

CONTENTS

Preface to the Seventh Edition xi A Note to Our Readers xv

PART 1

CHAPTER ONE

Introduction

The Study of Personality: Assessment, Research, and Theory

The Study of Personality 4
The Place of Personality in the History of Psychology
Definitions of Personality 8
Gender and Ethnic Issues in Personality 10
Assessment in the Study of Personality 13
Research in the Study of Personality 25
Theory in the Study of Personality 31
Questions About Human Nature 34
Chapter Summary 37
Review Questions 39
Suggested Readings 40

PART 2
CHAPTER
TWO

The Psychoanalytic Approach

Sigmund Freud

The Life of Freud (1856–1939) 44
Instincts: The Propelling Forces of the Personality 49
The Levels of Personality 51
The Structure of Personality: Id, Ego, and Superego 52

vi

n - 2	The Neopsychoanalytic Approach	89
PART 3 CHAPTER THREE	Carl Jung The Life of Jung (1875–1961) 92 Psychic Energy 95 The Systems of Personality 97 The Development of the Personality 104 Questions About Human Nature 107 Assessment in Jung's Theory 109 Research in Jung's Theory 111 A Final Commentary 115 Chapter Summary 116 Review Questions 117 Suggested Readings 118	91
CHAPTER FOUR	Alfred Adler The Life of Adler (1870–1937) 121 Inferiority Feelings: The Source of Human Striving 123 Striving for Superiority or Perfection 125 Style of Life 127 Social Interest 128 Birth Order 129 Questions About Human Nature 132 Assessment in Adler's Theory 133 Research in Adler's Theory 136 A Final Commentary 141 Chapter Summary 144 Review Questions 145 Suggested Readings 145	120

C	H	A	P	TE	R
		F	IV	E	

Karen Horney

The Life of Horney (1885–1952) 148 The Childhood Need for Safety 151

Basic Anxiety: The Foundation of Neurosis 153

Neurotic Needs 154 Neurotic Trends 155 The Idealized Court

The Idealized Self-Image 157 Feminine Psychology 159

Cultural Influences on Feminine Psychology 162

Questions About Human Nature 162 Assessment in Horney's Theory 163 Research in Horney's Theory 164

A Final Commentary 166 Chapter Summary 167 Review Questions 168 Suggested Readings 169

CHAPTER SIX

Erich Fromm

The Life of Fromm (1900-1980) 171

Freedom versus Security: The Basic Human Dilemma 173

Personality Development in Childhood 176

The Basic Psychological Needs 177

The Productive and Nonproductive Character Types 179

Questions About Human Nature 183 Assessment in Fromm's Theory 184 Research in Fromm's Theory 184

A Final Commentary 186 Chapter Summary 187 Review Questions 188 Suggested Readings 188

CHAPTER

Henry Murray

The Life of Murray (1893–1988) 190

The Principles of Personology 193

The Divisions of Personality 194

Needs: The Motivation of Behavior 195 Personality Development in Childhood 198

Questions About Human Nature 200

Assessment in Murray's Theory 201

Research in Murray's Theory 202

A Final Commentary 205

Chapter Summary 206

147

170

189

	Review Questions 207 Suggested Readings 207	
PART 4	The Life-Span Approach	209
CHAPTER	Erik Erikson The Life of Erikson (1902–1994) 212 Psychosocial Stages of Development and Basic Strengths 214 Basic Weaknesses 221 Questions About Human Nature 222 Assessment in Erikson's Theory 224 Research in Erikson's Theory 225 A Final Commentary 236 Chapter Summary 238 Review Questions 239 Suggested Readings 239	211
PART 5	The Trait Approach: The Genetics of Personality	241
CHAPTER	Gordon Allport The Life of Allport (1897–1967) 244 The Nature of Personality 246 Personality Traits 248 Personality and Motivation 249 Personality Development in Childhood: The Unique Self 251 The Healthy Adult Personality 254 Questions About Human Nature 255 Assessment in Allport's Theory 256 Research in Allport's Theory 258 A Final Commentary 260 Chapter Summary 261 Review Questions 262 Suggested Readings 262	243
CHAPTER TEN	Raymond Cattell, Hans Eysenck, and Other Trait Theorists The Life of Cattell (1905–1998) 265 Cattell's Approach to Personality Traits 267 Source Traits: The Basic Factors of Personality 269 Dynamic Traits: The Motivating Forces 270 The Influences of Heredity and Environment 272	264

Stages of Personality Development 272

Questions About Human Nature 274
Assessment in Cattell's Theory 275
Research in Cattell's Theory 278
A Commentary on Cattell 279
Behavioral Genetics 280
Hans Eysenck (1916-1997) 280
The Dimensions of Personality 280
Robert McCrae and Paul Costa: The Five-Factor Model 284
Arnold Buss and Robert Plomin: The Temperament Theory 288
A Final Commentary 292
Chapter Summary 293
Review Questions 294
Suggested Readings 294

The Humanistic Approach	297
Abraham Maslow The Life of Maslow (1908–1970) 300 Personality Development: The Hierarchy of Needs 302 The Study of Self-Actualizers 308 Questions About Human Nature 314	299
Assessment in Maslow's Theory 315 Research in Maslow's Theory 316 A Final Commentary 319 Chapter Summary 320 Review Questions 321 Suggested Readings 322	
Carl Rogers The Life of Rogers (1902–1987) 324 The Importance of the Self 326 The Actualization Tendency 327 The Experiential World 328 The Development of the Self in Childhood 328 Characteristics of Fully Functioning Persons 331	323
	Abraham Maslow The Life of Maslow (1908–1970) 300 Personality Development: The Hierarchy of Needs 302 The Study of Self-Actualizers 308 Questions About Human Nature 314 Assessment in Maslow's Theory 315 Research in Maslow's Theory 316 A Final Commentary 319 Chapter Summary 320 Review Questions 321 Suggested Readings 322 Carl Rogers The Life of Rogers (1902–1987) 324 The Importance of the Self 326 The Actualization Tendency 327 The Experiential World 328 The Development of the Self in Childhood 328

Assessment in Rogers's Theory 335 Research in Rogers's Theory 337

A Final Commentary 340 Chapter Summary 341 Review Questions 342 Suggested Readings 343

PART 7	The Cognitive Approach	345
CHAPTER THIRTEEN	George Kelly The Role of Cognitive Processes 348 The Life of Kelly (1905–1967) 349 Personal Construct Theory 351 Anticipating Life Events 352 Questions About Human Nature 358 Assessment in Kelly's Theory 359 Research in Kelly's Theory 363 A Final Commentary 365 Chapter Summary 366 Review Questions 367	347
	Suggested Readings 368	
PART 8	The Behavioral Approach	
CHAPTER	B. F. Skinner	369
FOURTEEN	Rats, Pigeons, and an Empty Organism 372 The Life of Skinner (1904-1990) 373 Reinforcement: The Basis of Behavior 375 Schedules of Reinforcement 379 Successive Approximation: The Shaping of Behavior Superstitious Behavior 382 The Self-Control of Behavior 383 Applications of Operant Conditioning 384 Questions About Human Nature 386 Assessment in Skinner's Theory 387 Research in Skinner's Theory 390 A Final Commentary 391 Chapter Summary 392 Review Questions 393 Suggested Readings 394	371
PART 9	The Social-Learning Approach	
CHAPTER	Albert Bandura	395
	The Life of Bandura (1925–) 398 Modeling: The Basis of Observational Learning 399 Observational Learning Processes 403 The Self 406	<i>397</i>

Developmental Stages of Modeling and Self-Efficacy Behavior Modification 410 Questions About Human Nature 414 Assessment in Bandura's Theory 415 Research in Bandura's Theory 415 A Final Commentary 420 Chapter Summary 420 Review Questions 421 Suggested Readings 422	409
Julian Rotter The Life of Rotter (1916-) 424 Social-Learning Theory 425 Primary Concepts 426 Breader Concepts 429	

CHAPTER

The Life of Rotter (1916—) 424
Social-Learning Theory 425
Primary Concepts 426
Broader Concepts 429
Psychological Needs 430
Locus of Control 431
Interpersonal Trust 433
Questions About Human Nature 434
Assessment in Rotter's Theory 435
Research in Rotter's Theory 436
A Final Commentary 439
Chapter Summary 439
Review Questions 440
Suggested Readings 441

PART 10	The Limited-Domain Approach
CHAPTER SEVENTEEN	Limited-Domain Theories of Personality David McClelland: The Need for Achievement 446 Marvin Zuckerman: Sensation Seeking 455 Martin E. P. Seligman: Learned Helplessness 461 Chapter Summary 472 Review Questions 473 Suggested Readings 474

CH	A	PT	E	R		
	E	IG	H	TE	E	N

Personality in Perspective The Genetic Factor 476

The Environmental Factor 477

4

44.

Characany 4.57

Kamananian 4.00

Andhar Indox 5.27

Shither Indox 5.33