Contents

Preface xvii
About the Authors xx
Introduction xxi

miroductio	III XXI	
PART	INNATE AND ENVIRONMENTAL DETERMINANTS OF PERSONALITY	1
1	Genetic Determinants of Personality	3
	All Humans Are Alike 4 The Question of Instincts 5 Instinctive Patterns of Behavior 5 Evolutionary Psychology 7 Facial Expressions and Emotions 9 The Need to Belong and Survival 10 All Humans Are Unique 12 The Experimental Study of Heritability 12 The Study of Heritability Through Human Research 13 Heritability Estimates Depend on the Sample 19 The Nonshared Environment Effect 21 Molecular Genetics 22 Criticisms of Genetic Views of Personality 22 Summary 23 Key Terms 23 Thought Questions 23	
2	Contextual Aspects of Personality and Behavior	25
	The Person and Situation 26 The Social World 27 Social Class 27 Culture 28 The Physical World 33 The Natural Environment 33 Constructed Environments 36	

	Summary 38 ■ Key Terms 38 ■ Thought Questions 38	
PART 2	THEORIES OF PERSONALITY	39
3	Freud's Psychoanalytic Theory of Personality	43
	Biography 44 Basic Theoretical Concepts 46 Homeostasis and Hedonism 46 Psychological Energy 47 The Instincts 48 Psychological Determinism 48 Libido and Developmental Stages 49 Personality Structures 51	
	Anxiety 53	
	Defense Mechanisms 54 Repression and the Unconscious 54 Childhood Sexual Abuse and Repression 56 Other Defenses 57 Individual Differences in Defensive Preferences 58 Defense Mechanisms May Be Necessary 59	
	General Evaluation 59	
	Summary 60 ■ Key Terms 60 ■ Thought Questions 60	
4	Psychoanalytic Dissidents and Descendants	61
	Rivals to Freud 61 The Analytic Psychology of Carl Jung 62 Alfred Adler's Individual Psychology 67 Karen Horney 68 Erich Fromm 70	
	Psychoanalysis Since Freud 72 Erik Erikson 73 Psychoanalytic Ego Psychology 75 Object Relations Theory 77 Narcissism and the Self 80	
	Psychoanalysis in Flux 81	
	Summary 82 ■ Key Terms 83 ■ Thought Questions 83	

Behavior Settings 36

Summary of Environmental Effects 37

Privacy 37



Associationist (Stimulus-Response) Learning Theory 86

Habits and Drives 87

Personality Development 88

Reinforcement Theory 91

Radical Behaviorism 92

Lawfulness and Control 92

Increasing or Maintaining Behavior 93

Decreasing Behavior 94

Applications of Reinforcement Theory 95

Limitations of Reinforcement Theory 97

Social Learning Theory 98

Expectancy-Value Theory 98

Bandura's Social Learning Theory 99

Limitations of Social Learning Theory 103

Cognitive Behavior Modification 104

Conditioning New Associations 104

Other Cognitive Changes 105

Summary 105 ■ Key Terms 106 ■ Thought Questions 106



Phenomenological Theories

107

Humanistic Theory 108

The Person-Centered Theory of Carl Rogers 109

Self-Actualization 109

Client-Centered Therapy 111

Maslow's Organismic Humanism 112

The Need Hierarchy 112

The Actualized Person 114

Existential Humanism 115

Kelly's Personal Construct Theory 116

The Human as Scientist 117

Constructive Alternativism 118

Formal Theory 119

The Role Construct Repertory (REP) Test 120

Emotions 121

Overview of Kelly's Theory 122

Implicit Psychology 122

A Concluding Comment 123

Summary 123 ■ Key Terms 124 ■ Thought Questions 124

Aggregation Techniques 168

	State versus Trait 170 Conceptualizing Traits 171	
	Summary 172 ■ Key Terms 172 ■ Thought Questions 172	
PART 4	PERSONALITY DEVELOPMENT	173
10	The Development and Functions of the Self	175
	The Self 176 Culture and the Self 176 Definitions of Self 176 The Self as a Concept 177 Self as Agent 178	
	Development of the Self-Concept 178 Self-Awareness 178 Further Developments of the Self-Concept 179 Self-Esteem 183	
	Self-Processes 184 Self-Monitoring 185 Self-Control 186 Positive and Negative Effects of Self-Awareness 186	
	Self-Motives 187 Self-Protection and Self-Enhancement 187 Self-Consistency 189	
	Personality Theories and the Self 190 The Self in Personality Theories 190	
	Summary 191 ■ Key Terms 191 ■ Thought Questions 191	
11	Identity	193
	Stages of Identity Formation: Erikson and Marcia 194 Beyond Four Statuses 197	
	Racial and Ethnic Identity 197	
	Sexual Orientation Identity Development 199	
	Gender Identity, Gender Typing, and Gender Differences 201 Gender Identity 201 Gender Differences 202 Gender Typing: Development of Gender Differences and Gender Identity 205	

Trait Psychology Revisited 169

Narrative and Identity 209

Summary 213 ■ Key Terms 213 ■ Thought Questions 213

Issues in Personality Development 216

Nature or Nurture? 216 Continuity or Stages? 217

Attachment Theory 218

Characteristics of Attachment 219 Mary Ainsworth and The Strange Situation 222 Caregiving and Attachment 223 Childhood Outcomes 224 Measurement in Adults 226

Socialization and the Family 228

Child-Rearing Patterns 228

Moral Development 231

The Superego and Moral Development 231 Stages of Moral Development: The Cognitive Approach 232 The Social Learning Approach 233

Prosocial Behaviors 234

Evolution of Positive Social Behaviors 234 Cooperation 235 Generosity and Caring 237 Empathy 237

Summary 239 ■ Key Terms 239 ■ Thought Questions 239

Development Through the Life Span

241

Personality Continuity and Change 241

Adolescence and Emerging Adulthood 245

Biological Changes 246 Individual Variations 247 Autonomy and Conformity 247 Trait Level Changes 248 Continuity Between Adolescents and Parents 248

Adult Development 249

Adult Developmental Stages 250 Midlife "Crisis" 251 Continuity and Change in Adulthood 252

Old Age 254

Trait Stability into Old Age 254 Aging and Health 255 Competence and Survival 256

	To Disengage or Not to Disengage 256 Demography 257	
	Summary 258 ■ Key Terms 258 ■ Thought Questions 258	
PART	PERSONALITY DYNAMICS	259
14	The Dynamics of Behavior	261
	A Historical Introduction 261 Psychodynamics from a Psychoanalytic Perspective 261 Behaviorism 262 Gestalt Psychology 263 Tapics in the Study of Personality Dynamics, 263	
	Topics in the Study of Personality Dynamics 263 Conflict 264 Temporal, Spatial, and Discriminative Conflict 265 Lewin's Classification System 265 Miller's Conflict Model 266	
	Impulse Control and Delay of Gratification 268 Imaginary Images 269 Learning Theory Approaches 270 Expectancy and Delay of Gratification 270	
	Substitution 271	
	Frustration 273	
	Goals and Life Tasks 273	
	Summary 275 ■ Key Terms 275 ■ Thought Questions 275	
15	Emotion and Stress	277
	Emotion 277 Definition 278 Areas of Study 279	
	The Body as the Source 279	
	Two Factor Model 280	
	Cognitive Theories 282 An Attributional Approach to Emotions 283 Appraisal Approach to Emotions 284	
	The Structure of Emotion 285 Basic Emotions 285 Individual Differences in Emotional Reactivity 286	

Mood 286

	Life-Event Stress 287 Effects of Stress on Thinking 291 Coping with Stress 291 Appraisal and Problem-Focused Coping 292	
	Social Support 292 Individual Differences in Stress Reactions and Hardiness 294 Conclusion 294	
	Summary 295 ■ Key Terms 295 ■ Thought Questions 295	
16	Consciousness	297
	The Relationship of Consciousness to Nonconscious Information Processing 298 Mindlessness 299 Automaticity 300 Priming 301 The Relationship of the Self to Consciousness 302 Are Nonconscious Processes "Smart" or "Dumb?" 303 Altered States of Consciousness 304 Sleep 304 Dreams 306 Hypnosis 309 Drugs 312 The Divided Self: Split-Brain Experiments and Consciousness 313 Fantasy and Consciousness 315	
	Summary 316 ■ Key Terms 316 ■ Thought Questions 316	
PART 6	COMPLEX PERSONALITY PROCESSES	317
<u>17</u>	Perceived Causality and Control	319
	Perceived Control 320 Locus of Control 320 Learned Helplessness 322 Optimism 325 Efforts to Preserve a Sense of Personal Control 326 Self-Determination Theory 329 Achievement Motivation 330 The Measurement of Achievement Needs 331 Achievement Needs as a Personality Structure 331 Achievement Motivation and Economic Development 332	

Stress 287

The Development of Achievement Needs 334 Atkinson's Theory of Achievement Motivation 334 Attribution Theory and Achievement Strivings 336

Competence 339

Mindset 339

Integrating Perceived Control with Achievement Motivation and Competence 340

Attributions of Responsibility 340

Evaluation 341 Helping Behavior 342

Conclusion 342

Summary 342 ■ Key Terms 343 ■ Thought Questions 343

18 Love and Hate

345

Love's Infinite Variety 346

Research on Love 347

A Triangular Model of Love 347

Passionate Love 349

Companionate Love 350

Intimacy 351

Attachment Styles 351

Choosing a Partner 353

Love and Sex 353

Love and Hate 354

Aggression 356

What Is Aggression? 356

Biological Aspects of Aggression 357

Physiological Influences 359

Genetics and Aggression 360

Cultural Influences 361

The Physical Environment 362

Personality Theories and the Antecedents of Aggression 364

Psychoanalytic Theory 364

Learning Theory Models of Aggression 365

Developmental Influences 371

Child-Rearing Practices 371

Child Abuse 372

Aggression as a Personality Trait 372

Hostile Attribution Bias 373

Narcissism 373

Catharsis and the Regulation of Aggression 374

Catharsis 374 Cognitive Control Mediators and Prosocial Expression of Anger 375 Altering Stimulus Meaning 375

Summary 375 ■ Key Terms 376 ■ Thought Questions 376

19 Summing Up

377

Interactionism 377

The Multidimensionality of the Person 380

The Self 381

Personality as a Science 382

The Future 383

Personality Structure 384 Individual Differences and Their Development 385 Personality Dynamics 385 An Integrated Theory of Personality 386

Summary 387 ■ Thought Questions 387

Glossary 389 References 397 Index of Names 449 Index of Concepts 457