# Brief Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preface to Third Edition</td>
<td>xiii</td>
</tr>
<tr>
<td>Preface to Second Edition</td>
<td>xiv</td>
</tr>
<tr>
<td>Preface to First Edition</td>
<td>xv</td>
</tr>
<tr>
<td>Acknowledgments</td>
<td>xvii</td>
</tr>
<tr>
<td>About the Author</td>
<td>xviii</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Title</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>CHAPTER 1</td>
<td>Introducing Individual Differences – From Everyday to Psychological Questions</td>
<td>1</td>
</tr>
<tr>
<td>CHAPTER 2</td>
<td>Personality, Part I</td>
<td>23</td>
</tr>
<tr>
<td>CHAPTER 3</td>
<td>Personality, Part II – Validating Personality Traits</td>
<td>61</td>
</tr>
<tr>
<td>CHAPTER 4</td>
<td>Psychopathology</td>
<td>109</td>
</tr>
<tr>
<td>CHAPTER 5</td>
<td>Intelligence, Part I</td>
<td>145</td>
</tr>
<tr>
<td>CHAPTER 6</td>
<td>Intelligence, Part II – Validating Intelligence and Correlates of IQ (Causes and Consequences)</td>
<td>175</td>
</tr>
<tr>
<td>CHAPTER 7</td>
<td>Behavioral Genetics</td>
<td>205</td>
</tr>
<tr>
<td>CHAPTER 8</td>
<td>Beyond IQ – Theories of Hot Intelligence</td>
<td>239</td>
</tr>
<tr>
<td>CHAPTER 9</td>
<td>Mood and Motivation</td>
<td>269</td>
</tr>
<tr>
<td>CHAPTER 10</td>
<td>Creativity</td>
<td>303</td>
</tr>
<tr>
<td>CHAPTER 11</td>
<td>Leadership</td>
<td>337</td>
</tr>
<tr>
<td>CHAPTER 12</td>
<td>Vocational Interests</td>
<td>369</td>
</tr>
<tr>
<td>Glossary</td>
<td></td>
<td>391</td>
</tr>
<tr>
<td>References</td>
<td></td>
<td>399</td>
</tr>
<tr>
<td>Index</td>
<td></td>
<td>447</td>
</tr>
</tbody>
</table>
CHAPTER 3  Personality, Part II – Validating Personality Traits  
3.1  Introduction  
3.2  Testing Personality Theories  
3.3  Personality and Social Behavior  
3.4  Personality and Romantic Relationships  
3.5  Personality and Performance  
3.6  Personality and Health  
3.7  Personality and Happiness  
3.8  The Dark Side of Personality  
3.9  Current Developments Outside The Dispositional Paradigm  
3.10  Summary and Conclusions  

CHAPTER 4  Psychopathology  
4.1  Introduction  
4.2  Defining Abnormality  
4.3  Historical Roots of Psychopathology  
4.4  Modern Approaches to Psychopathology  
4.5  Integrative Approaches to Psychopathology: The Biopsychosocial Model  
4.6  Diagnosis: Classifying Psychological Disorders  
4.7  Major Psychological Disorders  
4.8  Criticisms of The Diagnostic Approach  
4.9  Dimensional View of Psychopathology and Personality Disorders  
4.10  Summary and Conclusions  

CHAPTER 5  Intelligence, Part I  
5.1  Introduction  
5.2  Defining Intelligence  
5.3  History of Intelligence Testing  
5.4  Cattell’s Theory of Fluid and Crystallized Intelligence  
5.5  Genetic vs. Environmental Causes of Intelligence  
5.6  Piaget and The Developmental Theory of Cognitive Ability  
5.7  The Great Debate: g vs. Multiple Abilities  
5.8  Summary and Conclusions  

CHAPTER 6  Intelligence, Part II – Validating Intelligence and Correlates of IQ (Causes and Consequences)  
6.1  Introduction  
6.2  Wechsler’s IQ Scale  
6.3  Intelligence at School and University: Educational Outcomes  
6.4  In The Job: Occupational Outcomes of Intelligence  
6.5  Intelligence, Longevity, and Health  

6.6 Intelligence and Social Class 189
6.7 Race and Sex Differences in IQ: Facts, Controversies, and Implications 193
6.8 Sex Differences in IQ 195
6.9 Even More Basic: Decomposing Intelligence 200
6.10 Summary and Conclusions 203

CHAPTER 7 Behavioral Genetics 205
7.1 Introduction 206
7.2 Early Foundations of Behavioral Genetics 207
7.3 DNA: Some Background 208
7.4 The Power of Genes: Recent Evidence for the Heritability of Intelligence 211
7.5 Intelligence and Assortative Mating 213
7.6 The Importance of the Environment 214
7.7 Biological Effects on Intelligence: Why Do They Increase Across the Lifespan? 216
7.8 Genetic Causes of Personality Traits 221
7.9 Genetic Basis of Maladaptive Behaviors 225
7.10 Personality and Intelligence: Interplay Between Environment and Genes? 227
7.11 Implications for Upbringing and Education 228
7.12 Contradicting Genetics: The Flynn Effect 229
7.13 Evolutionary Psychology 234
7.14 Summary and Conclusions 237

CHAPTER 8 Beyond IQ – Theories of Hot Intelligence 239
8.1 Introduction 240
8.2 Streetwise Rather than Book Smart 241
8.3 Early Beginnings: Thorndike’s Social Intelligence 243
8.4 Theoretical Importance of Social Intelligence 248
8.5 Early Problems 249
8.6 Recent Approaches: From Multidimensionality to Implicit Theories 253
8.7 Emotional Intelligence 255
8.8 Debate and Controversy Surrounding Emotional Intelligence 258
8.9 Origins and Measurement Problems of EQ 260
8.10 Trait Emotional Intelligence: Emotional Self-Efficacy 261
8.11 Practical Intelligence 265
8.12 Summary and Conclusions 266

CHAPTER 9 Mood and Motivation 269
9.1 Introduction 270
9.2 Beyond or Underneath Traits 271
9.3 Defining Motivation 272
# CONTENTS

9.4 From Biological Reflexes to Psychological Self-Realization 277  
9.5 Mood States 293  
9.6 Structure of Mood 295  
9.7 Situational Determinants of Mood 296  
9.8 Dispositional Influences on Mood States 297  
9.9 Integrative and Recent Approaches to Mood States 298  
9.10 Summary and Conclusions 299  

## CHAPTER 10 Creativity  
10.1 Introduction 304  
10.2 Definitions and Conceptualizations of Creativity 305  
10.3 Creativity Across Different Psychological Paradigms 308  
10.4 Differential Approaches to Creativity 312  
10.5 Creativity and Intelligence 314  
10.6 Creativity and Personality Traits 322  
10.7 Testing Creativity 330  
10.8 Creativity In Different Fields (From Arts to Science) 333  
10.9 Summary and Conclusions 334  

## CHAPTER 11 Leadership  
11.1 Introduction 338  
11.2 Approaches to Leadership 339  
11.3 Behavioral Approaches: Leadership Styles 355  
11.4 Leadership and Gender 364  
11.5 Summary and Conclusions 366  

## CHAPTER 12 Vocational Interests  
12.1 Introduction 370  
12.2 Approaches to Vocational Interests 371  
12.3 Linking Theory and Practice 373  
12.4 Stability of Interests: Evidence for Dispositional Nature 374  
12.5 Gender Differences in Vocational Interests 376  
12.6 Person–Environment Fit 380  
12.7 Holland’s RIASEC Typology 380  
12.8 Prediger’s Three-Factor Model 384  
12.9 Holland and The Big Five 385  
12.10 Circumscription and Compromise: Gottfredson’s Theory 386  
12.11 Trait Complexes and Interests 387  
12.12 Summary and Conclusions 389  

Glossary 391  
References 399  
Index 447