

Contents

Preface xv

PART I Introduction 1

CHAPTER 1 *Introduction to Personality Theory* 2

What Is Personality? 3

What Is a Theory? 4

↳ *Dimensions for a Concept of Humanity* 11

Research in Personality Theory 12

PART II Psychodynamic Theories 15

CHAPTER 2 *Freud: Psychoanalysis* 16

Biography of Sigmund Freud 17

Levels of Mental Life 23

Provinces of the Mind 27

Dynamics of Personality 31

Defense Mechanisms 34

Stages of Development 39

Applications of Psychoanalytic Theory 47

Related Research 53

Critique of Freud 55

↳ *Concept of Humanity* 58

CHAPTER 3 *Adler: Individual Psychology* 61

Biography of Alfred Adler 62

Introduction to Adlerian Theory 65

Striving for Success or Superiority 66

Subjective Perceptions 69

Unity and Self-Consistency of Personality 70

Social Interest 72

Style of Life 75

Creative Power 75

Abnormal Development 76

Applications of Individual Psychology 81

Related Research 86

Critique of Adler 88

↳ *Concept of Humanity* 90

CHAPTER 4 *Jung: Analytical Psychology* 92

Biography of Carl Jung 93

Levels of the Psyche 97

Dynamics of Personality 108

Psychological Types 109

Development of Personality 114

Jung's Methods of Investigation 117

Related Research 123

Critique of Jung 124

↳ *Concept of Humanity* 126

CHAPTER 5 *Klein: Object Relations Theory* 128

Biography of Melanie Klein 129

Introduction to Object Relations Theory 131

Psychic Life of the Infant 132

Positions 133

Psychic Defense Mechanisms 135

Internalizations 137

Later Views on Object Relations 140
 Psychotherapy 148
 Related Research 149
 Critique of Object Relations Theory 151
 ☛ *Concept of Humanity* 152

CHAPTER 6 *Horney: Psychoanalytic Social Theory* 154

Biography of Karen Horney 155
 Introduction to Psychoanalytic Social Theory 157
 Basic Hostility and Basic Anxiety 159
 Compulsive Drives 160
 Intrapsychic Conflicts 166
 Feminine Psychology 170
 Psychotherapy 171
 Related Research 172
 Critique of Horney 174
 ☛ *Concept of Humanity* 175

CHAPTER 7 *Fromm: Humanistic Psychoanalysis* 178

Biography of Erich Fromm 179
 Fromm's Basic Assumptions 182
 Human Needs 183
 The Burden of Freedom 187
 Character Orientations 189
 Personality Disorders 191
 Psychotherapy 193
 Fromm's Methods of Investigation 194
 Related Research 197
 Critique of Fromm 198
 ☛ *Concept of Humanity* 199

CHAPTER 8 *Sullivan: Interpersonal Theory* 202

Biography of Harry Stack Sullivan 203
 Tensions 206
 Dynamisms 208

Personifications 211
 Levels of Cognition 212
 Stages of Development 214
 Psychological Disorders 222
 Psychotherapy 223
 Related Research 224
 Critique of Sullivan 227
 ☛ *Concept of Humanity* 228

CHAPTER 9 *Erikson: Post-Freudian Theory* 231

Biography of Erik Erikson 232
 The Ego in Post-Freudian Psychology 235
 Stages of Psychosocial Development 238
 Erikson's Methods of Investigation 253
 Related Research 256
 Critique of Erikson 260
 ☛ *Concept of Humanity* 261

PART III Learning Theories 263

CHAPTER 10 *Skinner: Behavioral Analysis* 264

Biography of B. F. Skinner 265
 Precursors to Skinner's Scientific Behaviorism 268
 Scientific Behaviorism 269
 Conditioning 271
 The Human Organism 280
 The Unhealthy Personality 289
 Psychotherapy 291
 Related Research 292
 Critique of Skinner 294
 ☛ *Concept of Humanity* 295

CHAPTER 11 *Bandura: Social Cognitive Theory* 299

Biography of Albert Bandura 300
 Human Agency 302

Later Views on Object Relations 140
 Psychotherapy 148
 Related Research 149
 Critique of Object Relations Theory 151
 ☛ *Concept of Humanity* 152

CHAPTER 6 *Horney: Psychoanalytic Social Theory* 154

Biography of Karen Horney 155
 Introduction to Psychoanalytic Social Theory 157
 Basic Hostility and Basic Anxiety 159
 Compulsive Drives 160
 Intrapsychic Conflicts 166
 Feminine Psychology 170
 Psychotherapy 171
 Related Research 172
 Critique of Horney 174
 ☛ *Concept of Humanity* 175

CHAPTER 7 *Fromm: Humanistic Psychoanalysis* 178

Biography of Erich Fromm 179
 Fromm's Basic Assumptions 182
 Human Needs 183
 The Burden of Freedom 187
 Character Orientations 189
 Personality Disorders 191
 Psychotherapy 193
 Fromm's Methods of Investigation 194
 Related Research 197
 Critique of Fromm 198
 ☛ *Concept of Humanity* 199

CHAPTER 8 *Sullivan: Interpersonal Theory* 202

Biography of Harry Stack Sullivan 203
 Tensions 206
 Dynamisms 208

Personifications 211
 Levels of Cognition 212
 Stages of Development 214
 Psychological Disorders 222
 Psychotherapy 223
 Related Research 224
 Critique of Sullivan 227
 ☛ *Concept of Humanity* 228

CHAPTER 9 *Erikson: Post-Freudian Theory* 231

Biography of Erik Erikson 232
 The Ego in Post-Freudian Psychology 235
 Stages of Psychosocial Development 238
 Erikson's Methods of Investigation 253
 Related Research 256
 Critique of Erikson 260
 ☛ *Concept of Humanity* 261

PART III Learning Theories 263

CHAPTER 10 *Skinner: Behavioral Analysis* 264

Biography of B. F. Skinner 265
 Precursors to Skinner's Scientific Behaviorism 268
 Scientific Behaviorism 269
 Conditioning 271
 The Human Organism 280
 The Unhealthy Personality 289
 Psychotherapy 291
 Related Research 292
 Critique of Skinner 294
 ☛ *Concept of Humanity* 295

CHAPTER 11 *Bandura: Social Cognitive Theory* 299

Biography of Albert Bandura 300
 Human Agency 302

Reciprocal Determinism	303
Self System	306
Learning	317
Dysfunctional Behavior	320
Therapy	322
Related Research	323
Critique of Bandura	325
☛ <i>Concept of Humanity</i>	326

CHAPTER 12 *Rotter and Mischel: Cognitive Social Learning Theory* 330

Biography of Julian Rotter	331
Introduction to Rotter's Social Learning Theory	332
Predicting Specific Behaviors	333
Predicting General Behaviors	337
Maladaptive Behavior	345
Psychotherapy	346
Introduction to Mischel's Cognitive-Affective Personality System	349
Biography of Walter Mischel	349
Background of the Cognitive-Affective Personality System	351
Cognitive-Affective Personality System	353
Related Research	359
Critique of Cognitive Social Learning Theory	363
☛ <i>Concept of Humanity</i>	364

PART IV Dispositional Theories 367

CHAPTER 13 *Cattell and Eysenck: Trait and Factor Theories* 368

Biography of Raymond B. Cattell	369
Basics of Factor Analysis	371
Introduction to Cattell's Trait Theory	374
Source Traits	376
Personality Traits	377
Dynamic Traits	382

Genetic Basis of Traits	386
Introduction to Eysenck's Factor Theory	387
Biography of Hans J. Eysenck	388
Measuring Personality	391
Dimensions of Personality	393
Related Research	401
Critique of Trait and Factor Theories	404
☛ <i>Concept of Humanity</i>	405

CHAPTER 14 *Allport: Psychology of the Individual* 407

Biography of Gordon Allport	408
Allport's Approach to Personality	410
Personality Defined	411
Structure of Personality	412
Motivation	415
The Psychologically Healthy Personality	420
The Study of the Individual	422
Related Research	426
Critique of Allport	428
☛ <i>Concept of Humanity</i>	430

PART V Humanistic/Existential Theories 433

CHAPTER 15 *Kelly: Psychology of Personal Constructs* 434

Biography of George Kelly	435
Kelly's Philosophical Position	437
Personal Constructs	439
Applications of Personal Construct Theory	448
Related Research	453
Critique of Kelly	456
☛ <i>Concept of Humanity</i>	457

CHAPTER 16 *Rogers: Person-Centered Theory* 460

Biography of Carl Rogers	461
Person-Centered Theory	465

Psychotherapy 473	Background of Existentialism 528
The Person of Tomorrow 480	The Case of Philip 532
Philosophy of Science 481	Anxiety 533
The Chicago Study 482	Guilt 535
Related Research 485	Intentionality 536
Critique of Rogers 488	Care, Love, and Will 536
☛ <i>Concept of Humanity</i> 489	Freedom and Destiny 539
CHAPTER 17 <i>Maslow: Holistic-Dynamic Theory</i> 492	The Power of Myth 542
Biography of Abraham H. Maslow 493	Psychopathology 543
Maslow's View of Motivation 497	Psychotherapy 544
Self-Actualization 505	Related Research 545
Philosophy of Science 514	Critique of May 548
Measuring Self-Actualization 514	☛ <i>Concept of Humanity</i> 549
The Jonah Complex 516	
Psychotherapy 517	<i>Glossary</i> G-1
Related Research 517	<i>References</i> R-1
Critique of Maslow 519	<i>Credits</i> C-1
☛ <i>Concept of Humanity</i> 521	<i>Name Index</i> NI-1
	<i>Subject Index</i> SI-1
CHAPTER 18 <i>May: Existential Psychology</i> 524	
Biography of Rollo May 525	