L					
THE	STUDY	OF	PERSONALITY	1	

The Purposes of Personality Study 2
The Nature of Personality Theory 5
Psychological Constructs 5
Criteria for Constructs: Reliability and
Utility 7

2 DIMENSIONS OF PERSONALITY THEORIES 9

Formal Dimensions 10
Systematic Versus Nonsystematic
10
Operational Versus Nonoperational
13
Content Versus Process 14
Individual Differences Dimensions 15
Heredity and Constitution Versus
Experience 15
Generality Versus Specificity 17
Internal Versus Situational 18
Motivational Assumptions 20
Personality Change 20
Representative Theories of Personality

3 FREUD'S PSYCHOANALYSIS 22

21

Major Assumptions 23
Energy and Instincts 24
The Structure of Personality 25
Stages of Development 26
Anxiety and Psychological Defenses 29
Psychoanalytic Psychotherapy 31

Major Contributions 37 Summary and Analysis of Freudian Theory 37 Operational Nature of the Theory 39
4 ERIKSON'S PSYCHOSOCIAL THEORY OF ADJUSTMENT 42
Eight Ages of Man: The Psychosocial
Stages 42
Basic Trust Versus Basic Mistrust 43
Autonomy Versus Shame and Doubt
43
Initiative Versus Guilt 44
Industry Versus Inferiority 44 Identity Versus Role Confusion 45
Identity Versus Role Confusion 45 Intimacy Versus Isolation 47
Generativity Versus Stagnation 47
Ego Integrity Versus Despair 48
Representative Research 48
Major Contributions 48
5 ADLER'S "INDIVIDUAL PSYCHOLOGY" 50
Three Major Assumptions 51
Individual Differences 51
Family Dynamics 53
Parent-Child Relationships 53
Sibling Relationships 55 Maladjustment 56
Adlerian Psychotherapy 58
Representative Research 60
Major Contributions 62

Summary and Analysis of Adler's Theory 63

6 ROGERS' SELF-THEORY 67

Basic Assumptions Personality Development Self-Actualization and the Organismic Valuing Process 69 The Concept of Self Need for Positive Regard Need for Self-Regard Conditions of Worth Maladjustment 73 Rogerian Psychotherapy Representative Research Major Contributions 77 Summary and Analysis of Rogers' Theory 77

7 MASLOW'S HOLISTIC THEORY 80

Basic Assumptions 80
Basic Needs 81
Physiological Needs 81
Safety Needs 82
Belongingness and Love Needs 83
Esteem Needs 83
Need for Self-Actualization 84
Additional Characteristics of the
Basic Needs 84
Psychological Health and
Maladjustment 85
Self-Actualizing People 86
Psychotherapy 88
Major Contributions 89

Summary and Analysis of Maslow's

Theory 89

8 ROTTER'S SOCIAL LEARNING THEORY 93

Basic Assumptions 94 Basic Constructs 95 Behavior Potential 95 Expectancy 96 Reinforcement Value 97 Psychological Situation 98 Predictive Formulas and the Concept of Psychological Needs 99 Low Freedom of Movement and High Need Value 102 Minimal Goal Level 104 Generalized Expectancies: Problem-Solving Skills Psychotherapy Characteristic Research 110 Major Contributions 111 Summary and Analysis of Social

9 MEASURING PERSONALITY 115

Learning Theory 112

Purposes of Personality Measurement 116 Reliability and Validity 117 Problems of Personality Measurement

119 Techniques of Personality Assessment

123
The Interview 123
The Questionnaire 125
Projective Techniques 132
Word-Association Test 135

Rorschach Test 135

Thematic Apperception Test 136

Sentence Completion Method 138 Observational Methods 139 Behavioral Tests 140 Sociometrics 142

10 SOME EMPIRICAL APPROACHES TO PERSONALITY STUDY 143

Anxiety 144
Aggression, Hostility, and Anger 152
Interpersonal Trust 159
Internal Versus External Control of
Reinforcement 164

11 OVERVIEW 169

Personality and the Social Sciences 169 The Present Status of Personality

The Present Status of Personality Study 172

REFERENCES 175

NAME INDEX 179

SUBJECT INDEX 180