

## Theories of Personality



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## The Psychoanalytic Approach



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"I have no desire at all to leave psychology hanging in the air with no organic basis. But, beyond a feeling of conviction [that there must be such a basis], I have nothing, either theoretical or therapeutic, to work on, and so I must behave as if I were confronted by psychological factors only.

-Freud, Sept 22, 1898



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## Freud: The Man

- ◆ Born in 1856 in Moravia to an impoverished, Jewish trader.
- ◆ Freud had lifelong anxiety about money.
- ◆ Freud always saw himself as an outsider because of his Jewish heritage.
- ◆ Law and Medicine were the two professions open to Jews. Freud chose to study medicine.
- ◆ He specialized in Neuroscience and wanted an academic research position, but chose instead to go into practice.




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## Freud: The Man

- ◆ Opened a practice and married Martha Bernays.
- ◆ Began treating woman with hysteria as if the disorder were neurological (using "electrotherapy").
- ◆ Freud first believed the women's problems were the result of sexual molestation.
- ◆ This was rejected by the intellectual community and Freud began to formulate his theory on childhood sexuality.




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## Structures of the Personality

- ◆ Id
  - Unconscious urges and desires
  - Pleasure principle
  - Libido
- ◆ Superego
  - Unconscious and Preconscious
  - Moral Guardian, Conscience
- ◆ Ego
  - Conscious and Preconscious
  - Reality Principle, Mediator




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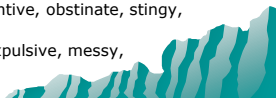
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## Psychosexual Stages

- ◆ Oral Stage (0-18 months)
  - Oral pleasure
    - ◆ Too much=overly optimistic and dependent adult
    - ◆ Too little=pessimistic and hostile
    - ◆ Fixation leads to lack of confidence, gullibility, sarcasm and argumentativeness
- ◆ Anal Stage (18 months to 3 ½ years)
  - Pleasure from toilet training
    - ◆ Too strict=anal retentive, obstinate, stingy, excessively orderly
    - ◆ Too relaxed=anal expulsive, messy, disorganized




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## Psychosexual Stages

- ◆ Phallic Stage (3-6)
  - Oedipal or Electra complex
  - Castration Anxiety
  - Penis Envy
  - Fixation leads to vanity and egotism, shyness, low self-esteem, and worthlessness
- ◆ Latency Stage (6-13)
  - No interest in opposite sex or sexual behavior
- ◆ Genital Stage (puberty onward)
  - Adult sexual behavior




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## Defense Mechanisms

**Anxiety**



- ◆ Repression
- ◆ Denial
- ◆ Displacement
- ◆ Sublimation
- ◆ Regression
- ◆ Projection
- ◆ Reaction Formation
- ◆ Rationalization




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## The Humanistic Approach



*Human life will never be understood unless its highest aspirations are taken into account. Growth, self-actualization, the striving toward health, the quest for identity and autonomy, the yearning for excellence (and other ways of phrasing the striving "upward") must by now be accepted beyond question as a widespread and perhaps universal human tendency*

*And yet there are also other regressive, fearful, self-diminishing tendencies as well, and it is very easy to forget them in our intoxication with "personal growth," especially for inexperienced youngsters. ....*

*We must appreciate that many people choose the worse rather than the better, that growth is often a painful process....*

Abraham Maslow, *Motivation and Personality*



## Humanism

- ◆ Philosophical movement that emphasizes worth of the individual
- ◆ Gives credit to the human spirit
- ◆ Emphasis on creative, spontaneous & active nature of humans
- ◆ Human capacity to overcome hardship & despair
- ◆ Optimistic
- ◆ Values the subjective experience of the individual



## Roger's Theory

- ◆ Emphasized taking personal responsibility for one's own life
- ◆ Important issues must be defined by individual
- ◆ People tend to develop in a positive direction
- ◆ Belief in natural goodness of people
- ◆ Inner self-control is better than forced, external control
- ◆ Emphasized inner experience over external, objective reality.




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## The Master Motive: Self-Actualizing Tendency

- ◆ An innate motivation within all of us
- ◆ An active, controlling drive toward the fulfillment of our potential
- ◆ Human behavior is not irrational, but is directed toward the goal of satisfying the need for self-actualization as the individual perceives it.




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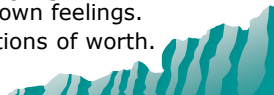
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## Development

- ◆ Conditions of Worth
  - We perceive experiences or behavior as acceptable only if they meet with approval from others
  - Socialization teaches us to only accept our "good" qualities
- ◆ Unconditional Positive Regard
  - a deep and genuine caring by others, uncontaminated by judgments or evaluations of our own feelings.
  - Imposing no conditions of worth.




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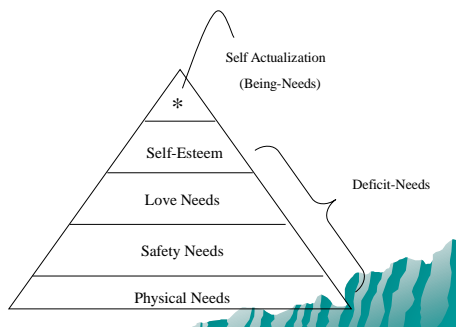
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## Hierarchy of Needs




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## Maslow's Hierarchy of Needs

Physical Needs	Safety Needs	Love Needs	Self-Esteem Needs	Self-Actualization Needs
<ul style="list-style-type: none"> <li>•Food/thirst</li> <li>•Sleep</li> <li>•Health</li> <li>•Exercise/rest</li> <li>•Sex</li> </ul>	<ul style="list-style-type: none"> <li>•Security</li> <li>•Protection</li> <li>•Comfort</li> <li>•Peace</li> <li>•Order</li> </ul>	<ul style="list-style-type: none"> <li>•Acceptance</li> <li>•Belonging</li> <li>•Love/affection</li> <li>•Participation</li> </ul>	<ul style="list-style-type: none"> <li>•Recognition/prestige</li> <li>•Leadership</li> <li>•Achievement</li> <li>•Competence</li> <li>•Strength/intelligence</li> </ul>	<ul style="list-style-type: none"> <li>•Fulfillment of potential</li> <li>•Challenge</li> <li>•Curiosity</li> <li>•Creativity</li> <li>•Aesthetic appreciation</li> </ul>

Needs grouped on the first level have the greatest intensity and must be met before you can step up to the next level.

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## The Trait Approach




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## Emotional Stability

- ◆ High-Scorer:
  - Calm
  - Unemotional
  - Self-controlled
  - Hardy
- ◆ Low-Scorer:
  - Worrying
  - Emotional
  - Anxious
  - Vulnerable




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## Openness

- ◆ High-Scorers:
  - Creative
  - Imaginative
  - Curious
- ◆ Low-Scorers:
  - Unimaginative
  - Down-To-Earth
  - Like routine




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## Agreeableness



- ◆ High-Scorer:
  - Good-natured
  - Gentle
  - Cooperative
  - Trusting
- ◆ Low-Scorer:
  - Irritable
  - Ruthless
  - Suspicious
  - uncooperative

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## Extraversion

### ♦ High-Scorers:

- Talkative
- Passionate
- Sociable
- Fun-loving

### ♦ Low-Scorers:

- Quiet
- Passive
- Reserved
- cautious



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## Conscientiousness



### ♦ High-Scorers:

- Organized
- Careful
- Hardworking
- Ambitious

### ♦ Low-Scorers:

- Negligent
- Lazy
- Aimless
- Careless

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