

Personality



Four Main Theories:

- Psychoanalytic Theory
- **Humanistic Theory**
- Social-Cognitive Theory
- Trait Theory

A person's pattern of thinking,
feeling and acting.

Humanistic Theory of Personality



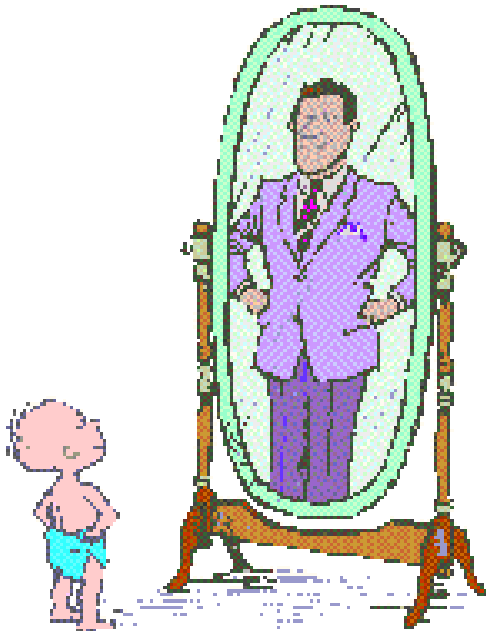
Focuses on human potential for growth



Basic Ideas

search ID: jd1n644

- Study healthy people, not "sick" people
- **Self-concept**: all our thoughts and feelings we have about ourselves
 - Self-Acceptance Survey
 - **Ideal Self** vs. **Actual Self**
- **Spotlight Effect**: overestimating how much others notice/evaluate us (Barry Manilow study ex)
- Assess personality by testing self-esteem levels



Carl Rogers



- Humanistic theorist
- What do acorns need to grow? Sun and water.
- Rogers believed that in order for people to grow into healthy humans, we need genuineness, acceptance, and empathy
- Unconditional Positive Regard: an attitude of total acceptance toward another person



Abraham Maslow



- Maslow believed that personality is determined by our efforts to reach self-actualization (full potential)

Self-actualization

morality,
creativity,
spontaneity,
problem solving,
lack of prejudice,
acceptance of facts

Esteem

self-esteem,
confidence, achievement,
respect of others, respect by others

Love/Belonging

friendship, family, sexual intimacy

Safety

security of body, of employment, of resources,
of morality, of the family, of health, of property

Physiological

breathing, food, water, sex, sleep, homeostasis, excretion

How do we achieve a high level of self-esteem?

- Receiving unconditional positive regard from others
 - The nicer people are to us, the better we feel about ourselves!
- **Self-serving bias**: we view ourselves as better than average
 - (90% of people rate themselves as superior to their average peer; only 1% rate themselves below average)



Evaluating the Humanistic Perspective

- Influenced the idea of human nature being basically good
- People believe the above statement by a 4-1 margin!



- The story of Rocky and Apollo proves this!!

Criticisms

- Humanistic perspective reinforces traditional Western values
- Hierarchy may just reflect Maslow's personal values and ideas
- Fails to appreciate reality of human capacity for evil