Personality
What makes us who we are?

Psychology 305A: Lecture 8

Wrap up Contemporary Psychoanalytic Approach

Begin Motives and the Phenomenological Approach

[1]

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?**

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Stress Test Study

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

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Motives

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Motives

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

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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**

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Motive Theories and Personality

1. Early Motive Theorists
  – Murray, McClelland, McAdams

2. The Humanistic (a.k.a. Phenomenological) Perspective
  – Maslow, Rogers
  – The Self

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The Thematic Apperception Test (TAT)

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Henry Murray

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

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Murray's Theory

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

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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

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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

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David McClelland

- **Implicit vs. Self-attributed motives**
  - Implicit motives → Long-term outcomes
    - Career, marriage, health, stable beliefs
  - Explicit motives → Shorter term behaviors/ attitudes
    - Performance on an experimental task
  - Implicit and explicit motives are not related

- **3 Big Motives: Achievement, Power, Affiliation/Intimacy**

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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**

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Power

- **Control over others**
- **Argumentative**
- **Risk-taking**
- **Prefer less popular friends**
- **David Winter: found that power motive in world leaders predicts war and peace**

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Affiliation/Intimacy

- **Focus on relationships**
- **Related to happiness and satisfaction with life**
- **Dan McAdams: argued for intimacy over affiliation**

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The Thematic Apperception Test (TAT)

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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**

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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**
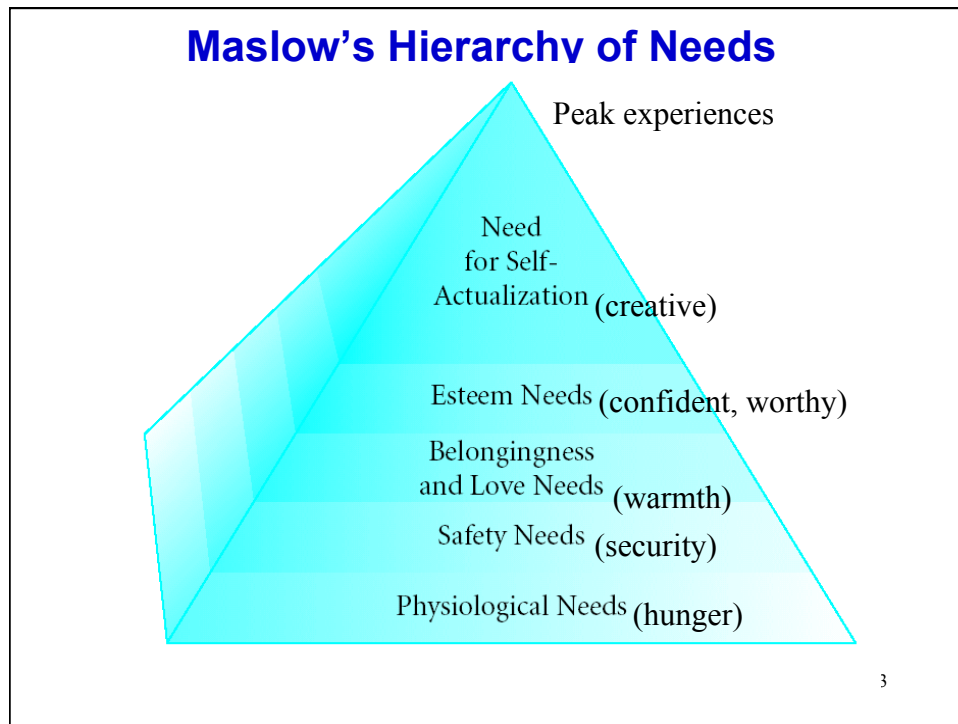 - Universal need for positive self-regard

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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

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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)

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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**

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Safety Needs

- **Shelter, security, free from threat or danger**
- **Order, structure, predictability**
  - Having a place to live, ability to pay bills, etc.

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Belongingness & Love Needs

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

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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**

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Self-Actualization

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

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Self-Actualization

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- "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 ..."
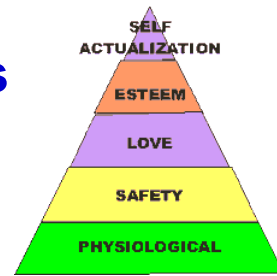 – **Abraham Maslow**

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What is a Self-Actualized Person Like?

- **Self-acceptance**
- **Solitude**
- **Independence from culture**
- **Frequent *peak experiences***
- **Creativity**

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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?**

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Next Class

- **Wrap up Phenomenological Approach**
- **Begin The Self**
  - Chapter 14

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