is just below the surface of awareness. It can be retrieved with relative ease and usually can be thought of as memory or recollection. It includes all mental activities which are not presently active but stored somewhere in our memory. It can be easily accessed when required. For example: if you are asked about some interesting childhood incidents, you would pull it from your memory and can share it.

80. *Concept of the Unconscious*

It includes mental activity that people are unaware of. According to him, some of the feelings, thoughts, urges and emotions that our conscious mind wants to hide, buried into unconscious mind, influence some of our unexplained behavior. For example; Navi 's family has recently shifted to new place. There he makes some new friends in his neighborhood. While playing, he calls one of his playmates with his old friend's name. This is due to the thoughts or feelings of old days which still plays in his unconscious mind.

81. *Development of Human Heart or Mind*

According to the Buddhist teachings, just as the lotus rises from the depths of muddy ponds and lakes to blossom immaculately above the water's surface, this teaching can develop the human heart or mind.

There are four kinds of people, and they can be compared to four kinds of lotus. (1) Unsubmerged lotus ready to bloom when touched by sunlight compared for very intelligent people who are able to readily and effortlessly understand dharma (or any teachings) at first hearing. (2) Lotus on the water level which will bloom the next day compared for quite intelligent people who, when using a little bit of effort to study or contemplate, are able to understand dharma (or any teachings) in a short time. (3) Submerged lotus compared for people who have medium or low intelligence, but with good will and effort, they too can one day understand dharma (or any teachings) one day. (4) Lotus stuck in mud compared for hopeless or ignorant and lazy people who won't understand dharma even when repeatedly told to (and they won't make any effort). This kind of lotuses will be food for fish and turtles.

82. *Freud's Three Levels of Awareness*: Conscious, Preconscious, and Unconscious are described by Claire Codrington on the suggested VDO:
https://www.youtube.com/watch/spv-q975oVE

83. *Abraham Maslow Five Hierarchy of Needs*

Abraham Maslow (1908 – 1970) was an American psychologist and a leader of humanistic psychology. He was best known for creating Maslow's hierarchy of needs, a theory of psychological health predicated on fulfilling innate human needs in priority, culminating in self-actualization. This hierarchy suggests that people are motivated to fulfill basic needs before moving on to other, more advanced needs.

84. *Five Levels of Hierarchy of Needs Theory*

Human needs as identified by Maslow are as follows:

- *The first level* of the needs is the "***Basic needs or Physiological needs***" of a human being: food, water, sleep, sex, homeostasis, and excretion.

- *The second level* is "***Safety Need***s: Security, Order, and Stability". These two steps are important to the physical survival of the person. Once individuals have basic nutrition, shelter and safety, they attempt to accomplish more.

- *The third level of need* is "***Love and Belonging Needs***", which are psychological needs; when individuals have taken care of themselves physically, they are ready to share themselves with others, such as with family and friends.

- *The fourth level* is "***Esteem Needs***" which achieved when individuals feel comfortable with what they have accomplished. This level needs to be competent and recognized, such as through status and level of success.

- At the top of the pyramid, "***Need for Self-actualization***" occurs when individuals reach a state of harmony and understanding because they are engaged in achieving their full potential. Once a person has reached the self-

actualization state, they focus on themselves and try to build their own image. They may look at this in terms of feelings such as self-confidence or by accomplishing a set goal.

85. *Maslow's Needs Theory for Motivation at Work*

Here are some employee motivation techniques for the employer to try that use Maslow's Hierarchy of Needs as a framework...

- ***Physiological Needs***
  - Provide input for employee salaries and bonuses.
- ***Safety Needs***
  - Ensure the correct tools for the job are available.
  - Create an environment where individuals are comfortable challenging requests that are dangerous.
- ***Social Needs***
  - Schedule weekly project team meetings.
  - Get the team together to celebrate project milestone
- ***Esteem Needs***
  - Recognize team members for excellent contributions to the project.
  - Ensure each team member understands how important they are to the project.
- ***Self-Actualization Needs***
  - Take into account each team members professional goals when assigning tasks.
  - Empower team members so that they can develop and grow.

86. *The Expanded Hierarchy of Needs*

Maslow's theory has been elaborated upon by other researchers. The expanded hierarchy include cognitive, aesthetic, and transcendence needs during 1960s and 1970s as follows:

1. ***Biological and physiological needs*** - air, food, drink, shelter, warmth, sex, sleep, etc.

2. **Safety needs** - protection from elements, security, order, law, stability, freedom from fear.

3. **Love and belongingness needs** - friendship, intimacy, trust, and acceptance, receiving and giving affection and love. Affiliating, being part of a group (family, friends, work).

4. **Esteem needs** - Maslow classified into two categories: (i) esteem for oneself (dignity, achievement, mastery, independence) and (ii) the desire for reputation or respect from others (e.g., status, prestige).

5. **Cognitive needs** - knowledge and understanding, curiosity, exploration, need for meaning and predictability.

6. **Aesthetic needs** - appreciation and search for beauty, balance, form, etc.

7. **Self-actualization needs** - realizing personal potential, self-fulfillment, seeking personal growth and peak experiences. A desire "to become everything one is capable of becoming".

8. **Transcendence needs** - A person is motivated by values which transcend beyond the personal self (e.g., mystical experiences and certain experiences with nature, aesthetic experiences, sexual experiences, service to others, the pursuit of science, religious faith, etc.).

   Watch an overview of Maslow's famous Hierarchy of Needs - a popular model of the factors that determine motivation at work from the suggested website.
   https://www.youtube.com/watch?v=3St5OoLYTJ0

87. Carl Jung and Human Development Process

   Carl Jung (1875 – 1961) was a Swiss psychologist and the founder of analytical psychology. According to Jung, the central process of human development was an individuation process.

88. *Definition of Individuation Process*

Individuation can be defined as the achievement of self-actualization through a process of integrating the conscious and the unconscious. The explanation of each process is in the following:

Conscious in Individuation Process

Conscious: Consciousness plays a small role in Analytical Psychology. It consists of everything of which a person is currently aware, with the Ego at its core. Jung believes that the conscious mind constructively works on our emotions. On the other hand, Freud believes that the conscious mind actively crushes our emotions.

Ego in Individuation Process

The Ego: Jung defined the Ego as the thinking, feeling, perceiving, and remembering organ of the personality. The primary function of the ego is to represent how a person views themselves and the surrounding environment or outer world.

Persona in Individuation Process

Jung also located the persona on the conscious layer of the psyche. The persona consists of the person's public personality. Whereas the persona is necessary for social living, if it becomes the individual's sole means of identity it can severely limit the person's ability to express the unconscious elements of their experience.

Personal Unconscious in Individuation Process

Personal Unconscious: Jung defined the personal unconscious as unique thoughts, feelings and images that were once conscious but are now unconscious due to repression, forgetting, or inattention. The personal unconscious is similar to Freud's view of the unconscious and preconscious, but Jung's personal unconscious not only stores past experiences but also anticipates future events. It is also massing together the associations he termed Complexes.

Self in Individuation Process

Self: Jung felt that the 'self' is the most important archetype because it unites all the other archetypes in a process of self-realization. The self provides the balance between the conscious and the unconscious layers of the psyche.

Collective Unconscious in Individuation Process

Collective Unconscious: Jung referred at the deepest level of the psyche lies the collective unconscious. It contains the memories and behavioral tendencies inherited from our ancestors – Archetypes.

Shadow in Individuation Process

Shadow: The shadow archetype is the darker aspects of a person in inner world, the part that embraces what we view as frightening, hateful and even evil about ourselves.

Anima in Individuation Process

Anima: The anima is the feminine side of a male's personality which shows tenderness, caring and compassion. It is more irrational than the male's other side, and is based on emotion.

Animus in Individuation Process

Animus: The animus is the masculine side of a female's personality and in Jung's view is the more rational and logical side of women's personality.

89. *Concepts of Dreams*

Freud believed that when we are in a conscious state of mind, we do not act upon our deepest desires because of the considerations of reality and morality. But when we are sleeping, the forces that make us more reserved are weakened, meaning we can live our desires through our dreams.

Jung defined the dream as 'a spontaneous self-portrayal, in symbolic form, of the actual situation in the unconscious',

seeing the relation of the dream to consciousness as being compensatory.

90.   Jung's Theory of Psychological Types

According to Carl Jung 's theory of psychological types, people can be characterized by their preference as follows:

- General Attitude: Extraverted (E) vs. Introverted
- Perception: Sensing (S) vs. Intuition (N)
- Judging: Thinking (T) vs. Feeling (F)

Isabel Briggs Myers (1980), a researcher and practitioner of Jung's theory, proposed to see the Judging (J)-Perceiving (P) relationship as a fourth dichotomy influencing personality type. Briggs Myers combined 8 categories into 16 personality traits.

91. *Quotes from Carl Jung: Quote 1*

Carl Jung has numerous quotes and sayings that will inspire you to introspect the depth of your psyche and better understand yourself. Jung used to believe in religion, spiritual and cultural ideas. He has a positive impact on religion. His theories tell that religion plays a key role in individual development. Some examples of Carl Jung' quotes are follows:

Quote 1:

Knowledge about self is the ultimate wisdom. Jung's quote is: "Your vision will become clear only when you can look into your own heart. Who looks outside, dreams; who looks inside, awakes."

92. *Quotes from Carl Jung: Quote 2*

To know a thing, we need to know what it is not. Jung's quote 2 is: "Mistakes are, after all, the foundations of truth, and if a man does not know what a thing is, it is at least an increase in knowledge if he knows what it is not."

The truth from the mistakes of companies big and small and across all industries is building a strong team to turning

your vision into a reality for improving products and gaining the profit. Mistakes are the training grounds that create powerful change and yield life's biggest lessons. It also points out areas in our lives that need to change.

93. *Quotes from Carl Jung: Quote 3*

We choose who we want to become. Jung's quote 3 is: "I am not what happened to me, I am what I choose to become."

If we take a closer look at life and analyze carefully, we can figure out that we are the architects of our own lives and naturally face the consequences of actions committed by us. Therefore, we are not a victim of time but our own choices and actions. Remember that the quality of our lives depends on what we think and how we act as per the given situation and time.

94. *Big Five Model-Personality Traits Framework*

The Big Five personality traits have been growing for many years, beginning with the research of D. W. Fiske (1949) and later expanded upon by other researchers including Norman (1967), Smith (1967), Goldberg (1981), and McCrae & Costa (1987).

A framework of this model is used to describe and classify personality traits. The Big Five model is based on the idea that most of the words we use to describe personality are synonyms or near synonyms of five distinct personality dimensions.

95. *The Big Five Model: OCEAN*

OCEAN stands for the five different dimensions that make up personality, according to the Big Five model:

O is Openness to Experience

C is Conscientiousness

E is Extraversion

A is Agreeableness

N is Neuroticism

The explanation of each dimension is in the following:

Dimension 1 Openness to Experience

This trait features characteristics such as imagination and insight. People who are high in this trait also Wide interests, Intelligent, Original, Curious, Sophisticated, Artistic, Clever, Inventive, Sharp-witted, Ingenious, Wise and eager to learn new things and enjoy new experiences, tend to be more adventurous and creative. People low in this trait are often much more traditional and may struggle with abstract thinking, practical, conventional, prefer routine.

Dimension 2 Conscientiousness

Conscientious people excel in their ability to delay gratification, work within the rules, and plan and organize effectively. Traits within the conscientiousness factor include: Organized, Thorough, Planful, Efficient, Responsible, Reliable, Dependable, Hard Working. People high in conscientiousness are likely to be successful in school and in their careers, to excel in leadership positions. People low in conscientiousness are much more likely to procrastinate and to be impulsive, careless, disorganized.

Dimension 3 Extraversion

This dimension includes: Talkative, Assertive, Active, Energetic, Outgoing, Outspoken, Enthusiastic, Show-off, Sociable, Adventurous, Noisy, Bossy. It has two familiar ends of its spectrum: extroversion and introversion. It concerns where an individual draws their energy from and how they interact with others. In general, extroverts draw energy from or recharge by interacting with others, while introverts include Quiet. Reserved, Withdrawn. This person gets tired from interacting with others and replenish their energy with solitude.

Dimension 4 Agreeableness

This dimension concerns how well people get along with others. People who are high in this trait includes Good-natured, Friendly, Cooperative, Gentle, Unselfish, Praising. People low in this trait are less likely to be trusted and liked by others. They will be incorporate, blunt, rude, ill-tempered.

Dimension 5 Neuroticism

This dimension encompasses one's emotional stability and general temper. It includes Tense, Anxious, Nervous, Moody, Fearful, Unstable, Self-punishing, Despondent, Emotional. People who are high in this trait are unhappy, prone to negative emotion. People who are low in this trait are calm, secure, brave, confident.

96. Genetic Influence in Big Five Personality

Is your personality nature or nurture? Did you inherit your traits from your parents or create them in your childhood? The answer is…both. Our personalities are complicated, multi-dimensional beasts. Here is an overview of the 5 traits and how 'heritable' they are as shown in the table.

Openness to Experience 57%, Conscientiousness 49%, Extraversion 54%, Agreeableness 42% and Neuroticism 48%

Read more at:

https://www.scienceofpeople.com/personality/

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