## **Contents**

## PART 1 The General Theory of Action

1	Some Fundamental Categories of the Theory of Action:	
	A GENERAL STATEMENT	3
	Talcott Parsons, Edward A. Shils, Gordon W. Allport, Clyde Kluckhohn, Henry A. Murray, Robert R. Sears, Richard C. Sheldon, Samuel A. Stouffer, Edward C. Tolman	
	(1) Introduction. (2) The frame of reference of the theory of action. (3) Some fundamentals of behavior psychology. (4) Inter- action and the development of personality. (5) Cultural aspects of action systems. (6) The social system. A note on the place of economic theory and political theory in the general theory of action.	
2	Some Observations on Theory in the Social Sciences Richard C. Sheldon	30
	<b>PART 2</b> Values, Motives, and Systems of Action Talcott Parsons, Edward A. Shils, with the assistance of James Olds	
In	ATRODUCTION	47
1	CATECORIES OF THE ORIENTATION AND ORGANIZATION OF ACTION . Action and its orientation. Components of the frame of reference of the theory of action. Commentary on the frame of reference. Classification of objects. Orientation to the situation. Dilemmas of orientation and the pattern variables. The definition of pattern variables. The interrelations of the pattern variables. Classification of need-dispositions and role-expectations. Classification of components of the object situation. The basic structure of the interactive relationship. The concept of system and the classification of types of systems.	53
2	Personality as a System of Action	110
	Motivational concepts. Need-dispositions. Functional prerequisites	

of the personality system. Learning processes and performance processes. The mechanisms. Subintegrations in the personality system. The articulation of personality and social systems. Needdispositions and role-expectations. Individuality. Deviance.

<b>3</b> Systems of Value-Orientation	159
The place of value-orientation patterns in the organization of culture. The classification of the elements of culture. Cognitive symbols. Expressive symbols. Evaluative symbols. Pattern con- sistency and sources of strain. The integration of systems of value- orientations into the social system. Systems of personal values. The problem of classification of value systems.	
4 THE SOCIAL SYSTEM	190
Major features and prerequisites. The foci of organization. The allocation of rewards. The integration of the social system. Classi- fication of social systems and their components: structural types. The content of roles. Integration: consensus and power. The analysis of social structure. Motivation and the dynamics of social process. The problem of social change.	
<b>5</b> Conclusion	234
Figures 1–15, Pages 247–275	
PART 3 A Psychological Model	
Edward C. Tolman	
1 INTRODUCTION	279
The independent variables. The dependent variable of behavior (action). Intervening variables. Postulated causal connections.	
<b>2</b> THE MODEL	285
Need system (A). Belief-value matrix (B). Behavior space (C). Locomotion in and resultant restructuring of the behavior space. Capacity and temperamental traits (T).	•
3 LEARNING AND THE PSYCHODYNAMIC MECHANISMS	303
4 FURTHER PROBLEMS CONNECTED WITH THE MODEL	319
The need system. Further problems concerning matrices and their effects upon the behavior space. The discourse use of symbols and social relationship units. Operational definitions.	
5 VALUE STANDARDS, PATTERN VARIABLES, SOCIAL ROLES, PERSONALITY	<b>34</b> 3
6 SUMMARY AND CONCLUSIONS	355
For psychology. For social science.	
Bibliography	360

## Contents

## PART 4 The Theory of Action and Its Application

1	PREJUDICE: A PROBLEM IN PSYCHOLOGICAL AND SOCIAL CAUSATION	365
	Gordon W. Allport	
	Is research on prejudice basic? Stimulus approach. The phenome- nological approach. Personality dynamics and structure: the func- tional significance of structure. Conformity. Socialization. The situational approach. Culture and subculture. The historical ap- proach. Conclusion. Bibliography.	
2	VALUES AND VALUE-ORIENTATIONS IN THE THEORY OF ACTION: AN EXPLORATION IN DEFINITION AND CLASSIFICATION	388
	Clyde Kluckhohn	
	Normative and existential propositions. Definition of value for the theory of action. Operational indices. Operations for the study of values. Toward a classification of values and value-orientations. Differentiation from related concepts.	
3	TOWARD A CLASSIFICATION OF INTERACTION	434
	Henry A. Murray	
	A few assumptions. Opinions unfavorable to the classification of tendencies (needs). Varieties of activities, actions, needful states. Debated issues and possible solutions. Criteria for the classifica- tion and discrimination of needs. Final suggestion. Bibliography.	
4	SOCIAL BEHAVIOR AND PERSONALITY DEVELOPMENT	465
	Robert R. Sears	
	Action. Monadic and dyadic units. Dynamics. Personality as antecedent. Personality Development. Bibliography.	
5	AN EMPIRICAL STUDY OF TECHNICAL PROBLEMS IN ANALYSIS OF ROLE OBLIGATION	479
	Samuel A. Stouffer	
	Role conflict and personality. Note on Lazarsfeld's latent distance	

scale as applied to role conflict data.