

# Neo-Freudians

- Alfred Adler
  - importance of childhood social tension
- Karen Horney
  - sought to balance Freud's masculine biases
- Carl Jung
  - emphasized the collective unconscious
    - concept of a shared, inherited reservoir of memory traces from our species' history

# Humanistic Perspective



- Abraham Maslow (1908-1970)
  - studied self-actualization processes of productive and healthy people (e.g., Lincoln)

# Humanistic Perspective

- Carl Rogers (1902-1987)
  - focused on growth and fulfillment of individuals
    - genuineness
    - acceptance
    - empathy



# Humanistic Perspective

- **Self-Actualization**
  - the ultimate psychological need that arises after basic physical and psychological needs are met and self-esteem is achieved
  - the motivation to fulfill one's potential

# Humanistic Perspective

- Unconditional Positive Regard
  - an attitude of total acceptance toward another person
- Self-Concept
  - all our thoughts and feelings about ourselves, in an answer to the question, "Who am I?"

# The Trait Perspective

## The “Big Five” Personality Factors

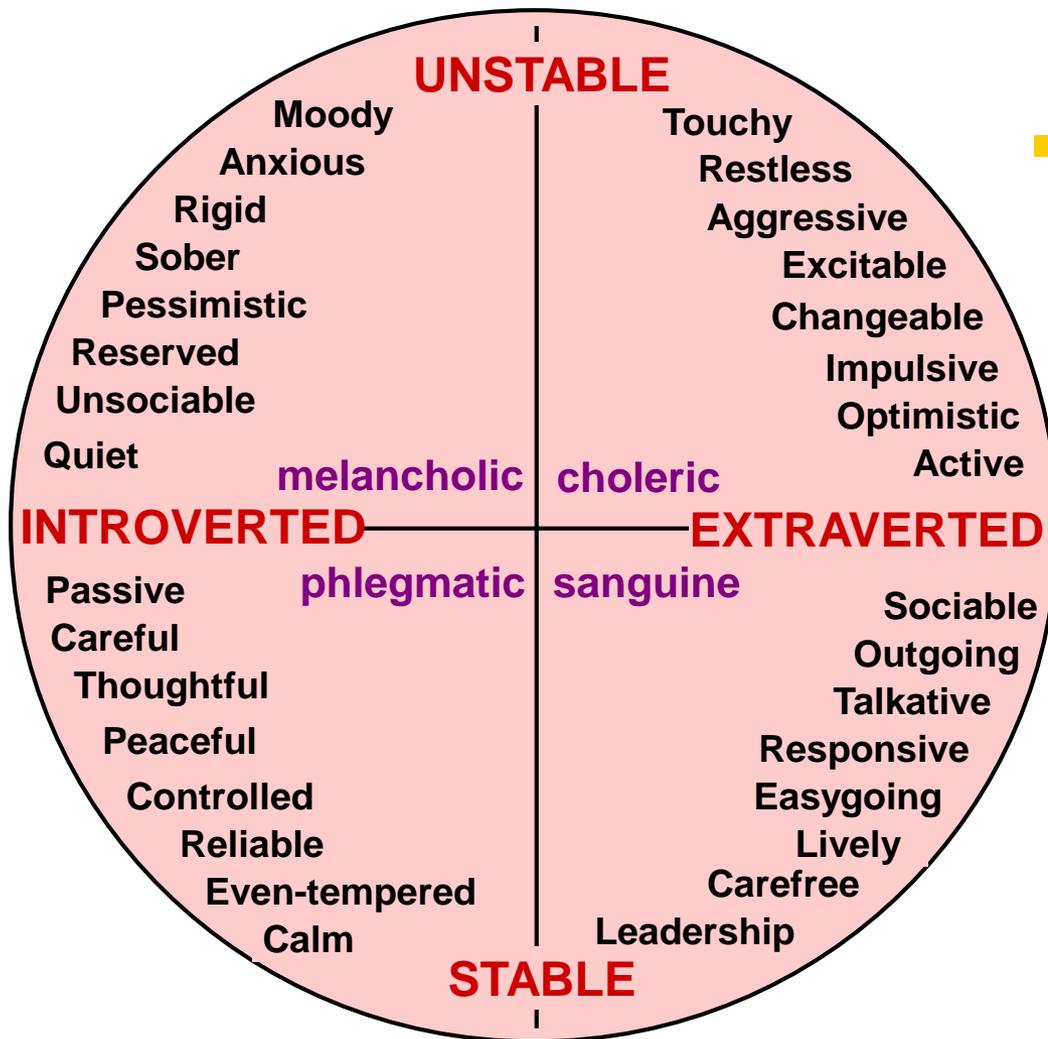
Trait Dimension	Description
Emotional Stability	Calm versus anxious Secure versus insecure Self-satisfied versus self-pitying
Extraversion	Sociable versus retiring Fun-loving versus sober Affectionate versus reserved
Openness	Imaginative versus practical Preference for variety versus preference for routine Independent versus conforming
Intraversion	Soft-hearted versus ruthless Trusting versus suspicious Helpful versus uncooperative
Conscientiousness	Organized versus disorganized Careful versus careless Disciplined versus impulsive

Source: Adapted from McCrae & Costa (1986, p. 1002).

# Contemporary Research-- The Trait Perspective

- Trait
  - a characteristic pattern of behavior
  - a disposition to feel and act, as assessed by self-report inventories and peer reports
- Personality Inventory
  - a questionnaire (often with true-false or agree-disagree items) on which people respond to items designed to gauge a wide range of feelings and behaviors
  - used to assess selected personality traits

# The Trait Perspective



- Hans and Sybil Eysenck use two primary personality factors as axes for describing personality variation

# The Trait Perspective

- Minnesota Multiphasic Personality Inventory (MMPI)
  - the most widely researched and clinically used of all personality tests
  - originally developed to identify emotional disorders (still considered its most appropriate use)
  - now used for many other screening purposes

# The Trait Perspective

- Empirically Derived Test
  - a test developed by testing a pool of items and then selecting those that discriminate between groups
  - such as the MMPI

# Social-Cognitive Perspective

- Social-Cognitive Perspective
  - views behavior as influenced by the interaction between persons and their social context
- Reciprocal Determinism
  - the interacting influences between personality and environmental factors

# Social-Cognitive Perspective

- Personal Control
  - our sense of controlling our environments rather than feeling helpless
- External Locus of Control
  - the perception that chance or outside forces beyond one's personal control determine one's fate

# Social-Cognitive Perspective

- Internal Locus of Control
  - the perception that one controls one's own fate
- Learned Helplessness
  - the hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events

# Social-Cognitive Perspective

- Positive Psychology
  - the scientific study of optimal human functioning
  - aims to discover and promote conditions that enable individuals and communities to thrive

# Exploring the Self

- **Spotlight Effect**
  - overestimating others noticing and evaluating our appearance, performance, and blunders
- **Self Esteem**
  - one's feelings of high or low self-worth
- **Self-Serving Bias**
  - readiness to perceive oneself favorably

# Exploring the Self

- Individualism

- giving priority to one's own goals over group goals and defining one's identity in terms of personal attributes rather than group identifications

- Collectivism

- giving priority to the goals of one's group (often one's extended family or work group) and defining one's identity accordingly

# The Modern Unconscious Mind

- Terror-Management Theory
  - Faith in one's worldview and the pursuit of self-esteem provide protection against a deeply rooted fear of death