

---

# Contents

## **1 Introduction 2**

---

### **Theory 4**

- What a Theory Is Not 4
- Theory Defined 6
- Theory and Observations 6
- What Makes a Theory Useful? 6

### **Personality 8**

- Popular Definition 8
- Political Definition 9
- Psychological Definition 9

### **Personality Theory 9**

- Why Different Theories? 10
- Dimensions for a Concept of Humanity 10
- Scope and Rationale 11

### *References 12*

### *Suggested Readings 12*

## **2 Freud: Psychoanalysis 14**

---

### **Introduction 16**

### **Biography 16**

### **Levels of Mental Life 21**

- Unconscious 21
- Preconscious 23
- Conscious 23

<b>Provinces of the Mind</b>	<b>24</b>
Id	25
Ego	25
Superego	26
<b>Dynamics of Personality</b>	<b>29</b>
Instincts	29
Anxiety	31
Cathexis and Anticathexis	32
<b>Defense Mechanisms</b>	<b>32</b>
Repression	32
Reaction Formation	33
Fixation	33
Regression	33
Undoing and Isolation	34
Projection	35
Sublimation	36
<b>Stages of Development</b>	<b>36</b>
Infantile Period	36
Latency Period	43
Genital Period	45
Maturity	45
<b>Applications of Psychoanalytic Theory</b>	<b>46</b>
Dream Analysis	46
Parapraxes	50
Psychotherapy	50
<i>Critique of Freud</i>	52
<i>Concept of Humanity</i>	54
<i>References</i>	55
<i>Suggested Readings</i>	56

<i>What Did Freud Really Say?</i>	27
<i>Are Compulsively Orderly People Also Stingy and Stubborn?</i>	38
<i>How Our Collective Experiences Influence Development</i>	41
<i>The Male and Female Superego</i>	44
<i>The Psychologically Mature Individual</i>	46
<i>Psychoanalytic Dream Research</i>	49
<i>The Unconscious Speaks</i>	51
<i>Psychoanalysis Applied to History</i>	53

### **3 Adler: Individual Psychology**      **58**

<b>Introduction</b>	<b>60</b>
<b>Biography</b>	<b>60</b>

<b>Overview of Adlerian Theory</b>	<b>63</b>
<b>Unity of Personality</b>	<b>64</b>
Mind and Body	64
Conscious and Unconscious	64
Reason and Emotion	65
<b>Subjectivity of Perception</b>	<b>65</b>
Fictionalism	65
Final Goal	65
Teleology	66
Organ Inferiorities	67
Birth Order	67
<b>Striving for Success or Superiority</b>	<b>68</b>
<b>Social Interest</b>	<b>71</b>
Development in a Social Environment	71
Necessity of Social Interest	72
Criterion of Human Values	73
Summary	73
<b>Style of Life</b>	<b>74</b>
Definition	74
Formation	74
Individualized Approach	75
Life Style Attitudes	75
Understanding Life Style Attitudes	76
<b>Creative Power</b>	<b>77</b>
<b>Abnormal Development</b>	<b>78</b>
General Description	79
External Factors in Maladjustment	80
Safeguarding Tendencies	81
Masculine Protest	85
<b>Applications of Individual Psychology</b>	<b>85</b>
Early Recollections	85
Dreams	86
Psychotherapy	87
<b>Critique of Adler</b>	<b>88</b>
<b>Concept of Humanity</b>	<b>89</b>
<b>References</b>	<b>90</b>
<b>Suggested Readings</b>	<b>92</b>

---

<b><i>The Meaning of Inconsistent Behavior</i></b>	<b>67</b>
<b><i>Research on Birth Order</i></b>	<b>69</b>
<b><i>Social Interest and Good Deeds Not Synonymous</i></b>	<b>74</b>
<b><i>Early Recollections and Homosexuality</i></b>	<b>77</b>
<b><i>Critique of Creative Power</i></b>	<b>79</b>
<b><i>How Excuses Protect Neurotic Self-Esteem</i></b>	<b>82</b>
<b><i>Do Early Recollections Change?</i></b>	<b>86</b>

## 4 Jung: Analytical Psychology 94

---

<b>Introduction</b>	96
<b>Biography</b>	96
<b>Structure of the Psyche</b>	99
Conscious	99
Unconscious	100
Attitudes	107
Functions	109
<b>Dynamics of the Psyche</b>	113
Principle of Equivalence	113
Principle of Entropy	113
Causality and Teleology	114
Progression and Regression	114
<b>Development of Personality</b>	115
Stages of Development	116
Individuation	117
<b>Jung's Method of Investigation</b>	119
Word Association Test	119
Dream Analysis	120
Active Imagination	121
Psychotherapy	122
<i>Critique of Jung</i>	124
<i>Concept of Humanity</i>	125
<i>References</i>	126
<i>Suggested Readings</i>	127

<i>A Talk with the Anima</i>	104
<i>Validity of Jungian Typology</i>	111
<i>Word Association Test as a Lie Detector</i>	120
<i>Dream Series and the Collective Unconscious</i>	121

## 5 Sullivan: Interpersonal Theory 128

---

<b>Introduction</b>	130
<b>Biography</b>	130
<b>Modes of Cognition</b>	134
Prototaxic	134
Parataxic	135
Syntactic	135

<b>Tensions</b>	<b>137</b>
Needs	137
Anxiety	138
<b>Energy Transformations</b>	<b>140</b>
<b>Dynamisms</b>	<b>140</b>
Malevolence	140
Lust	141
Intimacy	141
Self-system	142
<b>Personifications</b>	<b>143</b>
Bad-mother, Good-mother	143
“Me” Personifications	143
Eidetic Personifications	144
Stereotypes	144
<b>Stages of Development</b>	<b>144</b>
Infancy	144
Childhood	147
Juvenile Era	148
Preadolescence	149
Early Adolescence	150
Late Adolescence	152
Adulthood	152
<b>Mental Disorders</b>	<b>152</b>
<b>Psychotherapy</b>	<b>153</b>
<i>Critique of Sullivan</i>	155
<i>Concept of Humanity</i>	156
<i>References</i>	157
<i>Suggested Readings</i>	158

---

<i>Parataxic Distortions as Self-Protective Devices</i>	136
<i>Imaginary Playmates: A Help or a Hindrance to Health?</i>	145
<i>Mothers, Peers, and the Effects of Social Deprivation</i>	150

## **6 Dollard and Miller: Learning Theory 160**

---

<b>Introduction</b>	<b>162</b>
<b>Biographies</b>	<b>163</b>
<b>Fundamentals of Learning</b>	<b>164</b>
Drive	166
Cue	168
Response	169
Reinforcement	171

Generalization	173
Discrimination	174
Experimental Extinction	174
Spontaneous Recovery	175
<b>Higher Mental Processes</b>	<b>175</b>
Foresight	176
Reasoning	177
Social Training	177
<b>Imitation</b>	<b>178</b>
Same Behavior	178
Copying Behavior	178
Matched-dependent Behavior	178
<b>Fear and Anxiety</b>	<b>179</b>
Fear as a Drive	179
Fear as a Response	179
Fear as a Cue	180
Fear as a Reinforcement	180
<b>Conflict</b>	<b>180</b>
Basic Assumptions	181
Types of Conflict	181
<b>Repression and the Unconscious</b>	<b>187</b>
<b>Abnormal Development</b>	<b>191</b>
<b>Psychotherapy</b>	<b>192</b>
<i>Critique of Dollard and Miller</i>	193
<i>Concept of Humanity</i>	194
<i>References</i>	195
<i>Suggested Readings</i>	196

---

<i>Drive-Reduction Hypothesis: Its Risks and Its Usefulness</i>	167
<i>How the Gradient of Reinforcement May Kill Romance</i>	172
<i>Why Double Approach-Avoidance Conflicts Are Most Difficult To Solve</i>	187
<i>Does Frustration Always Result in Aggression? Is Aggression Always Caused by Frustration?</i>	189

## **7 Skinner:**

### **A Behavioral Analysis 198**

---

<b>Introduction</b>	<b>200</b>
<b>Biography</b>	<b>201</b>
<b>Theory of Personality?</b>	<b>205</b>
<b>Scientific Behaviorism</b>	<b>205</b>
Philosophy of Science	206
Operant Conditioning	207

**The Human Organism 215**  
Evolutionary History 215  
The Self 216  
Inner States 216  
Complex Behavior 218  
Control of Human Behavior 221  
**The Unhealthy Personality 223**  
Counteracting Strategies 224  
Emotional By-products 226  
Inappropriate Behavior 226  
**Psychotherapy 227**  
*Critique of Skinner* 228  
*Concept of Humanity* 230  
*References* 233  
*Suggested Readings* 233

---

*Kamikaze Pigeons* 203  
*The Learning of Superstitions* 212  
*Walden Two—Utopia or Tedium?* 224  
*Programmed Instruction and Teaching Machines* 229

**8 Rotter:**  
**Social Learning Theory 234**

---

**Introduction 236**  
**Biography 237**  
**Basic Assumptions 238**  
**Four Variables of Prediction 239**  
Behavior Potential 239  
Expectancy 240  
Reinforcement Value 241  
The Psychological Situation 242  
**Basic Prediction Formula 242**  
**Needs 243**  
Categories of Needs 244  
Need Components 246  
General Prediction Formula 247  
**Maladaptive Behavior 251**  
**Psychotherapy 252**  
Changing Goals 252  
Eliminating Low Expectancies 255  
*Critique of Rotter* 258  
*Concept of Humanity* 259

<i>References</i>	260
<i>Suggested Readings</i>	261

<i>Are You the Master of Your Fate?</i>	244
<i>Internal Trust as a Generalized Expectancy</i>	248
<i>The Psychologically Healthy Personality from a Social Learning View</i>	253
<i>The Rotter Incomplete Sentences Blank</i>	256

## 9 Bandura: Cognitive Learning Theory 262

---

<b>Introduction</b>	264
<b>Biography</b>	265
<b>Reciprocal Determinism</b>	266
Self System	268
Self-regulation	270
Specifics of Self-regulation	271
Self-efficacy	275
<b>Learning</b>	281
Sources of Learning	281
Antecedent Determinants	284
Consequent Determinants	284
<b>Dysfunctional Behavior</b>	287
Phobias	287
Aggression	287
Self-efficacy and Deviance	288
<b>Therapy</b>	288
<i>Critique of Bandura</i>	289
<i>Concept of Humanity</i>	290
<i>References</i>	291
<i>Suggested Readings</i>	293

<i>Chance Encounters</i>	268
<i>Self-efficacy and Boa Constrictors</i>	278
<i>TV Violence—Cathartic or Contagious?</i>	285

## 10 Guilford/Cattell/Eysenck: Trait and Factor Theories 296

---

<b>Introduction</b>	298
<b>Guilford's Trait Theory</b>	299



**Biography—Guilford 299**  
Predicting Behavior 301  
Personality Traits 302  
The Abnormal Personality 307

**Cattell's Scientific Analysis of Personality 308**  
**Biography—Cattell 308**  
Methods of Investigation 308  
Source Traits 313  
The Dynamics of Personality 316  
Summary of Cattell's Work 324

**Eysenck's Structure of Personality 324**  
**Biography—Eysenck 325**  
Measuring Personality 327  
Types 329

**Summary of Trait and Factor Theories 334**  
*Critique of Trait and Factor Theories 334*  
*Concept of Humanity 336*  
*References 336*  
*Suggested Readings 339*

---

<i>The Heritability of Traits</i>	320
<i>Why Different Factors?</i>	327
<i>Athletes and Personality</i>	331

**11 Allport: The Psychology of the Individual 340**

---

**Introduction 342**  
**Biography 343**  
**Approach to Personality 344**  
Open System 344  
Eclecticism 346  
Personality Defined 346

**Structure of Personality 349**  
Genetic Endowment 349  
Traits and Personal Dispositions 350  
Proprium 353

**Growth of Personality 354**  
The Developing Person 354  
Motivation 356  
The Nature of Personality 361  
Cultural Influences 362

**Research Methods 362**  
Morphogenic Science 363

*Critique of Allport* 366  
*Concept of Humanity* 368  
*References* 369  
*Suggested Readings* 370

---

*Was the Little Boy Allport?* 347  
*Functional Autonomy or a Habit in the Process of Extinction?* 358  
*A Letter from Jenny* 365  
*Critique of Morphogenic Methods* 367

**12 Maslow:**  
**Holistic-Dynamic Theory 372**

---

**Introduction** 374  
**Biography** 374  
**Motivation** 377  
    Hierarchy of Needs 378  
    Aesthetic Needs 381  
    Cognitive Needs 381  
    Neurotic Needs 381  
    General Discussion of Needs 381  
**Self-actualization** 386  
    Definition and Description 386  
    Characteristics of Self-actualizing people 387  
    What Self-actualization Is Not 393  
    Values of Self-actualizers 394  
    Love, Sex, and Self-actualization 396  
**Abnormal Development** 396  
**Psychotherapy** 399  
**Philosophy of Science** 399  
**Research Methods** 400  
    *Critique of Maslow* 401  
    *Concept of Humanity* 403  
    *References* 404  
    *Suggested Readings* 405

---

*Maslow and Functional Autonomy* 384  
*Peak Experiences: Those Mystical Moments of Transcendence* 389  
*Who Wants to Be Self-actualizing?* 394  
*Can You Fake Self-actualization?* 397

## 13 Rogers: Person-Centered Theory 406

---

<b>Introduction</b>	408
<b>Biography</b>	408
<b>Person-centered Theory</b>	412
Basic Assumptions	413
The Self	413
Awareness	415
Needs	416
Conditions of Worth and External Evaluation	417
Psychological Maladjustment	418
<b>Therapy</b>	420
Conditions	420
Process	424
Outcomes	425
<b>The Person of Tomorrow</b>	426
Characteristics	428
Implications	430
<b>Research</b>	432
Philosophy of Science	433
Research Design	434
<i>Critique of Rogers</i>	437
<i>Concept of Humanity</i>	441
<i>References</i>	442
<i>Suggested Readings</i>	443

---

<i>A Revolution in Psychotherapy?</i>	421
<i>Person-centered Group Therapy</i>	426
<i>The Rogers/Skinner Debate</i>	430
<i>What Are the Effective Ingredients of Psychotherapy?</i>	437

## 14 Concluding Remarks 446

---

<b>Introduction</b>	448
<b>Evaluation of Personality Theories</b>	448
<b>Theorists of Personality</b>	451
<b>Concepts of Humanity Summarized</b>	451
<b>Glossary</b>	453
<b>Name Index</b>	469
<b>Subject Index</b>	471