

CONTENTS

PREFACE	vii
--------------------------	------------

PART ONE • THEORIES: CLINICAL EVOLUTION	1
--	----------

CHAPTER 1	INTRODUCTION _____	3
	Psychology as a Science	7
	The Scientific Method and the Science of Personality	8
	Inductive Criteria	12
	Restructural Criteria	13
	Rationale for the Chapters in this Textbook	13

CHAPTER 2	FREUD: THEORIES OF PERSONALITY, DEVELOPMENT, AND THE INTERPRETATION OF DREAMS _____	16
------------------	--	-----------

SIGMUND FREUD	17
Determinants of Personality	18
Freud and God	19
Structure of Personality	22
Stages of Development	23
Defense Mechanisms	28
The Interpretation of Dreams	32
Psychoanalytic Therapy	33
A Freudian Case Study	34
Heuristic Implications	41
Conclusion	43

CHAPTER 3	ANALYTIC SCHOOLS OF THOUGHT: JUNG, ADLER, ERIKSON, AND HORNEY _____	46
------------------	--	-----------

CARL GUSTAV JUNG	47
The Structure of Personality	49
Significant Concepts in Jung's Theory	51

	Functional Aspects of Personality	53
	Doctor, Heal Thyself	57
	Heuristic Implications	59
	Conclusion	61
ALFRED ALDER		61
	The Theory	64
	Major Concepts	65
	The Hero Role in Fantasy	66
	Heuristic Implications	75
	Conclusion	75
ERIK H. ERIKSON		76
	The Eight Psychosocial Stages	77
	Erikson on Freud	78
	Heuristic Implications	84
	Conclusion	84
KAREN HORNEY		85
	Basic Concepts	85
	Suffering	88
	Self Analysis	89
	Feminine Psychology	91
	Heuristic Implications	92
	Conclusion	92
CHAPTER 4	THE HUMANISTS: MASLOW, ROGERS, AND PERLS _____	95
	The Humanists	96
ABRAHAM H. MASLOW		96
	Basic Tenets	97
	Characteristics of Self-Actualizers	99
	Their Strengths	99
	Their Weaknesses	101
	Heuristic Implications	106
	Conclusion	106
CARL R. ROGERS		107
	Basic Beliefs	109
	Theory of Personality Development	109
	A Letter to Carl Rogers	112

A Rogerian Computer Program	116
Heuristic Implications	118
Conclusion	118
FREDERICK S. PERLS	119
Gestalt	120
Underlying Assumptions in the Gestalt	
Theory of Personality	121
Structure of Neurosis	126
Eight Factors that Inhibit Psychological	
Health	127
Dreams	130
Gestalt Therapy	130
Heuristic Implications	131
A Letter from Fritz Perls	132
Conclusion	134

PART TWO • RESEARCH EVOLUTION 139

CHAPTER 5 THE TRAIT THEORISTS: ALLPORT,	
SHELDON, CATTELL, AND EYSENCK _____	141
GORDON ALLPORT	142
Traits	143
Personal Dispositions (Morphogenic Traits)	145
The Proprium	145
Functional Autonomy	146
The Letters of Jenny Gove Masterson	146
Heuristic Implications and Conclusion	148
WILLIAM SHELDON	148
Conclusion and Heuristic Implications	154
RAYMOND B. CATTELL	154
Conclusion and Heuristic Implications	159
HANS J. EYSENCK	160
Eysenck the Scientist	160
Eysenck the Critic	163
Eysenck the Humorist: On the Rat and	
the Couch	164
Conclusion and Heuristic Implications	167

CHAPTER 6	SOCIAL LEARNING THEORIES: DOLLARD AND MILLER, ROTTER, BANDURA, AND MISCHEL	170
JOHN DOLLARD AND NEAL MILLER		171
	Drive	172
	Cue	173
	Response	173
	Reward	173
	Conflict	174
	Conclusion and Heuristic Implications	175
	The Case of Mrs. A	177
	Analysis in Terms of Conflict, Repression, Reinforcement	179
JULIAN B. ROTTER		182
	Basic Concepts	183
	Predictive Formulas	185
	Minimal Goal Level and Generalized Expectancies	187
	Conclusion and Heuristic Implications	189
	Rotter's Theory and the Practice of Psychotherapy	190
	Depressive Behavior	190
ALBERT BANDURA		192
	Social Learning Theory	193
	Modeling, Observational, and Imitative Learning	194
	Following the Leader	196
	Cognitive Control of Behavior	197
	Conclusion and Heuristic Implications	197
WALTER MISCHEL		198
	Cognitive and Behavioral Construction	
	Competencies	199
	Encoding Strategies and Personal Constructs	200
	Behavioral Outcome and Stimulus Outcome Expectancies	200
	Subjective Stimulus Values	202
	Self-Regulatory Systems and Plans	202
	Conclusion and Heuristic Implications	203

CHAPTER 7 SELF-CONCEPTIONS OF PERSONALITY: KELLY AND THEORIES OF IMPLICIT PERSONALITY, ATTRIBUTION, AND EQUITY _____ **207**

GEORGE A. KELLY **208**

 The Individual as Scientist **209**

 Personal Constructs in the Context of One's Culture **214**

 The Role Construct Repertory Test (REP) and Psychotherapy **215**

 Concerns with Psychological Research **217**

 Conclusion and Heuristic Implications **218**

 Implicit Personality Theory **219**

 Self-Awareness and Implicit Personality Theory **223**

 Conclusion and Heuristic Implications **224**

 Attribution Theory **225**

 The Consequence of False Attributions **227**

 Conclusion and Heuristic Implications **228**

 Equity Theory **229**

 "Aw, That Didn't Feel that Bad!" **230**

 The Parent-Child Relationship **231**

 Evaluating the Behavior of Others When It Is Out of Role **233**

 Conclusion and Heuristic Implications **234**

PART THREE • PERSONALITY ASSESSMENT **241**

CHAPTER 8 CRITERIA FOR EVALUATING PERSONALITY TESTS _____ **243**

 The Use of Personality Tests **245**

 Methods of Validating Personality Tests **247**

 Methods of Demonstrating Reliability **250**

 Test-Retest Reliability **252**

 Split-Half Reliability **253**

 Inter-rater Reliability **253**

 Sources Influencing Test Responses **254**

Clinical versus Statistical Prediction	255
Current Issues	256
Research Example: The Mosher Guilt Scales	257
Conclusion and Heuristic Implications	258

CHAPTER 9	PERSONALITY TESTS _____	262
	Types of Personality Assessments	263
	Projective Tests	263
	Interviews	270
	Self-Report Tests	272
	Behavioral Assessment	275
	Unobtrusive Measures	276
	Conclusion and Heuristic Implications	276

PART FOUR • CURRENT RESEARCH TOPICS IN PERSONALITY 281

CHAPTER 10	TRAITS VERSUS SITUATIONS _____	283
	The Trait Approach	284
	The Significant Traits	285
	Trait Research	286
	Situationalism	287
	The Controversy	289
	The Solution: Interactionism	291
	Alternative Research Strategies	292
	Normative	298
	Ipsative	298
	Idiographic	299
	Heuristic Implications	299
	Conclusions	300
CHAPTER 11	SEX DIFFERENCES IN PERSONALITY _____	305
	Sex Differences	306
	Theories of Gender Differences in Personality	307
	Sex Differences in Personality	314
	Stereotypes about Sex Differences in Personality	318
	Heuristic Implications	324

	A Riddle	324
	Conclusion	325
CHAPTER 12	BIOLOGICAL APPROACHES TO PERSONALITY _____	331
	A Developmental Perspective	332
	Psychophysiological Devices in Personality Research	338
	Behavioral Genetics	341
	Behavioral Endocrinology: How Hormones Affect and Are Affected by Behavior	346
	Heuristic Implications	355
	Conclusion	355
NAME INDEX	361
SUBJECT INDEX	370