# Contents

1. Basic Issues: How to Approach the Study of Personality Theories 1
   - A Useful Metaphor: The Mask and the Person Beneath 1
   - Beginning the Study of Personality: A Personal Note 2
   - One Truth or Many Perspectives? 3
   - Personality Theories as Creative Solutions to Personal Problems 5
   - What About Abnormal Psychology? 6
   - Personology Or Personality Theory? 8
   - Impact of Culture and Society 9
   - Three Major Tools for Evaluating Personality Theories 10
   - Additional Dimensions of Personality Theories 12
   - Some Welcoming Words 14
   - For Further Reading 14
   - Glossary 14

2. Sigmund Freud / Psychoanalysis: The Clinical Evidence 15
   - About Freud’s Clinical Psychoanalysis 15
     - A Personal Aside: Why Study Freud’s Ideas? 16
     - The Hysterical Neurosis of Bertha Pappenheim 17
     - “Clouds”: Self-Induced Hypnosis 19
     - Hypnosis and Hysteria: From Pathology to Cure 24
     - Frau Emmy Von N. 28
     - First Clue in the Discovery of Free Association: Freud Learns to Listen 30
     - The Theoretical Yield from Frau Emmy’s Therapy 32
     - The Evolution of Method: Fraulein Von R. 33
     - Second Clue to the Free Association Method: The Pressure or Concentration Technique 34
     - The Theoretical Yield from Fraulein Ilona Weiss’s Therapy 39
     - A Final Clue to the Free Association Method 41

3. Sigmund Freud / Psychoanalysis: The Dynamic Model of the Mind 74
   - About Freud’s Model of the Mind 74
     - Dreams as Wish Fulfillment 75
     - Personal Sources: Freud’s Father and Mother Dreams 76
     - Manifest and Latent Dream Content: The Mask 80
     - Four Processes of Dream Work 81
     - Study of the Dream: Theoretical Yield 84
     - The Reality Principle 88
     - The Meanings of the Unconscious in Psychoanalysis 89
     - Metapsychology of Repression 91
     - Instincts of the Unconscious 93
     - Characteristics of Instincts 93
     - Dualistic Division of the Instincts: Hunger versus Love 94
     - Behaviors Beyond the Pleasure Principle: The Clinical Evidence 97
     - Reduction of the Pleasure Principle to a Pleasure “Tendency” 98
     - Revision of Instinct Theory: Eros and Death 100
     - The Final Structural Model of the Mind 103
   The Id 104
7. Melanie Klein & Donald W. Winnicott /
The Psychoanalytic Heritage:
Object Relations Theories 208

About Object Relations Theories 208

MELANIE KLEIN
What are Psychoanalytic Object Relations Theories? 209
Psychoanalysis as Pedagogy: Educating Erich 209
Klein's Discovery of “Phantasy” 209
Development of the Object World 211
Infantile Sadism and the Oedipus Complex 212
How It All Turns Out: Klein's First Theory of the Superego 215
Anxiety: First Modifications of Klein’s Developmental Theory 217
Hate Versus Guilt: Repairing the Ravages of Sadism 219
Paranoic and Depressive Positions: Klein's First Theory 220
Manic and Depressive Positions in Adult Psychopathology 221
Love, Guilt, and Reparation 224
Projection + Identification = Splitting Revisited 225
Reparation: The Link between Positions 229
Envy and Gratitude: The Most Deadly of Sins 232
Some Personal Sources of Klein's Vision of the Infant's World 234
A Final Word on Melanie Klein 237

D. W. WINNICOTT
A Commonsensical and Creative Child Analyst 237
Unconventional Psychoanalysis: The Pediatric Consultation Model 240
Early Theory: The Kleinian Influence 245
Primitive Personality Development:
Winnicott Style 247
Environmental Emphasis: “There’s No Such Thing as a Baby” 249
Exploring Deeper Questions 257
Personal Sources from Winnicott’s Childhood 258
A Final Word on D. W. Winnicott 261

8. Erik Homburger Erikson /
Psychoanalytic Ego Psychology:
The Centrality of Identity 267

About Erikson's Ego Psychology 267
Identity's Architect 268
Life History Sources of the Identity Hypothesis 270
Clinical Sources of the Identity Hypothesis: War Veterans 271
Anthropological Sources of the Identity Hypothesis: The Oglala Sioux 273
The Ego Identity Hypothesis and Psychoanalytic Theory 274
Psychosocial Development:
An Epigenetic Sequence 275
Viewing Erikson's Epigenetic Theory of Identity Formation 276
The Life Cycle: Eight Stages of Human Development 278
Acquiring a Sense of Trust versus Mistrust: Hope 280
Acquiring a Sense of Autonomy versus Shame and Doubt: Will 281
Acquiring a Sense of Initiative versus Guilt: Purpose 283
Acquiring a Sense of Industry versus Inferiority: Competence 284
Acquiring a Sense of Identity versus Role Confusion: Fidelity 285
Acquiring a Sense of Intimacy versus Isolation: Love 287
Acquiring a Sense of Generativity versus Stagnation: Care 288
Acquiring Ego Integrity versus Despair: Wisdom 289
Applying Erikson’s Stage Theory 291
Some Concluding Remarks on Erikson 291
Evaluating Erik Erikson 292
A Final Word on Erik Erikson 293
For Further Reading 294
Glossary 294
13. Abraham Maslow & Carl Rogers / Humanistic Self-Actualization Theory 402

ABRAHAM MASLOW
What About the Healthy Personality and the Striving for Full Self-Realization? 403
The Origin of Maslow’s Interest in Psychological Health 404
Personal Sources of the Hypothesis: “In Pursuit of Angels” 406
Characteristics of Self-Actualizing Persons 408
Learning from Critical Mentor Figures 410
The Hierarchy of Needs: From Deficiency to Growth Motivation and Self-Actualization 410
Beyond Self-Actualization: The B-Values 419
Humanistic Psychology: The Third Force 421

CARL ROGERS
A Harbinger of Things to Come 422
Rogers’ Theory of Personality and Behavior 423
Psychotherapist as Self-Actualization Facilitator 426
Development of the Nondirective Viewpoint 428
Personal Sources of Rogers’ Emphasis on Freedom and Self-Worth 430
Early Nondirective View: Too Much Freedom 433
Client-Centered Therapy: Empathic Understanding 434
Experiential Therapy: The Conditions of Personality Change 434
Personality Changes Evoked by the Therapeutic Relationship 436
The Fully Functioning Person: Ideal Mental Health 437
Rogers’ Model of Development 438
The Importance of Approval 438
Incongruence between Self and Experience 440
Personality Disorganization 440
Some Criticisms of Rogers’ Approach 441
Operationalizing the Concept of Self: Q-Sort Methodology 441

Evaluating Abraham Maslow and Carl Rogers 443
For Further Reading 445
Glossary 446

14. George A. Kelly / Personal Construct Theory 449

About George A. Kelly’s Personal Construct Theory 449
Uncovering a Person’s Constructs of Personality 450
Grid Form of the Rep Test: A Person’s Own Personality Theory 452
Kelly: The Inventive Psychological Tinkerer 455
Each Person is a Scientist 457
Kelly’s Fundamental Postulate and 11 Corollaries 457
Construction and Individuality Corollaries: The Person as a Process 458
Hierarchy of Experience: Organization and Dichotomy Corollaries 458
Choice, Range, and Experience Corollaries: Limitations of Anticipation 459
Modulation and Fragmentation Corollaries: Variation versus Stability 460
Commonality and Sociality Corollaries: Shared Experience 461
The Mask Metaphor Again 462
The CPC Cycle: Circumspection, Preemption, and Control/Choice 463
Some Traditional Personality Variables as Kelly Recast Them 466
Evaluating Kelly’s Personal Construct Theory 468
Summary 469
For Further Reading 470
Glossary 470

15. Albert Bandura / Social Cognitive Theory 472

About Social Cognitive Theory 472
Misconstrued as a Behaviorist 473
What About Bandura’s Own Life? 480
Developmental Phases of Self-Efficacy 481
Selective Activation of Self-Controls 488
Bandura’s Model of Anxiety and Repression 489
xviii Contents

Does Chance Play a Role in Life? 491
Bandura’s Theories and Today’s World 492
Evaluating the Approach of Bandura 492
Summary 493
For Further Reading 494
Glossary 494

16. Hans Eysenck
Biologically Based Typology 496

About Eysenck’s Biologically Based Typology 496

Research Psychologist as Scientist and a Bit of a Maverick 497
Childhood Sources of Eysenck’s Intellectual Independence 497
Early Descriptive Researches:
Introversion-Extroversion and Neuroticism 501
Historical Antecedents of Introversion-Extroversion Dimensions 503
Pavlov’s Dogs:
Excitation-Inhibition Temperaments 504
Hull’s Drive Theory: Individual Differences in Performance 509
Individual Differences and Eysenck’s Typology 510
Arousalability and the Ascending Reticular Activation System (ARAS) 512
Translation of Excitation-Inhibition into Arousal Concepts 514
A Direct Test of the Arousal Theory: Stimulant and Depressant Drugs 519
Acquisition of Neurosis: The Socialization of Introverts and Extroverts 519
Psychoticism: Psychiatric Diagnosis Revisited 521
Psychoticism, Crime, and Genetics 522
The “Big Five”: A Model Based on Factor Analysis 526
Evaluating Eysenck’s Typology 528
Summary 529

17. Edward O. Wilson
Evolutionary Psychology 534

About Evolutionary Psychology 534

The Roots of a Naturalist 535
Encountering Lorenz and His Ideas 538
Darwin’s (and Wallace’s) Theory of Natural Selection 539
Wilson Encounters Hamilton’s Ideas 541
From Insect Societies to Sociobiology to Human Nature 542
Evolutionary Concepts in Classical Personality Theories 544
Further Developments in Evolutionary Psychological Thinking 549
Human Nature Does Exist 553
Evolutionary Psychology from a Broader, More Objective Perspective 554
Some Misconceptions About Evolutionary Psychology 555
How Might an Evolutionary Psychologist Proceed? 557
An Actual Example—Not of Postdiction, but of Prediction—Sort of 558
Evolutionary Psychology and Psychopathology 561
A Final Word on Evolutionary Psychology 562
Summary 564
For Further Reading 564
Glossary 565

Bibliography 567
Photo Credits 585
Name Index 587
Subject Index 591