

## Unit 10 Personality Modules 55-59

**Module 55 Freud's Psychoanalytical Perspectives: Explaining the Unconscious pg. 556-564**

**Module 56 Psychodynamic Theories and Modern Views of the Unconscious**

**Module 57 Humanistic Theories**

**Module 58 Trait Theories**

**Module 59 Social Cognitive Theories and Exploring the Self**

### Introduction:

#### Personality Defined:

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

An individual's characteristic pattern of thinking, feeling, and acting.

Personality has Connections:

1. Biological Influences
2. Development
3. Learning
4. Motivation
5. Emotion
6. Health

Freud- Psychoanalytical theory said:

1. Childhood sexuality + unconscious motives influence personality.

Humanistic Approach:

1. Focused on our inner capacities for growth and self-fulfillment

New Science of Personality:

- Dimensions of personality
- People + Environment
- Cultural Influences
- Self-Esteem
- Self-Serving Bias

**Module 55 Freud's Psychoanalytical Perspectives: Explaining the Unconscious P. 556-564**

p 556 (link to good [Web Site](#))

- Psychoanalytic Theory
- Starts in treatment
- Leads to comprehensive theory
- Very influential in popular culture
- Ego, fixation, repression, projection, sibling rivalry, Freudian slips...

## Product of his time

Freud's theory reflects his own experience and era.

- Victorian era
- Scientific achievements
- male dominance in era
- Medical School
- Freud specialized in nervous disorders that had no physical explanation
- Confronted disorders that had no physical explanation
- Found psychological cause for physical problems
- Therapy: "To unlock the subconscious"

## Free Association

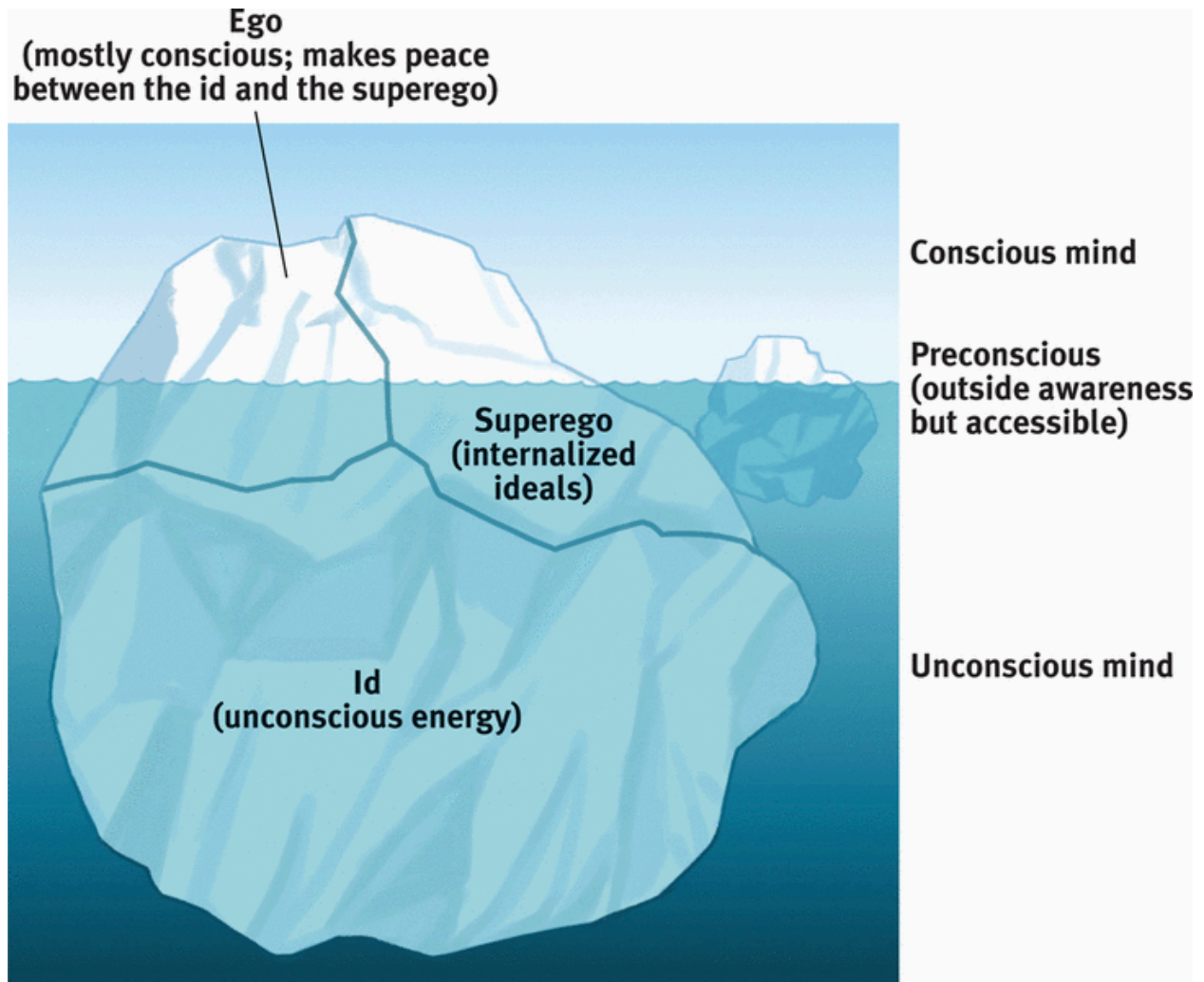
1. Treatment Approach to unlock the subconscious
2. Relax
3. Say what comes into your mind
4. Allows people to reveal their subconscious thoughts, "Could be retrieved and released."

## Psychoanalysis

- Iceberg, conscious and unconscious (thoughts, wishes, feelings, memories...)
- Repressed Memory
- Unconscious ideas feelings... that are blocked from conscious awareness.
- B/C ideas are too damaging to the psyche
- Unconscious conflicts manifest in behavior
- People are unconscious/unaware
- Said behavior reflected unconscious ideas
- "Freudian Slips"- Slips of the tongue reveal unconscious conflicts
- Jokes – expressions of repressed sexual and aggressive tendencies

## Dreams

Dreams reflect inner conflict



## Manifest Content

Remembered content of dreams

## Latent Content-

Expressions of the dreamer's unconscious wishes

Latent content is the meaning of the dream as revealed by analysis. The latent content does not appear as a narrative (like the manifest content) but rather as a group of thoughts expressing one or more wishes.

Freud's View of Personality:

Personality "arises from conflict between 1. impulses and 2. restraint."

Impulses	Restraint
Aggressive Pleasure Seeking	Social controls

P 558

## ID, Ego, Superego

### ID

Unconscious energy constantly strives to satisfy basic drives

1. Survival
2. Reproduction
3. Aggression
5. Pleasure principle
6. Immediate gratification

### *ID dominated person*

7. New born infant
8. Caring for nothing except now
9. People with present time perspective (party or drugs instead of inhibitions)

### EGO:

Ego is the “executive” mediating between Superego and ID and real life.

Real world

“The Reality Principle”

Gratify the ID’s impulses in realistic ways that bring long term pleasure.

Control of the Id in real world terms.

Conscious perceptions thoughts judgements and memories

### Superego:

“Voice of our moral compass”

Conscience

Ego must face the Ideal

How we ought to behave

Perfection

Judging

Reflects societal guilt

P559

Positive feelings of pride or guilt

### *Strong superego=*

1. Virtuous & guilt ridden

### *Weak superego*

2. Self-indulgent and remorseless

## Freud and Personality Development

Freud said personality develops in the first few years.

### Psychological Sexual Stages

ID's pleasure seeking energies focus on distinct pleasure sensitive of the body called **erogenous zones**

**Table 55.1 Freud's Psychosexual Stages**

Stage	Focus
<i>Oral</i> (0–18 months)	Pleasure centers on the mouth—sucking, biting, chewing
<i>Anal</i> (18–36 months)	Pleasure focuses on bowel and bladder elimination; coping with demands for control
<i>Phallic</i> (3–6 years)	Pleasure zone is the genitals; coping with incestuous sexual feelings
<i>Latency</i> (6 to puberty)	A phase of dormant sexual feelings
<i>Genital</i> (puberty on)	Maturation of sexual interests

#### *Oedipus Complex:*

Freud believed that during the phallic stage, for example, boys seek genital stimulation, and they develop both unconscious sexual desires for their mother and jealousy and hatred for their father, whom they consider a rival. Given these feelings, he thought boys also experience guilt and a lurking fear of punishment, perhaps by castration, from their father. Freud called this collection of feelings the Oedipus complex

Electra Complex- girls attracted to their father and rival to mother.

#### *Identification: Gender Identity*

Children eventually cope with the threatening feelings, said Freud, by repressing them and by identifying with (trying to become like) the rival parent.

**Through this identification process**, children's superegos gain strength as they incorporate many of their parents' values.

Freud believed that identification with the same-sex parent provides what psychologists now call our **gender identity**—our sense of being male or female.

#### Personality:

Freud said □ early childhood relations with parents + caregivers influence our developing identity and developing personality.

#### Conflicts

Are unresolved during earlier psycho-sexual stages  
And surface as maladaptive behavior in adult years.

Strong Conflict could result in fixation of pleasure seeking energies. might fixate at the oral stage. This orally fixated adult could exhibit either passive dependence (like that of a nursing infant) or an exaggerated denial of this dependence (by acting tough or uttering biting sarcasm). Or the person might continue to seek oral gratification by smoking or excessive eating.

P560

**Defense Mechanisms:**

Subconscious is defending the psyche

Defending against anxiety

Freud said anxiety results from conflict of Id/Superego/Ego

Ego protects itself with defense mechanisms

“Tactics that reduce or redirect anxiety by distorting reality.

They protect our self-understanding.

**Unconscious Responses**

Example= Repression

Banishes anxiety

Arousing wishes and feelings from the unconscious

Repression underlies all the other defense mechanisms

Repressed urges also appear as symbols in dreams or as slips of the tongue

**Table 55.2 Seven Defense Mechanisms**

Freud believed that *repression*, the basic mechanism that banishes anxiety-arousing impulses, enables other defense mechanisms, seven of which are listed here.

Defense Mechanism	Unconscious Process Employed to Avoid Anxiety-Arousing Thoughts or Feelings	Example
<i>Regression</i>	Retreating to a more infantile psychosexual stage, where some psychic energy remains fixated.	A little boy reverts to the oral comfort of thumb sucking in the car on the way to his first day of school.
<i>Reaction formation</i>	Switching unacceptable impulses into their opposites.	Repressing angry feelings, a person displays exaggerated friendliness.
<i>Projection</i>	Disguising one's own threatening impulses by attributing them to others.	"The thief thinks everyone else is a thief" (an El Salvadoran saying).
<i>Rationalization</i>	Offering self-justifying explanations in place of the real, more threatening unconscious reasons for one's actions.	A habitual drinker says she drinks with her friends "just to be sociable."
<i>Displacement</i>	Shifting sexual or aggressive impulses toward a more acceptable or less threatening object or person.	A little girl kicks the family dog after her mother sends her to her room.
<i>Sublimation</i>	Transferring of unacceptable impulses into socially valued motives.	A man with aggressive urges becomes a surgeon.
<i>Denial</i>	Refusing to believe or even perceive painful realities.	A partner denies evidence of his loved one's affair.

P 561

Evaluating Freud's Psychoanalytical Perspective

Modern research contradicts many of Freud's Ideas:

1. Development is lifelong not just childhood

2. Overestimated parental influence
3. Under estimated peer influence
4. Rejected stage specific gender identity
5. Defense Mechanisms and all about sex & aggression
6. Reject idea suppressed sexually causes psych disorders
7. Scientific problem not testable
8. Fails to predict behavior traits

P 562

### Enduring Ideas of Freud

1. Unconscious
2. Self-Protecting Defenses
3. Importance of human sexuality
4. Bio-Impulses tension + Social Well being
5. Challenged Self-righteousness

### Module 56 Psychodynamic Theories and Modern Views of the Unconscious

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#### Psychodynamic Theories

Deal with the interaction of conscious and unconscious mind

Neo-Freudians Accept:

Basics of Freud's theory

1. Id, ego, Superego
2. Unconscious
3. Personality aspect from childhood
4. Anxiety
5. Defense Mechanisms

Rejected sex motives and gender roles

**Adler- Inferiority complex;** he believed that much of our behavior is driven by efforts to conquer childhood inferiority feelings that trigger our strivings for superiority and power.

Believed in childhood social issues important in personality

**Horney-** against gender issues of Freud, said **childhood anxiety triggers our desire for love and security.** She also countered Freud's assumptions, arising as they did in his conservative culture, that women have weak superegos and suffer "penis envy," and she attempted to balance the bias

## Jung

### Collective Unconscious

- Shared and inherited reservoir of memory traces from our species.
- Example; spiritual concerns, mythology

### Archetypes

- Common images
- Universal experiences

### Modern View

1. Much of our mental life is unconscious
2. Inner conflicts- wishes, fears, values
3. Attachments
4. Childhood

P 566

### Assessing Unconscious Processes

Something that reveals the conscious reveals hidden conflicts and impulses

P567

### Projective Tests

- Describe ambiguous stimuli
- Tell a story
- Thematic Appreciation Test (TAT)
- Rorschach tests (not reliable)

P 568

The Modern Unconscious Mind

“We unconsciously defend ourselves.”

We protect our self-image

We defend against anxiety

“We don’t see things as they are; we see things as we are.” -THE TALMUD

## Module 57 Humanistic Theories

### Humanistic Theories:

Focus on the ways people strive for self-realization or the potential for healthy personal growth

### Maslow and Rogers

Say we are motivated by a hierarchy of needs.

Developed his ideas by studying healthy creative people.

Self-Actualization deals with rich and productive life.

Emphasized human potential (growth)



## Self-Actualized People

- Self-Aware
- Self-Accepting
- Open
- Spontaneous
- Loving and caring
- Not paralyzed by others opinion
- Secure
- Their interests were Problem Centered vs. Self-Centered
- Focuses on tasks or mission

“The healthy person must try to reach their highest capacity “  
P572

Deep relationship <not superficial>  
Had meaningful experiences

## Mature Adult Qualities

Compassion

Found their calling

“Acquired enough courage to be unpopular  
To be unashamed about their virtues”

P572

Carl Rogers

Person Centered Perspective <Client Centered Approach>

People are basically good

Have Self-Actualizing tendencies

With growth promoting climate develop self-actualization

## Self-Actualizing Climate

1. **Genuineness**- transparent no façade

Acceptance

2. *Unconditional positive regard*

Therapy

Values us even with our faults

Free to be open and spontaneous without fear of losing relationships

3. *Empathy*:

They share and mirror the feelings of others

They think about the meaning

“The water, sun, and nutrients that enable people to grow...”

*“as persons are accepted and prized, they tend to develop a more caring attitude toward themselves”*

A central feature of personality is one’s **self-concept**

all the thoughts and feelings we have in response to the question,

“Who am I?”

If our self-concept is positive, we tend to act and perceive the world positively.

If it is negative—if in our own eyes we fall far short of our ideal self—said Rogers, we feel dissatisfied and unhappy.

Goal- to help others know, accept, and be true to themselves.

“People who are accepted and prized... develop a more caring self-attitude.”

### Major Part of personality is self-concept

Positive Self Concept = thoughts and feelings we have of ourselves.

We act positive and we perceive the world positively

*Negative Self* => negative dissatisfied unhappy

Best to help others know and accept themselves.

P 573

### Assessing the Self

One example: Rogers

Describe yourself:

1. “Ideally as you would like to be”
2. How you actually are  
(When they match the concept is positive.)

### Evaluating Humanistic Theories

- Counseling Education
- Parenting
- Child management

### Criticisms

Not scientific

Very subjective

“The only question which matters is “am I living in a way which is deeply satisfying to me and which truly expresses me?”

Problem:

Leads to self-indulgence, selfishness, erosion of moral restraints.

“Those who focus beyond themselves are most likely to experience social support to enjoy life and cope effectively with stress.”

## **Module 58 Trait Theories**

Trying to define personality in terms of stable and enduring behavior patterns.

### **Gordon Allport**

Described personality in terms of Fundamental traits.

### **Trait-**

People's characteristic behaviors and conscious motives.

Identifiable behavior patterns

More about describing individual traits than causation.

### **Briggs/Myers**

Myers Briggs Type Indicator (MBTI)

126 questions

Associated with Jung's personality types

## **Module 59 Social Cognitive Theories and Exploring the Self**