PERSONALITY

Psychoanalytic

Freud's psychosexual theory
  Structure: id (pleasure principle), ego (reality principle), superego (morals, ideals)
  Levels of awareness: conscious, pre-conscious, unconscious
  Development: oral, anal, phallic (Oedipal complex, penis envy), latency, genital
    Fixations
  Defense mechanisms - reduce anxiety
    Repression (primary)
    Regression
    Reaction formation
    Rationalization
    Displacement
    Sublimation
    Projection
    Denial
Neo-Freudians
  Adler—social, not sexual tensions
   * Birth order, inferiority complex
  Horney—rejected penis envy idea
  Carl Jung—collective unconscious
Assessment
  Projective tests
    Rorschach
    TAT - Thematic Apperception Test
    Draw-a-person
    Sentence completion
Evaluation:
  * Repression often not shown (vivid memory often results after trauma)
  * Terror management theory

Humanism

Maslow—self-actualization
  Hierarchy of needs
   * Safety—security—love—self-esteem—self-actualization
Carl Rogers—person-centered
  Genuineness
  Unconditional positive regard
  Empathy

Trait theory

Greeks—4 humors (choleric, sanguine, melancholic, phlegmatic)
Allport (student of Freud)
Eysenck—unstable/stable; introverted/extroverted
Costa & McCrae (Big 5)
  OCEAN (openness, conscientiousness, extraversion, agreeableness, neuroticism)
Assessment
  MMPI (used factor analysis, empirically derived)
  Cattell's 16PF
Person-situation controversy
  Walter Mischel—emphasizes power of situational factors
Expressive style—thin slices
Barnum effect—astrology, etc.

Social-cognitive

Reciprocal determinism—interplay of
  Personal factors/internal cognition
  Behavior
  Environment
Personal control (Julian Rotter)
  External locus of control
  Internal locus of control
 *Without internal locus, learned helplessness results
Explanatory style (Martin Seligman)
  Optimistic
    Unstable, specific, external
  Pessimistic
    Stable, global, internal
Bandura
  Personality influenced by observational learning, outside influences (Bobo doll study)
  Self-efficacy (belief in ability to do things that lead to positive outcomes)

The self

Hazel Markus— "possible selves"
Spotlight effect
Self-referencing effect
Self-esteem
  Defensive vs. secure
Self-serving bias