Psychodynamic and Humanistic Perspectives
Personality

• An individual’s characteristic pattern of thinking, feeling, and acting
The Psychodynamic Perspective
Sigmund Freud (1856-1939)

- Founder of psychoanalysis
- Proposed the first complete theory of personality
- A person’s thoughts and behaviors emerge from tension generated by unconscious motives and unresolved childhood conflicts.
Psychoanalysis

• Freud’s theory of personality
• Also a therapeutic technique that attempts to provide insight into one’s thoughts and actions
• Does so by exposing and interpreting the underlying unconscious motives and conflicts
Psychodynamic Perspective

• A more modern view of personality that retains some aspects of Freudian theory but rejects other aspects
• Retains the importance of the unconscious mind
• Less emphasis on unresolved childhood conflicts
Free Association

• Freudian technique of exploring the unconscious mind by having the person relax and say whatever comes to mind no matter how trivial or embarrassing
Conscious Mind

• The thoughts and feelings one is currently aware of
Preconscious Mind

• A region of the mind holding information that is not conscious but is retrievable into conscious awareness

• Holds thoughts and memories not in one’s current awareness but can easily be retrieved
Unconscious Mind

• A region of the mind that includes unacceptable thoughts, wishes, feelings, and memories
The Psychodynamic Perspective: The Id, Ego, and Superego
Freud’s Concept of the “Id”

- The part of personality that consists of unconscious energy from basic aggressive and sexual drives
- Operates on the “pleasure principle” - the id demands immediate gratification
- Is present from birth
Freud’s Concept of the “Superego”

• The part of personality that consists of internalized ideals and standards

• One’s conscience; focuses on what the person “should” do
Freud’s Concept of the “Ego”

• The part of personality that mediates the demands of the id without going against the restraints of the superego

• Follows the reality principle
The Psychodynamic Perspective: Defense Mechanisms
Defense Mechanisms

• Means by which Freud believed the ego protects itself by reducing anxiety; unconsciously distorts reality
Repression

• Puts anxiety-arousing thoughts, feelings, and memories into the unconscious mind

• The basis for all other defense mechanisms
Regression

- Allows an anxious person to retreat to a more comfortable, infantile stage of life
Denial

• Lets an anxious person refuse to admit that something unpleasant is happening
Reaction Formation

- Reverses an unacceptable impulse, causing the person to express the opposite of the anxiety-provoking, unconscious feeling.
Projection

- Disguises threatening feelings of guilty anxiety by attributing the problems to others
Rationalization

• Displaces real, anxiety-provoking explanations with more comforting justifications for one’s actions
Displacement

• Shifts an unacceptable impulse toward a more acceptable or less threatening object or person
The Psychodynamic Perspective: Freud’s Psychosexual Stages
Psychosexual Stages

- In Freudian theory, the childhood stages of development during which the id’s pleasure seeking energies are focused on different parts of the body
- The stages include: oral, anal, phallic, latency, and genital
- A person can become “fixated” or stuck at a stage, leading to problems as an adult
Oral Stage

• Pleasure comes from chewing, biting, and sucking.

• Weaning can be a conflict at this stage.
## Freud’s Stages of Development

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Anal Stage

• Gratification comes from bowel and bladders functions.

• Potty training can be a conflict at this stage.
**Freud’s Stages of Development**

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Phallic Stage

- The pleasure zone shifts to the genitals.
- Boys cope with incestuous feelings toward their mother and rival feelings toward their dad (Oedipus conflict).
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Latency Stage

- Sexual feelings are dormant.
- Child identifies with and tries to mimic the same sex parent to learn gender identity.
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Genital Stage

- Begins at puberty with the maturation of sexual interests
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The Psychodynamic Perspective: Neo-Freudians
Neo-Freudians

- Followers of Freud’s theories but developed theories of their own in areas where they disagreed with Freud
- Include Adler, Jung, and Horney
Alfred Adler (1870-1937)

• Agreed with Freud on the importance of early childhood but thought social tensions were more important than sexual tensions

• Believed psychological problems were the result of feelings of inferiority
Inferiority Complex

• A condition that comes from being unable to compensate for normal inferiority feelings
Carl Jung (Yoong)(1875-1961)

- Believed that humans share a collective unconscious
Collective Unconscious

- Jung’s concept of a shared, inherited reservoir of memory traces from our ancestors
- Information everyone knows from birth
- Archetypes – universal symbols found in stories, myths, and art
Karen Horney (HORN-eye) (1885-1952)

• Found psychoanalysis negatively biased against women
• Believed cultural/social variables are the foundation of personality development
The Psychodynamic Perspective: Assessing Personality
Projective Tests

• Personality tests that provide ambiguous stimuli to trigger projection of one’s inner thoughts and feelings

• Include:
  – Thematic Apperception Test (TAT)
  – Rorschach Inkblot Test
Thematic Apperception Test (TAT)

• A projective test in which people express their inner feelings and interests through the stories they make up about ambiguous scenes

• The person makes up a story of a picture they are shown
Rorschach Inkblot Test

- Personality test that seeks to identify people’s inner feelings by analyzing their interpretations of 10 inkblots
The Psychodynamic Perspective: Evaluating the Perspective
Updating Freud’s Theory

• Most psychodynamic psychologists agree:
  – Sex is not the basis of personality.
  – People do not “fixate” at various stages of development.
  – Much of a person’s mental life is unconscious.
  – People struggle with inner conflicts, and childhood experiences shape us.
The Humanistic Perspective
Humanistic Perspective

- A perspective that focuses on the study of conscious experience and the individual’s freedom to choose and capacity for personal growth
- Studies fulfilled and healthy individuals rather than troubled people
The Humanistic Perspective: Abraham Maslow and Self-Actualization
Abraham Maslow (1908-1970)

- Humanistic psychologist who developed the hierarchy of needs
- Believed that self-actualization is the ultimate psychological need
Hierarchy of Needs

• Maslow’s pyramid of human needs, beginning at the base with physiological needs, proceeding through safety needs and then to psychological needs

• Higher-level needs won’t become active until lower-level needs have been satisfied.
Self-Actualization

• According to Maslow, the need to live up to one’s fullest and unique potential

• Characteristics include:
  – Self aware and self accepting
  – Open, spontaneous, loving, and caring
  – Not paralyzed by other’s opinions
  – Focused on a particular task
Maslow’s Hierarchy of Needs

**Physiological needs**
Need to satisfy hunger, thirst, and other survival needs

**Safety needs**
Need to feel that the world is organized and predictable; need to feel safe, secure, and stable

**Belongingness and love needs**
Need to love and be loved, to belong and be accepted; need to avoid loneliness and alienation

**Esteem needs**
Need for self-esteem, achievement, competence, and independence; need for recognition and respect from others

**Self-actualization needs**
Need to live up to one’s fullest and unique potential
The Humanistic Perspective: Carl Rogers and the Person-Centered Approach
Carl Rogers (1902-1987)

- Humanistic psychologist who stressed the importance of acceptance, genuineness, and empathy in fostering human growth
Unconditional Positive Regard

• An attitude of total acceptance toward another person despite their faults and failings
Genuineness

• Freely expressing one’s feelings and not being afraid to disclose details about oneself
Empathy

• Sharing thoughts and understanding
• Listening and reflecting the other person’s feelings
The Humanistic Perspective: Assessing Personality and the Self
Humanistic Measures

• Humanistic measures of personality center on evaluating a person’s self concept--all of our thought and feelings about ourselves

• Answer the question “Who Am I?”
The Humanistic Perspective: Evaluating the Perspective
Evaluating Humanism

- Humanism has influenced therapy, child-rearing, and the workplace
- Laid the foundation for positive psychology
Trait and Social-Cognitive Perspectives on Personality
Personality

• An individual’s characteristic pattern of thinking, feeling, and acting
Trait

- A characteristic pattern of behavior or a disposition to feel and act, as assessed by self-report inventories and peer reports
Social-Cognitive Perspective

- Perspective stating that understanding personality involves considering the situation and thoughts before, during, and after an event
The Trait Perspective
Ancient Greek Traits

- Ancient Greeks classified four personality traits
  - Sanguine (cheerful)
  - Melancholic (depressed)
  - Choleric (irritable)
  - Phlegmatic (unemotional)
- Felt these were caused by humor (body fluids)
The Trait Perspective: Identifying Traits
Gordon Allport (1897-1967)

- American psychologist and trait theorist who researched the idea that individual personalities are unique
- Stressed importance of studying mentally healthy people
- Resisted the idea of finding “personality law” that would apply to everyone
Raymond Cattell (1905-1998)

• English psychologist who researched whether some traits predicted others
• Proposed 16 key personality dimensions or factors to describe personality
• Each factor was measured on a continuum
Hans Eysenck (1916-1997)

• German psychologist who researched the genetically-influenced dimensions of personality

• Two major dimensions:
  – Introversion/Extraversion
  – Emotionally Unstable/Stable
Eysencks’ Personality Factors
The Trait Perspective: The “Big Five” Traits
The “Big Five” Traits

- Openness
- Extraversion
- Agreeableness
- Emotional Stability
- Conscientiousness
The “Big Five” Traits

**EXTRAVERSION**
- Sociable ↔ Retiring
- Fun-loving ↔ Sober
- Affectionate ↔ Reserved

**OPENNESS**
- Imaginative ↔ Practical
- Preference for variety ↔ Preference for routine
- Independent ↔ Conforming

**EMOTIONAL STABILITY**
- Calm ↔ Anxious
- Secure ↔ Insecure
- Self-satisfied ↔ Self-pitying

**AGREEABLENESS**
- Soft-hearted ↔ Ruthless
- Trusting ↔ Suspicious
- Helpful ↔ Uncooperative

**CONSCIENTIOUSNESS**
- Organized ↔ Disorganized
- Careful ↔ Careless
- Disciplined ↔ Impulsive
The Trait Perspective: Testing for Traits
Personality Inventories

• Questionnaires on which people respond to items designed to gauge a wide range of feelings and behaviors
• Used to assess selected personality traits
• Often true-false, agree-disagree, etc. types of questions
Validity

- The extent to which a test measures or predicts what it is suppose to test
- Personality inventories offer greater validity than do projective tests (e.g. Rorschach; used by proponents of the humanistic perspective).
Reliability

• The extent to which a test yields consistent results, regardless of who gives the test or when or where it is given

• Personality inventories are more reliable than projective tests.
MMPI

- Minnesota Multiphasic Personality Inventory (MMPI)
- Most clinically-used personality test
- 500 total questions
- Originally designed to assess abnormal behavior
MMPI Scoring Profile

Hypochondriasis (concern with body symptoms)
Depression (pessimism, hopelessness)
Hysteria (uses symptoms to solve problems)
Psychopathic deviancy (disregard for social standards)
Masculinity/femininity (interests like those of other sex)
Paranoia (delusions, suspiciousness)
Psychasthenia (anxious, guilt feelings)
Schizophrenia (withdrawn, bizarre thoughts)
Hypomania (overactive, excited, impulsive)
Social introversion (shy, inhibited)

After treatment (no scores in the clinically significant range)
Before treatment (anxious, depressed, and displaying deviant behaviors)

T-score
MMPI-2

- Revised and updated version of the MMPI
- Assesses test takers on 10 clinical scales and 15 content scales
- Sometimes the MMPI-2 is not used as it was intended.
The Trait Perspective: Evaluating the Trait Perspective
Evaluating the Trait Perspective

• Does not take into account how the situation influences a person’s behavior
• Doesn’t explain why the person behaves as they do—just how they behave
The Social-Cognitive Perspective
Albert Bandura (1925-)

• Developed the social-cognitive perspective, which suggests that to understand personality, one must consider the situation and the person’s thoughts before, during, and after an event.

• People learn by observing and modeling others or through reinforcement.
The Social-Cognitive Perspective: Interacting with Our Environment
Reciprocal Determinism: Three Factors Shape Personality

• The mutual influences among personality and environmental factors

• An interaction of three factors:
  – Thoughts or cognitions
  – The environment
  – A person’s behaviors
Reciprocal Determinism

BEHAVIOR
(learning to swim and dive)

COGNITION, OR THOUGHTS
(liking to take risks)

ENVIRONMENT
(friends who dive off the high dive)
The Social-Cognitive Perspective: Personal Control
External Locus of Control

• The perception that chance, or forces beyond a person’s control, control one’s fate
Internal Locus of Control

• The perception that we control our own fate
Learned Helplessness

- The hopelessness and passive resignation an animal or human learns when unable to avoid repeated bad events
- Martin Seligman studied dogs that were unable to escape a painful stimulus and eventually stopped trying to escape.
Learned Helplessness

Uncontrollable bad events → Perceived lack of control → Generalized helpless behavior
Optimistic Explanatory Style

• When something goes wrong the person explains the problem as:
  – Temporary
  – Not their fault
  – Something limited to this situation
Pessimistic Explanatory Style

- When something goes wrong the person tends to:
  - Blame themselves
  - Catastrophize the event
  - See the problem as beyond their control
Positive Psychology

• A movement in psychology that focuses on the study of optimal human functioning and the factors that allow individuals and communities to thrive

• Lead by Martin Seligman
The Social-Cognitive Perspective: Assessing Behavior in Situations
Assessing Personality

• Social-cognitive perspective would stress putting people into simulated actual conditions to determine how they would behave
The Social-Cognitive Perspective: Evaluating the Perspective
Social-Cognitive View

• Draws on learning and cognitive research
• Fails to consider the influence of emotions and motivation on behavior
The End