Personality
What makes us who we are?

Psychology 305A: Lecture 3

Contemporary Psychoanalytic Approaches
Motives
Humanistic/Phenomenological Approach

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- Complete the 30-minute survey

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- **1234+08+01 = 12340801**

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Contemporary Psychoanalytic Approaches

What did Freud do for Psychological Science and Personality Research?

- **A talking cure**
  - "free-association," "stream of consciousness"
  - Birth of modern therapy

- **Mind-Body connection**
  - Basic tenet of modern health psychology

- **Psychic issues may influence behavior, *even* when people aren't aware of them**

- **Case Study Method**
  - Based on experiences with patients, Freud developed an elaborate theory

Contemporary Psychoanalytic Approach

- **Desire to keep the parts of Freudian theory that work**
  - Unconscious influences
  - Behavior can reflect conflicts between desires and societal norms
  - Childhood influences adulthood
  - Unconscious (implicit) representations of self and others guide relationships
- **But cut the parts that don't work**
  - Unconscious is all about sex
  - Psychosexual stages & complexes (e.g., Oedipus)

Contemporary Psychoanalytic Research Directions

- 1. Modern View of Repression
- 2. Cognitive View of Unconscious
- 3. Ego Psychology
- 4. Narcissism
- 5. Object Relations Theory (Attachment)

1. Modern View of Repression

- **Repression**
  - Freud's view: unacceptable thoughts pushed into the unconscious
  - Many of Freud's patients were childhood victims, who only 'remembered' abuse after therapy
- **Does incest/sexual abuse during childhood lead to repression?**

Repressed Memories in the News

- **1990: George Franklin accused of raping & murdering Susan Nason in 1969, by his daughter Eileen, now 29**

- **Eileen claims to have witnessed, repressed, and recovered the memory**

- **Franklin convicted**

- **1996: Conviction overturned due to unreliability of repressed memories**
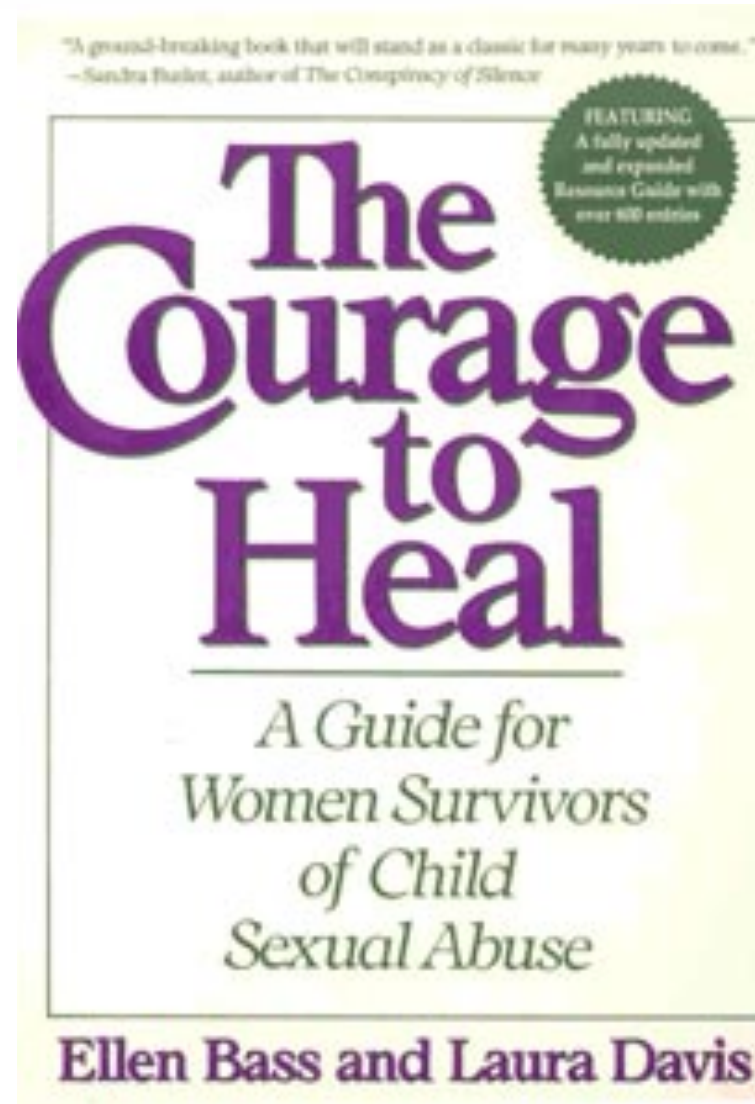
Nason

Franklin-Lipsker

Franklin

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Should we allow convictions on the basis of recovered memories?

Some therapists say: YES!

- **Repressed memories associated with depression, eating disorders, sexual dysfunction, anxiety**
- **Recovery of memories is therapeutic**

"A ground-breaking book that will stand as a classic for many years to come."
— Sandra Butler, author of *The Conspiracy of Silence*

FEATURING
A fully updated and expanded Resource Guide with over 600 entries

The Courage to Heal

A Guide for Women Survivors of Child Sexual Abuse

Ellen Bass and Laura Davis

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"The Courage to Heal"

- "If you think you were abused and your life shows the symptoms, then you were. If you don't remember your abuse, you are not alone. Many women don't have memories.....this doesn't mean they weren't abused."

But, Empirical Evidence says: NO!

- **False Memory Syndrome Foundation**
  - 7,000 members
  - Founded by Pamela Freyd, accused (along with her husband) by her daughter Jennifer
  - Numerous scientist members, including leading memory researchers

False Memories

- "Recovered-memory therapists have invented a mechanism that supposedly causes a child's awareness of sexual assault to be driven entirely from consciousness. There is no limit to the number of traumatic events that can be repressed, and no limit to the length of time over which the series of events can occur."

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Read this list of words

- **Bed**
- **Rest**
- **Awake**
- **Tired**
- **Dream**
- **Wake**
- **Snooze**
- **Blanket**
- **Doze**
- **Slumber**
- **Snore**
- **Nap**
- **Peace**
- **Yawn**
- **Drowsy**

Which of these words did you just see?

- **Snooze** ___
- **Television** ___
- **Rest** ___
- **Sleep** ___
- **Bed** ___
- **Mother** ___

False Memory Study

- **Researchers contacted parents about students' early life events**
- **Interviewed students and asked about fictitious event**
  - You put silly putty in teacher's desk in Gr 1
- **Interviewed again 1 week later...**
- **47% "remembered" the false event**

Repressed Memories

- **Traumatic events generally NOT repressed**
  - In fact, they can't be forgotten
  - Post-traumatic stress disorder in Vietnam veterans
  - Victims of incest and childhood abuse typically DO recall these events 10-15 yrs later

Repressed Memories: Conclusion

- **Very difficult to prove whether a recovered memory is true**

- **It is possible to implant memories of mundane events**

- **Traumatic events are *particularly* memorable, less likely to be forgotten**

2. Modern view of the Unconscious: Motivated vs. Cognitive

- **There is an unconscious, but does it really have "desires"?**
  - Motivated view: We bury hidden needs/desires in the unconscious
  - Cognitive view: information perceived may become unconscious and influence us, but it's not "buried" there
    - Similar to Freud's pre-conscious

Cognitive Unconscious

- **Subliminal Priming**
  - Concepts may be perceived and influence us, without our even knowing it

Controversy about subliminal priming

But, not clear that subliminal priming of concepts actually influences BEHAVIOR

Priming and Advertising

- **Lipton Ice Tea study**
  - Pp subliminally primed with tea or nonsense words
  - Results:
    - Pp more likely to buy tea over other drink
    - But, ONLY if thirsty to begin with

- **Most effective priming is when product is embedded (product placement)**
  - If it's subtle, observer is engrossed in film/TV, so can't use cognitive resources to prevent the impact of the ad

3. Modern View of the Ego

Ego Psychology
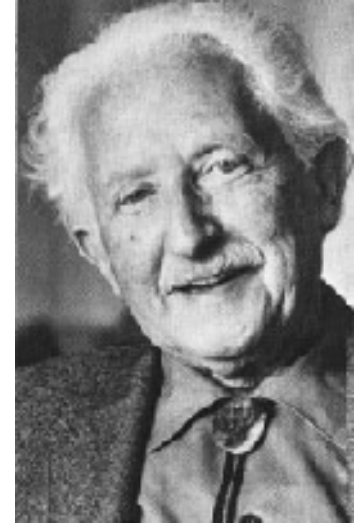
- **Anna Freud, Erik Erikson**
  - Students of Freud
- **More complex view of ego**
- **Focus on the strengths of conscious self**
- **Control over one's environment**
  - Goal is to establish a secure identity
  - Failure to do so creates identity crisis

Erikson's 8 Stages of Development

- **Different from Freud's psychosexual development**
  - Cover the full lifespan
  - Allow for development during "latency" and adulthood
- **Similar to Freud's**
  - Each stage marked by conflict
  - Failure to resolve conflict leads to fixation, or *crisis*

4. Narcissism: Modern research on Freudian Defenses

Narcissism

- **Exaggerated positive self-esteem**
- **Does the individual really believe his/her positive self-views?**
  - Narcissistic Paradox: People who seem to think they're great may feel insecure underneath
  - Narcissism is a defense
    - Reaction formation

Echo and Narcissus

THE SELF-CONSCIOUS EMOTIONS THEORY AND RESEARCH

Edited by Jessica L. Tracy, Richard W. Robins, & June Price Tangney

Metamorphosis of Narcissus

NARCISSISM

- **DSM characteristics: grandiosity, dominance, entitlement, superiority**
- **In normal (non-clinical) populations, characterized by self-enhancement**
  - i.e., excessively positive view of self and negative view of others
  - bragging, egotism, superiority, derogation of others, entitlement

Classic Narcissist
Armand Hammer

- **Wealthy tycoon**

- **Bought Leonardo DaVinci's book "Codex Leicester" and renamed it "Codex Hammer"**

- **"My ideas are beyond the comprehension of ordinary mortals. The brilliance of my mind can only be described as dazzling. Even I am impressed by it..."**

  - After Hammer's death, Bill Gates bought back "Codex Hammer" and renamed it "Codex Leicester"

- "Around the time of grammar school I had this incredible desire to be recognized… I didn't care about the money, I thought about the fame, about just being the greatest. I was dreaming about being some dictator of a country or some savior like Jesus. Just to be recognized."

  - Arnold Schwarzenegger, 1976

What Causes Narcissism?

- **Parents over-idealize child, set up unrealistic standards**
- **Simultaneously, they excessively criticize child for failing to meet unrealistic standards**
- **"Narcissistic wound" – early humiliation experience**

- **Narcissists overcompensate for insecurities by self-aggrandizing**

Measuring Narcissism

Circle the choice that most accurately describes you:

- – A. I am much like everyone else
- – B. I am an extraordinary person

- – A. I like to look at myself in the mirror
- – B. I am not particularly interested in looking at myself in the mirror

Measuring Narcissism

- **Unrealistically positive beliefs about abilities and achievements**
  - "I can make anybody believe anything I want them to."
  - 37% agree
- **Preoccupied with fantasies of unlimited success, power, brilliance, and beauty**
  - "If I ruled the world it would be a much better place."
  - 45% agree
- **Strong sense of entitlement**
  - "I will never be satisfied until I get all that I deserve."
  - 26% agree
- **Grandiose sense of self-importance**
  - "I am an extraordinary person."
  - 55% agree

Narcissism and Therapy

- **Narcissists typically go to therapy for external life problems**
  - Work
    - Repeated failures
    - Not living up to their own career expectations
  - Love
    - Idealization and devaluation of romantic partners
    - Always need to be center of attention

- **Narcissistic Personality Disorder is very difficult to treat in therapy**
  - Why?

Research Findings on Normal-Range Narcissism

- **Look in the mirror more frequently**

- **Take credit for their accomplishments but blame others for their failures**

- **Self-promote more on social-networking sites like Facebook**

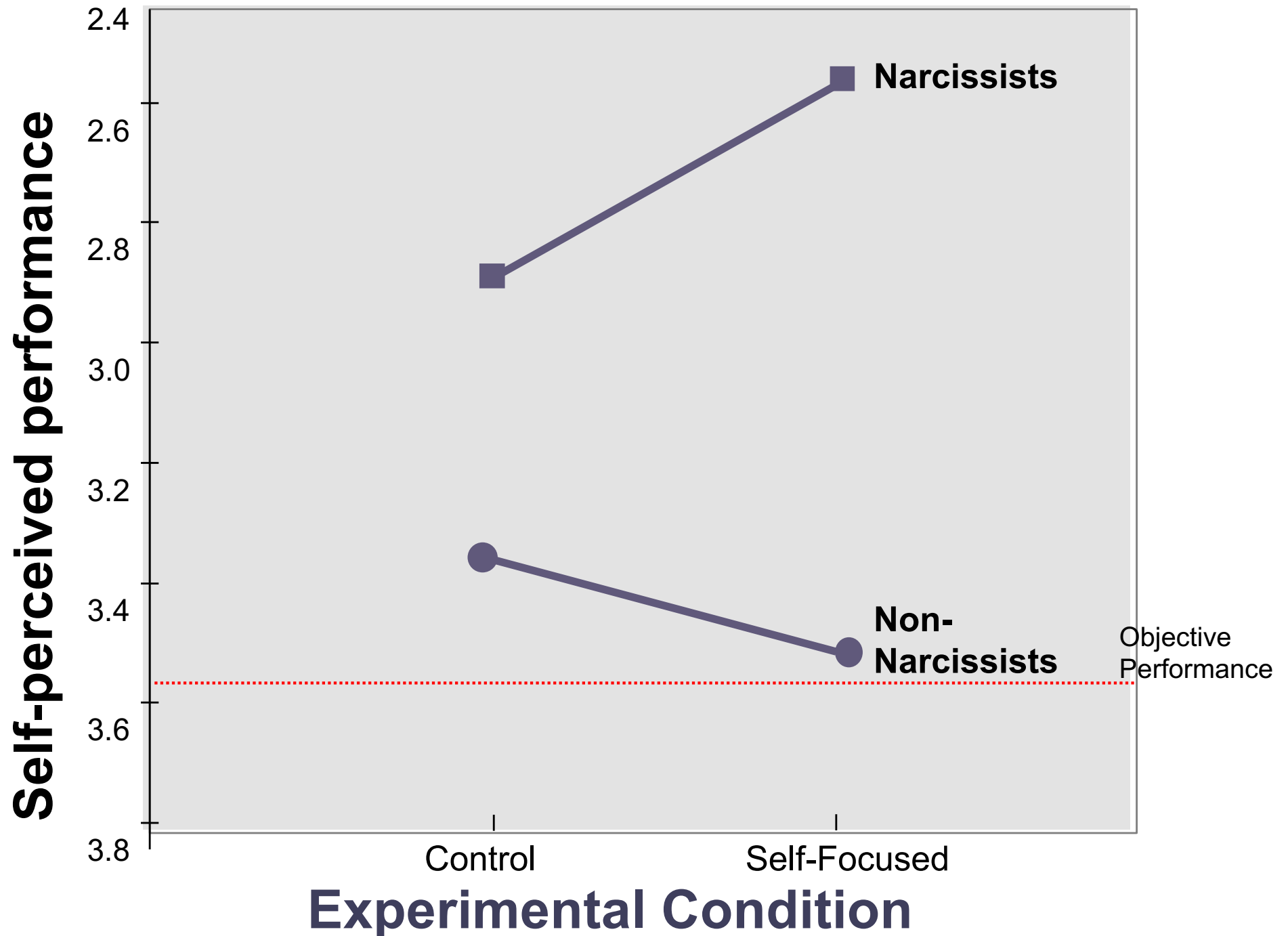- **Tend to adopt a 'game-playing' style in relationships**

Research Study: How Deep-Seated Are Narcissistic Illusions?

- **Do narcissists become less grandiose when they have the opportunity to see how others see them?**

- **Experiment: Manipulate visual perspective via video**
  - *Show* narcissists how others see them

Method

- 1) Self-Evaluation
  - Rate self's performance relative to other group members

- 2) Objective Evaluation
  - 12 psychologists
  - 5 other group members ("peers")
  - Objective task outcome (success vs. failure)

- DV: Self-Enhancement Bias = **degree to which self-evaluation is more positive than objective evaluation**

- IV: Manipulation of Self-Focused Attention
  - Control Condition:
    - Evaluate performance immediately after group discussion
  - Self-Focused Condition:
    - Evaluate performance after viewing videotape of self participating in discussion

How will people rate their performance in each condition?

Figure showing Self-perceived performance (y-axis, from 2.4 at top to 3.8 at bottom) versus Experimental Condition (x-axis: Control, Self-Focused). Narcissists line rises from Control to Self-Focused. Non-Narcissists line declines slightly from Control to Self-Focused. A red dotted horizontal line indicates Objective Performance.

Comments After Watching Self on Video

- ## Narcissistic Individual
  - "I came across more or less the way I would want to: stern but compassionate, matter of fact, business like and effective. I liked watching myself very much. Not too many surprises."

- ## Non-Narcissistic Individual
  - "I don't think I performed as well as I thought I did. The only impressions I got from watching myself on videotape were the bad ones. It was quite a sobering experience."

Narcissism as Pathology

- **Two types**
  - Grandiose/Malignant Narcissist
  - Fragile narcissist

Grandiose/malignant narcissist

- Has an exaggerated sense of self-importance
- Appears to feel privileged and entitled
- Has little empathy
- Tends to blame own failures or shortcomings on other people or circumstances
- Tends to be critical of others
- Tends to be controlling
- Has little psychological insight into own motives, behavior, etc.

Fragile narcissist

- Tends to feel unhappy, depressed, or despondent
- Tends to be critical of others
- Has an exaggerated sense of self-importance
- Tends to feel anxious
- Tends to feel envious
- Is prone to painful feelings of emptiness
- Appears to feel privileged and entitled
- Tends to feel s/he is inadequate, inferior, or a failure

A Real Clinical Case

- **40 year-old, college educated single male**
- **Socially isolated, impaired intimacy**
- **"Empty" depression, anhedonia, self-criticality**
- **Chronically suicidal**
- **3 hospitalizations in the last year:**
    ECT, Medication did not help
- **Pursuing Disability**
- **Living w/ parents after most recent hospitalization**

- *Overt Presentation: Vulnerable, Low Self-Esteem*

More information about this case

- Can't play guitar b/c no one pays to hear him play
- Feels that daily responsibilities are a "hassle" and he should not have to do them (e.g., groceries, finding a job, balancing his checkbook, filling out forms, paying taxes).
- Lived off a trust fund (recently depleted).
- Resents parents for aging and having decreasing resources.
- Can't hold a job because he resents lack of control over his schedule and accommodation to others' schedules.
- Can't tolerate listening to "other people's crap."
- Everything becomes "flawed."
- Often withheld information in treatment

- *Covert Presentation: Fragile Narcissism?*

5. Object Relations Theory

**Modern research on influence
of childhood on adulthood
relationships**

Object Relations Theory

- **Emphasis on social relationships**

- **Origins of adult relationships in childhood**

- **Internalized representations (i.e., unconscious) of parents become basis for relating to others**

Early Childhood Attachment

- **Early bond with parents influences child's personality**

- **Harlow (1958)**
  - Raised monkeys apart from mother
    - Provided surrogate "wire" mom or surrogate "cloth mom"
    - Surrogate wire mom provided food and water
  - Which surrogate did monkeys spend most time with?

Early Attachment

Even when wire mom provided food, infant monkeys stayed close to cloth mom

Importance of physical contact between infant and caregiver.

Early Attachment

- **Infant monkeys deprived of real mothers became anxious, insecure, abnormal sexually**

- **Bowlby (1969) noticed a similar pattern in humans**

- **But, there are individual differences in kids' behaviors**

  – Some become anxious until mom returns (separation anxiety)

  – Some become depressed, and show anger and detachment when mom returns

Early Attachment

- **Ainsworth: Strange Situation Procedure**
  - How does a child respond to being left with a friendly stranger for a few minutes?

- **3 Responses**

  1. Continue exploration, play, happy to see mother upon return

  2. Unfazed when mother left, and avoidant upon return

  3. Very anxious throughout procedure, clingy *and* angry upon return

- **3 Attachment styles**

  - Secure, Avoidant, Anxious-Ambivalent

Early Attachment

- **Child's behaviors in Strange Situation predict:**
  - Mother's behavior toward child
    - How responsive to child's needs?
  - "Internal working models" for later relationships
    - Unconscious expectations for how people will treat them
  - Adult attachment styles

Adult Attachment

- **Hazan and Shaver (1987)**
- **Found similar patterns of attachment in adult relationships**
  - Secure relationship style
  - Avoidant relationship style
  - Anxious-Ambivalent (Preoccupied) relationship style

What is your attachment style?

Read each of the three self-descriptions below and place a checkmark next to the single alternative that best describes how you feel in romantic relationships or is nearest to the way you feel.

_____A. I am somewhat uncomfortable being close to others; I find it difficult to trust them completely, difficult to allow myself to depend on them. I am nervous when anyone gets too close, and often, others want me to be more intimate than I feel comfortable being.

_____B. I find it relatively easy to get close to others and am comfortable depending on them and having them depend on me. I don't worry about being abandoned or about someone getting too close to me.

_____C. I find that others are reluctant to get as close as I would like. I often worry that my partner doesn't really love me or won't want to stay with me. I want to get very close to my partner, and this sometimes scares people away.

Attachment Styles

- **Important part of personality**
- **Related to relationship behaviors**
- **Many research findings on differences in relationship behaviors based on attachment style**
- **For example…**
  - *Preoccupied* have most sex, *Avoidant* least (except for Avoidant males)
  - *Preoccupied* feel greatest need for intimacy
  - *Avoidants* have worse memory for relationship-related concepts

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Stress Test Study

- **Romantic couples brought into lab; told that male must participate in experiment involving the "machine"**
- **Experimenter leaves couple alone for 10 min. in waiting room**
  - Secretly videotaped
- **Male participant feels stressed**
- **How does female respond?**

Stress Test Study

- **Avoidant females <u>least</u> likely to show support**
  - If anything, show annoyance at partner's nervousness
- **Secure females most supportive**

Greater Maternal Insensitivity in Childhood Predicts Greater Electrodermal Reactivity During Conflict Discussions With Romantic Partners in Adulthood

K. Lee Raby[1], Glenn I. Roisman[2], Jeffry A. Simpson[3],
W. A. Collins[2], and Ryan D. Steele[2]

[1]Department of Psychological & Brain Sciences, University of Delaware; [2]Institute of Child Development, University of Minnesota; and [3]Department of Psychology, University of Minnesota

2015 study shows link between childhood and adult relationships

- **37-year longitudinal study**
  - Observed mothers with babies several times in infancy
  - ~35 years later, measured "baby's" (now adult) physiological responses to conflict with adult romantic partner
- **Adults whose moms had shown less sensitivity had larger skin conductance response to conflict with partner**

Attachment Style across the Lifespan (Chopik, Edelstein, & Grimm, 2017)

- **Aggregated results from 5 longitudinal studies of attachment from age 13-72**

- **Anxiety high in adolescence and young adulthood, then declined**

- **Avoidance more stable, with small declines across age**

- **Being in a relationship led to greater security over time**

Motives

Motives

- **Internal states that direct behavior**
- **Based on needs, or tension**
- **Can be unconscious**

Motives are part of personality

- **Individual differences in the strength of various motives**
  - achievement vs. affiliation
- **Contribute to major life outcomes**
  - career success, marriage, etc.
- **Motives are stable over time**
- **Motives tell us (part of) why people behave the way they do**

Motive Theories and Personality

1. Early Motive Theorists

- Murray, McClelland, McAdams

2. The Humanistic (a.k.a. Phenomenological) Perspective

- Maslow, Rogers
- The Self

The Thematic Apperception Test (TAT)

Henry Murray

- **1930s-1960s**
- **First modern theory of motivation**
- **Began as a medical doctor**
- **Studied psychoanalysis with Jung**
  - Became a "reborn man"

Murray's Theory

- **Need**
  - Psychological force that guides behavior
  - Compulsion to reduce state of tension

Needs According to Murray

- **Achievement**
  - Success seeking
- **Exhibition**
  - Getting attention
- **Order**
- **Dominance**
  - Control others
- **Aggression**
- **Autonomy**
  - independence

- **Affiliation/ Intimacy**
  - Closeness to others
- **Nurturance**
  - Taking care of others
- **Abasement**
  - Lowering oneself
- **Blame-Avoidance**
- **Succor**
  - Desire to be taken care of

Murray's Theory

- **"Press"**
  - Importance of environment
  - Needs are only activated in certain contexts
- **"Apperception"**
  - Process through which we perceive the environment
  - Influenced by needs

David McClelland

- **Implicit vs. Self-attributed motives**
  - TAT reveals <u>implicit</u> (unconscious) motives
  - Implicit and explicit (or self-attributed) motives are not related
  - Implicit motives → Long-term outcomes
    - Career, marriage, health, stable beliefs
  - Explicit motives → Shorter term behaviors/attitudes
    - Performance on an experimental task

McClelland and the Big 3

- **Big 3 Motives**
  - **Achievement**
  - **Power**
  - **Affiliation (and Intimacy)**

Achievement

- **Preference for moderate levels of challenge**
  - Need to feel it's tough, but still succeed
- **Desire for performance feedback**
- **Choose careers with some risk and much personal responsibility**

Power

- **Control over others**
- **Argumentative**
- **Risk-taking**
- **Prefer less popular friends**

Intimacy/Affiliation

- Focus on relationships
- Related to happiness and satisfaction with life
- 2015 study (Dufner et al.): people with high affiliation motive (self-reported and implicit) smile more in response to images of affiliation
- Dan McAdams: argued for intimacy over affiliation

The Thematic Apperception Test (TAT)

Humanistic/Phenomenological Perspective

- **More clinical than research based; attempt to take motive theory and apply it help people make their lives better**

- **Greater focus on <u>conscious</u> motives, awareness of needs**

  - Focus on phenomenology (conscious, subjective experience)

- **Emphasis on individuals taking responsibility for their own life outcomes**

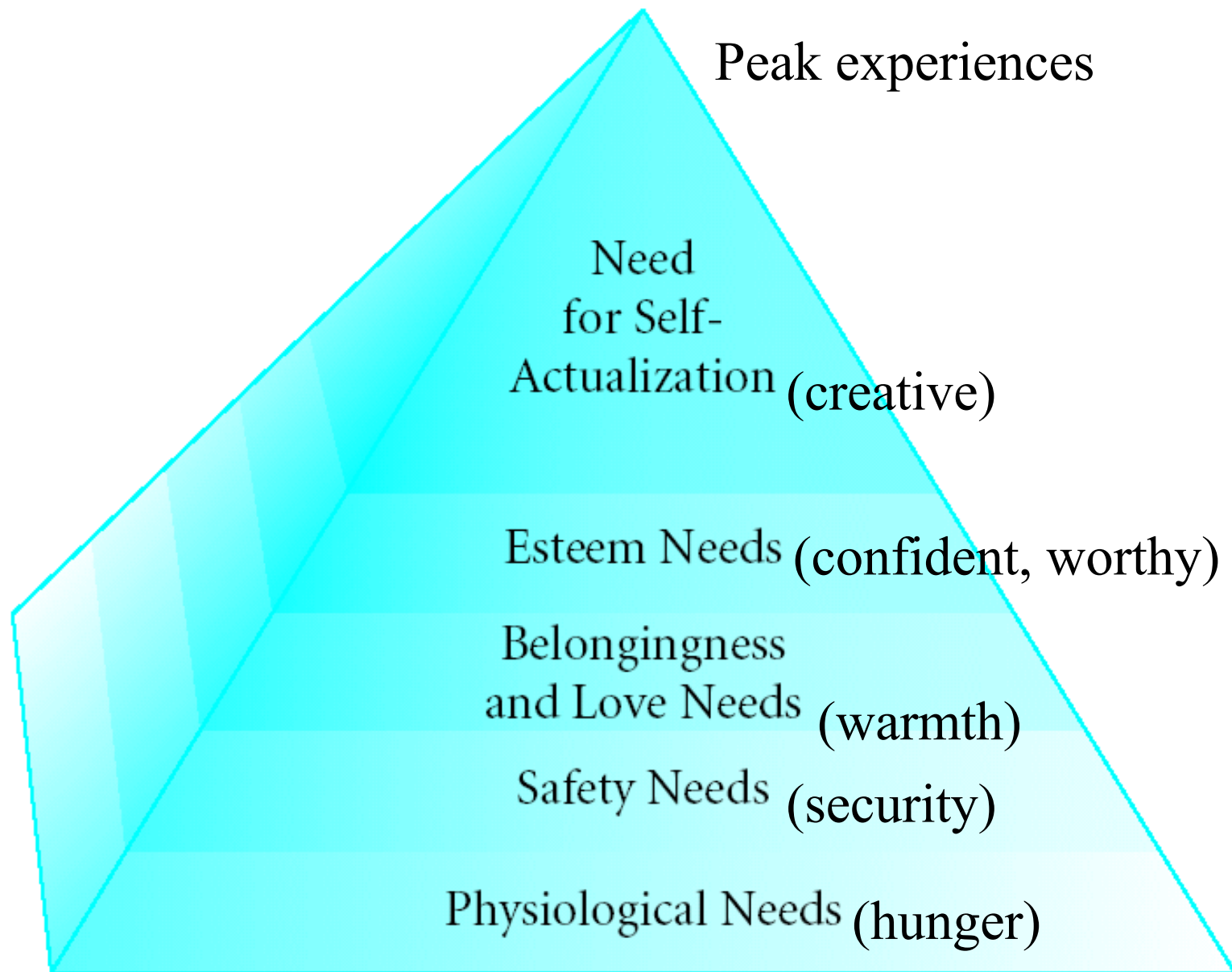# Humanistic Perspective: Basic Assumptions

- **Emphasis on phenomenology**
  - Individual differences in the perception of reality
  - *Subjective* reality is more important than *objective* reality

- **Self-Actualization**
  - People are intrinsically good and strive toward greater health, maturity, and autonomy
  - Growth based rather than need based

- **Emphasis on self/identity**
  - Universal need for positive self-regard

Abraham Maslow

- **1908-1970**
- **Humans have innate desire for self-actualization, self-esteem, belongingness**
- **Hierarchy of needs**
  - Prepotency of needs: Needs at basic level met first

Maslow's Hierarchy of Needs

Peak experiences

Need for Self-Actualization (creative)

Esteem Needs (confident, worthy)

Belongingness and Love Needs (warmth)

Safety Needs (security)

Physiological Needs (hunger)

4

Physiological Needs

- **Needs for food, water, air, sleep, sex**
    - Most "prepotent"

- **Function of civilization, society is to satisfy these needs so we can focus on the higher ones**

Safety Needs

- **Shelter, security, free from threat or danger**

- **Order, structure, predictability**
  - Having a place to live, ability to pay bills, etc.

Belongingness & Love Needs

- **Needs for affiliation, family, group identity, intimate relationships, *relatedness***
- **Need to receive and to *give* love**

Esteem Needs

- **Need to be held in high regard by self and others (not just "self-esteem")**

- **Comes from mastery, achievement, adequacy, feelings of *competence*, confidence, independence**

Self-Actualization

- **Enriched life experiences**
- **Enhanced creativity**
- **In touch with feelings, not threatened by them**
- **Requires self-exploration and action**
- *Fully Functioning Person*

Self-Actualization

- "A musician must make music, an artist must paint, a poet must write, if he is to be at peace with himself. What a man can be, he must be. This is the need we may call self-actualization ... It refers to man's desire for fulfillment, namely to the tendency for him to become actually in what he is potentially: to become everything that one is capable of becoming ..."
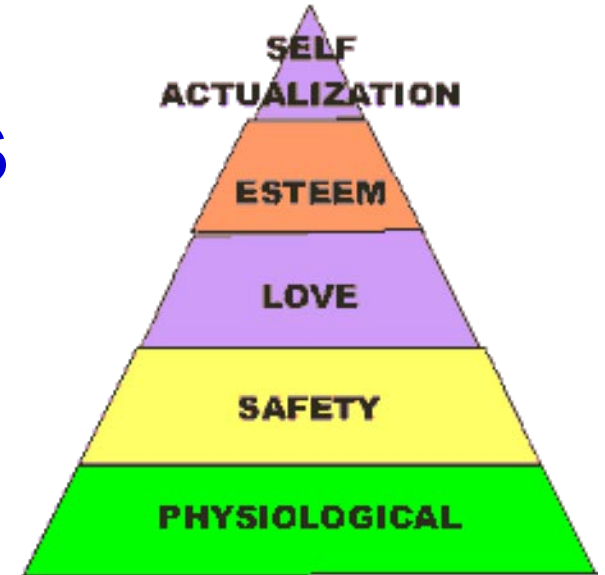
  – **Abraham Maslow**

What is a Self-Actualized Person Like?

- **Self-acceptance**

- **Solitude**

- **Independence from culture**

- **Frequent *peak experiences***

- **Creativity**

Hierarchy of Needs

- **Peak Experiences**
  - Time and place are transcended
  - Experience unity of self with universe
  - Feeling of power and wonder
  - Manifests differently for each person
 - Common in psychologically healthy people
  - Examples?

- **Is it possible to self-actualize while also meeting needs for esteem and belongingness?**

Modern Take on Maslow's Hierarchy

- **Let's make a hierarchy based on evolutionarily derived needs**

- **Maslow was right to shed light on psychological (not just physical) needs**

- **But, no evidence for some aspects of Maslow's hierarchy**

  – Do people intrinsically/innately strive for self-actualization?

Problems with Maslow

- **Aspirational but not normative**
  - What people 'should' do, not what they do do
- **Inconsistent with scientific understanding of human nature**
  - If the purpose of creativity is self-fulfillment, how does that help the species survive?
  - Creativity should be seen as lower level means to more ultimate reproductive ends
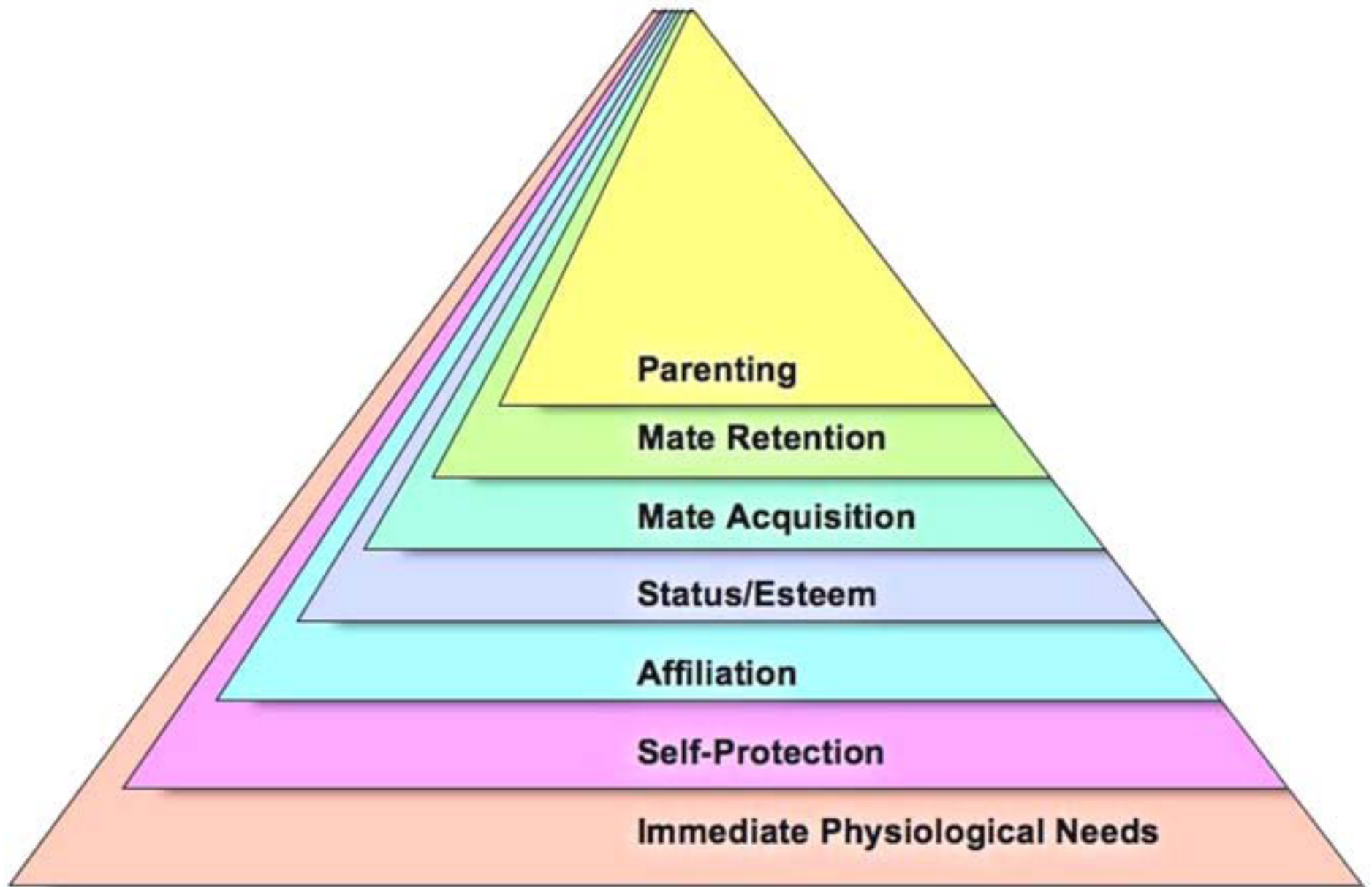
Kenrick, Griskevicius, Neuberg, & Schaller, 2010

Highly controversial

- **"Self-actualization has been dethroned"**
- **Anger from the childless**
  - Is parenting too glorified?
- **Anger from the humanities**
  - Why do evolutionary scientists always put mating above the arts?

JEZEBEL

CELEBRITY, SEX, FASHION FOR WOMEN

Treehouse

Espresso Maker

Washing Machine

Printer

Hand Towels

Knives

Food, Water, Shelter

Carl Rogers

- **People are intrinsically good and striving toward self-understanding, self-acceptance, maturity, and autonomy**

- **People can develop innate goodness if society acts in helpful, encouraging, and affirming ways**

- **Emphasis on self/identity**

Carl Rogers: How to Be Self-Actualized

- **Become "fully functioning"**
- **"Client-centered therapy"**
  - Therapist is trusting, accepting, empathetic
  - Therapist shows <u>unconditional positive regard</u> for client
    - Love and acceptance, regardless of what the person does
  - Client able to express and accept his/her <u>authentic self</u> (self-acceptance)
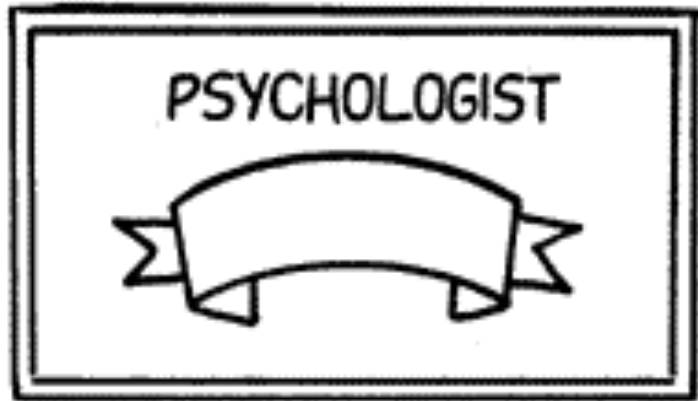
"My therapy is quite simple: I wag my tail and lick your face until you feel good about yourself again."

Next Class

- **The Self and Self-Esteem**

- **Begin Trait Approach**
  - Traits and Trait Taxonomies