General Psychology
7 Approaches To Personality
Spring 2012

1. Trait Theory = unchangeable
2. Psychoanalysis = unconscious
3. Behaviorism = what you do
4. Existentialism = meant to be
5. Cognitive-Behavioral

Albert Ellis

- Rational Emotive Behavioral Therapy
- Care too much about what others think
- Musturbatory belief system = absolute musts

ABC theory of personality
- Activating event
- Belief system
- Emotional consequence

Aaron Beck

- Theory
  - Personality reflects person’s cognitive organization and structure
  - Biologically and socially influenced

Schemas
- Cognitive structures of fundamental core beliefs
- Assumptions about how the world operates
- Concepts about self, others, life
- Develop early in life
- Rules about life and beliefs about self
- Adaptive or maladaptive
- General or specific

How think determines how feel and behave
- People can consciously adapt reason
- Target of intervention is client’s underlying assumptions
- Cognitive distortions = systematic reasoning errors

Rational Psychotherapy
- Focus on rational rather than irrational thinking; criticized for neglecting emotions
- Confront people with their irrational beliefs, persuade them to adopt rational ones

Rational Psychotherapy
Rational Emotive Therapy
Rational Emotive Behavioral Therapy
- Primarily a cognitive behavioral therapy; rationalism
Thoughts and emotions frequently overlap
Much of emotion is evaluative thinking

Self-talk = internalized sentences determine our thoughts and emotions
Emotional disturbance is frequently associated with people's caring too much about what others think

Musturbatory belief system = absolute musts

ABC theory of personality
Activating event
Belief system
Emotional consequence

6. Humanism = self-concept
Carl Rogers
Emotions facilitate behavior
Congruence
Symbolized experiences reflect all actual experiences
When congruent, person is free from inner tension and psychologically adjusted

Phenomenology = how you view the world
2 basic needs
positive regard by others
positive regard by self

Self
Ideal Self: How you want to be
Actual Self: How see yourself
Real Self: How you act from day to day
Congruence of Self
Incongruence of Self

Therapy
Focus on the client’s topics of discussion
Clarify feelings & emotions
Restatement of content
Client is responsible for therapy’s progress and coming to own conclusions, solving own problems

Abraham Maslow
Hierarchy of Needs
Physiological
Safety
Friends
Esteem
Self-Actualization
7. Social Learning = conflicts & expectations
Julian Rotter

Chances of any given behavior occurring is a function of
1. Expectancy of getting reward
2. Size of reward

Social Skills Training
More involvement with environment
Increase expectation accuracy

Locus of Control
Internal  higher expectation of reward
External  lower expectation of reward

Dollard & Miller

Psychoanalytic Learning Theory
Explained Freudian theory in terms of learning/drive theory

Drive Theory
Get food, drive does down

Frustration-Aggression Hypothesis
Aggression is always the result of blocking one’s effort to reach a goal
Aggression can be learned, unlearned or prevented
Aggression varies from situation to situation

4-part Theory
1. Drive = Want
   Primary Drives     (Maslow’s level 1)
   Secondary Drives  (safety, love, esteem)
Drives originate in environment or in person
Behaviors are reinforced by drive reduction

2. Cue = Notice
   Sets response in motion & guides response
   Can be internal or external
   A discriminative stimulus
   What a person notices

3. Response = Do
   The person’s behavior
   Selected from response hierarchy
   Dominant response

4. Reward = Get
   Primary Rewards
   Secondary Rewards
   Drive reduction
   Different from Skinner's reinforcement
   No assumptions what’s reinforcing
Conflict
Incompatible Responses
responses which can't occur at same time
Distance = how far away from goal
Gradients

Four Assumptions about Gradients
1. Gradient of Approach - tendency to approach a goal is stronger the nearer the subject is to the goal
2. Gradient of Avoidance - tendency to avoid a feared stimulus is stronger the nearer the subject is to the feared stimulus
3. Avoidance is STEEPER than approach
4. Increase in drive raises the height of the entire gradient

Types of Conflict
Lewin (1935) identified three patterns of conflict:
  approach-approach
  avoidance-avoidance
  approach-avoidance

Non-conflict Situations
1. Approach-Avoidance Conflict
   If punishment conditions a fear response to a drive, the primary & secondary drives may conflict
   Drawn to and away from desired object-resulting in anxiety and neurotic behavior
   Push-Pull
2. Avoidance-Avoidance Conflict
   Choose between 2 things we hate
   2 political candidates
3. Approach-Approach Conflict
   Choosing between 2 things we like
   Take the closest
   Let chance decide
4. Double Approach-Avoidance Conflict
   Like and dislike both

Therapy
Label conflict; Rumplestiltskin
All aggression is frustration
Can't reach goal
Stupidity-Misery Syndrome (neurosis)
  Strong, unconscious, unlabeled conflict
  Can't discriminate effectively
  Use a "stupid" strategy (unlabeled)
  Stupid strategies cause us "misery"
Albert Bandura
  Observational Learning
  Modeling (observational learning)
  Discover learning

Reciprocal Determinism
  Environment causes behavior
  Behavior causes environment too

Major components
  Attention
  Retention
  Reproduction
  Motivation
  Self-efficacy = know you can do it well

Self-regulation
  3 steps to controlling own behavior
  1. Self-observation
     We look at ourselves, track own behavior
  2. Judgment
     Compare what we see with a standard
     Rules of etiquette
     Personal rules
     I'll read a book a week
  3. Self-response
     Reward self
     Punish self

For some
  Self-regulation is self-concept
  Self-regulation is self-esteem