CONTENTS

Preface

1 PERSONALITY THEORY: FROM EVERYDAY OBSERVATIONS TO SYSTEMATIC THEORIES 1

Questions to be Addressed in this Chapter, 2
Defining Personality, 3
Why Study Personality?, 4
Three Goals for the Personality Theorist, 5
Answering Questions about Persons Scientifically: Understanding Structures,
Processes, Development, and Therapeutic Change, 8
Important Issues in Personality Theory, 15
Evaluating Personality Theories, 21
The Personality Theories: An Introduction, 22
Major Concepts, 25
Review, 25

2 THE SCIENTIFIC STUDY OF PEOPLE 27

Questions to be Addressed in this Chapter, 28
The Data of Personality Psychology, 29
Contemporary Developments in Personality Research: Social Media
and Language-Based Assessments 30
Goals of Research: Reliability, Validity, Ethical Behavior, 37
Three General Strategies of Research, 39
Personality Theory and Personality Research, 50
Personality Assessment and the Case of Jim, 51
Major Concepts, 52
Review, 52

3 A PSYCHODYNAMIC THEORY: FREUD’S PSYCHOANALYTIC
THEORY OF PERSONALITY 53

Questions to be Addressed in this Chapter, 54
Sigmund Freud (1856–1939): A View of the Theorist, 54
Freud’s View of the Person, 56
Freud’s View of the Science of Personality, 60
Freud's Psychoanalytic Theory of Personality, 60
Major Concepts, 84
Review, 84
4 Freud’s Psychoanalytic Theory: Applications, Related Theoretical Conceptions, and Contemporary Research 85

Questions to be Addressed in this Chapter, 86
Psychodynamic Personality Assessment: Projective Tests, 86
Psychopathology, 91
Psychological Change, 95
The Case of Jim, 100
Related Theoretical Conceptions, 102
Contemporary Developments in Personality Theory: Neuropsychoanalysis, 116
Critical Evaluation, 121
Major Concepts, 125
Review, 125

5 A Phenomenological Theory: The Personality Theory of Rogers 127

Questions to be Addressed in this Chapter, 128
Carl R. Rogers (1902–1987): A View of the Theorist, 128
Rogers’s View of the Person, 130
Rogers’s View of the Science of Personality, 132
The Personality Theory of Carl Rogers, 133
Major Concepts, 146
Review, 146

6 Rogers’s Phenomenological Theory: Applications, Related Theoretical Conceptions, and Contemporary Research 147

Questions to be Addressed in this Chapter, 148
Clinical Applications, 148
The Case of Jim, 155
Related Conceptions: Human Potential, Positive Psychology, and Existentialism, 156
Developments in Research: The Self and Authenticity, 163
Contemporary Developments in Personality Theory: Personality Systems Interaction Theory and the Integrated Self, 170
Personality Systems Interaction Theory, 171
Illustrative Research, 174
Implications for Rogers’s Self Theory of Personality, 174
Critical Evaluation, 175
Major Concepts, 179
Review, 179
7 Trait Theories of Personality: Allport, Eysenck, and Cattell 180

Questions to be Addressed in this Chapter, 181
A View of the Trait Theorists, 182
Trait Theory’s View of the Person, 182
Trait Theory’s View of the Science of Personality, 183
Trait Theories of Personality: Basic Perspectives Shared by Trait Theorists, 185
The Trait Theory of Gordon W. Allport (1897–1967), 186
Identifying Primary Trait Dimensions: Factor Analysis, 189
The Factor-Analytic Trait Theory of Raymond B. Cattell (1905–1998), 191
Major Concepts, 204
Review, 204

8 Trait Theory: The Five-Factor Model and Contemporary Developments 205

Questions to be Addressed in this Chapter, 206
On Taxonomies of Personality, 206
The Five-Factor Model of Personality: Research Evidence, 207
Five-Factor Theory, 218
Maybe We Missed One? The Six-Factor Model, 220
Cross-cultural Research: Are the Big Five Dimensions Universal?, 221
Contemporary Developments in Trait Theory: Reinforcement Sensitivity Theory, 224
The Case of Jim—Factor-Analytic Trait-Based Assessment, 230
The Person-Situation Controversy, 233
Critical Evaluation, 236
Major Concepts, 240
Review, 240

9 Biological Foundations of Personality 241

Questions to be Addressed in this Chapter, 242
Temperament, 243
Evolution, Evolutionary Psychology, and Personality, 248
Genes and Personality, 255
Mood, Emotion, and the Brain, 266
Plasticity: Biology as Both Cause and Effect, 270
Neuroscientific Investigations of “Higher-Level” Psychological Functions, 271
Summary, 272
Major Concepts, 272
Review, 272
## Contents

### 10 Behaviorism and The Learning Approaches To Personality 273

- Questions to be Addressed in this Chapter, 274
- Behaviorism’s View of the Person, 274
- Behaviorism’s View of the Science of Personality, 275
- Watson, Pavlov, and Classical Conditioning, 278
- Skinner’s Theory of Operant Conditioning, 288
- Critical Evaluation, 297
- Major Concepts, 300
- Review, 300

### 11 A Cognitive Theory: George A. Kelly’s Personal Construct Theory of Personality 301

- Questions to be Addressed in this Chapter, 302
- George A. Kelly (1905–1966): A View of the Theorist, 303
- Kelly’s View of the Science of Personality, 304
- Kelly’s View of the Person, 306
- The Personality Theory of George A. Kelly, 307
- Clinical Applications, 320
- The Case of Jim, 322
- Related Points of View and Recent Developments, 324
- Critical Evaluation, 325
- Major Concepts, 328
- Review, 329

### 12 Social-Cognitive Theory: Bandura and Mischel 330

- Questions to be Addressed in this Chapter, 331
- Relating Social-Cognitive Theory to the Previous Theories, 331
- A View of the Theorists, 332
- Social-Cognitive Theory’s View of the Person, 335
- Social-Cognitive Theory’s View of the Science of Personality, 335
- Social-Cognitive Theory of Personality: Structure, 335
- Social-Cognitive Theory of Personality: Process, 344
- Social-Cognitive Theory of Growth and Development, 349
- Major Concepts, 360
- Review, 360

### 13 Social-Cognitive Theory: Applications, Related Theoretical Conceptions, and Contemporary Developments 362

- Questions to be Addressed in this Chapter, 363
- Cognitive Components of Personality: Beliefs, Goals, and Evaluative Standards, 363
Contemporary Developments in Personality Theory: The KAPA Model, 373  
Clinical Applications, 380  
Stress, Coping, and Cognitive Therapy, 384  
The Case of Jim, 388  
Critical Evaluation, 390  
Major Concepts, 393  
Review, 393

14 **PERSONALITY IN CONTEXT: INTERPERSONAL RELATIONS, CULTURE, AND DEVELOPMENT ACROSS THE COURSE OF LIFE**  394

**Questions to be Addressed in this Chapter, 395**  
Interpersonal Relationships, 396  
Meeting Academic and Social Challenges: Optimistic Strategies and Defensive Pessimism, 401  
Personality Development in Socioeconomic Context, 402  
Personality Functioning Across the Life Span, 403  
Persons in Cultures, 406  
Putting Personality in Context into Practice, 411  
Summary, 416  
Major Concepts, 416  
Review, 416

**GLOSSARY**  417
**REFERENCES**  429
**AUTHOR INDEX**  470
**SUBJECT INDEX**  477