George Kelly (1905-1967)

- Ohio State University
- Took Roger’s former position. Later accepted a position from Maslow at Brandeis.
- Took classes from Landfield. One of the last people to get a Ph.D. under Kelly.
- Not a theorist concerned with motivation of the person. The person is always active.

The attempt to predict and control the events one experience
- “Man-As-Scientist”
- PC—“Human as scientist”
- Construing events and testing them
- Many of his concepts overlap

Constructs: Abstractions/generalizations from concrete experience
- Dichotomy (good-bad)
- Range of convenience
- Personal Constructs: individual to the person
  - Predicts what will happen
  - Particularly in area of personal relationships

Organized into a construction system
- Superordinate
  - More abstract
- Core constructs—central to a person’s identity
- Subordinate
- Breaks down a larger concept leading to more correct anticipations
Constructive Alternativism—When anticipating events, one selects the constructs that seem relevant, and then chooses which of the poles of construct will be applied.

REP Test
- Role Construct Repertory Test

One Fundamental Postulate and Eleven Corollaries

Fundamental Postulate—A person’s processes are psychologically channelized by the ways in which he (she) anticipates events.
- You anticipate that the sun will come up tomorrow
- What if you anticipate the opposite?
- How will these anticipations influence behavior?
- Less precise than what a scientist does

Construction Corollary—a person anticipates events by construing their replications
- They love me today, they will love me tomorrow

Experience Corollary—a person’s construction system varies as they successively construes the replications of events
- This is common sense

Choice Corollary—a person chooses for himself that alternative in a dichotomized construct through which he anticipates the greater possibility for extension and definition of their system
- Elaborate Choice—choosing pole of a construct
- Reflects deciding upon the alternative through which one anticipates the greater possibility for extension and definition of one’s construction system
- Modulation Corollary—the variation in a person’s construction system is limited by the permeability of the constructs within whose ranges of convenience the variants lie.

- Dichotomy Corollary—a person’s construction system is composed of a finite number of dichotomous constructs

- Organizational Corollary—each person evolves a construction system embracing ordinal relationships between constructs

- Fragmentation Corollary—a person may successively employ a variety of construction subsystems which are inferentially incompatible with each other.
  - One time nice next time mean

- Sociality Corollary—to the extent that one person construes the construction processes of another, he may play a role in a social process involving he other person.
  - Unlike commonality this uses and suggests social interaction

- Range Corollary—a construct is conveniently for the anticipation of a finite range of events only

- Individuality Corollary—persons differ from each other in their construction of events.

- Commonality Corollary—to the extent that one person employs a construction of experience which is similar to that employed by another, his psychological processes are similar to those of the other person.
Emotionally centering on construct is confirmation/change:
- Anxiety: awareness that the events with which one is confronted lie outside the predictive capabilities of one's construction system
- Threat: the awareness of imminent comprehensive change in one's core structure
- Guilt: awareness of dislodgement of the self from one's core role structure

Hostility: continued effort to extort validational evidence in favor of a social prediction that has already been recognized as a failure

Constructs differ in their:
- Permeability - how unencountered events can be subsumed within a construct
- Preemptiveness - renders the events it subsumes unavailable for subsumption within other constructs
- Preverbalness - no consistent word symbol which it represents

Comprehensiveness - subsuming a wide variety of events
- Incidentalness - subsuming a narrow variety of events
- Looseness - leading to varying predictions while still maintaining their identity
Development:
- Does not occur in a fixed sequence
- How we construe events
- Construction development
- Changing of disconfirmed constructs
- The nature of significant relationships in childhood and adulthood is not considered important

Does not believe environment is that important
- What do you think about this?
- If parents have money they can give more experiences which in turn will develop more and different constructs

Zen
- Siddhartha Gautama or The Buddha or "Enlightened One."
- Sixth century B.C.
- What is now modern Nepal.

Taoism, Buddhism, Confucianism
- Zen Masters would go crazy if they were in class
- Words cannot do Zen justice
- Zen Masters
  - "Make" you learn
  - Beat learning into you
Main Theme:
- To achieve Enlightenment.
- Satori or tun-wu - an art or way of enlightenment
- Tao - “The Way”
- A thousand mile journey begins with a single step

Intuitive perception rather than intellect and logic
- Scientific?
- Must be personally experienced
  - Try to explain to someone what water tastes like
  - Try to explain love and why you fell in love
  - You know what it is but hard to explain
- Same thing with Zen or Enlightenment
- Uniquely human

Humans have a consciousness - conscious of living and life itself - most only conscious of individual selves
- An animal can live Zen but it does not live by Zen
- No consciousness or understanding of what it is doing

Nirvana - exalted state of consciousness and bliss.
- Still wind
- No wind
- Waning out
- Extinction of all desire, resentment, and selfishness that are caused by identifying with one’s separate ego.
- To attain Nirvana attain awakening or enlightenment
- Must transcend the “world of dust” - the world of the material
  - Minimalism—needing nothing
  - Food etc. will come—we do not need to search
- Dharma - path to enlightenment
  - Seeing, knowing, speech, conduct, way of living, effortlessness, awareness, meditation, apperception
  - Brahma - ground of existence - Tao
  - That which is

- Karma - a person’s actions determine his/her destiny in the next life
  - “It’s Karma”
  - “Instant Karma”
- Tzu-jan - Spontaneity
  - Must be spontaneous to reach Enlightenment
  - Spur of the moment
  - Practical?

- P’u - The uncarved block - raw form
  - Able to enjoy the simple and the quiet
  - The natural and the plain
  - Ability to do things spontaneously
- Wu-wei - Go with the flow

- Development:
  - Tao - the way
  - Wu-wei - Must go with the flow

- What if we all decided to live Zen?
  - Would we have medicine?
  - If a person is going to die, they should die.
  - What would you do to save a child?
  - Only one person said “if destiny is to die they should.”
Existential Psychology

Sartre

Camus

- French resistance WWII
  - Sartre, Camus
  - The routine past

- Main Theme:
  - To achieve Authentic Being
  - Being - intentionality
  - Special quality of humans
  - Life becomes a series of decisions
  - Decisions involve alternatives toward unknown future or toward

- Ontological anxiety - doubt - opting for the unknown
- Ontological guilt - choosing safe
  - Develops a sense of missed opportunities
- Authenticity
  - Accepts this dichotomy and selects Anxiety

- Being-In-The-World (Dasein):
  - How the person and environment are intertwined
  - Has three major components:
    - Umwelt - the interpreted biological and physical world
    - Mitwelt - interpreted social world
    - Eigenwelt - internal dialogue of oneself
  - Not separate aspects - phenomenological
  - How are these related and how are they important to authenticity?
- **Being-Beyond-The-World** - human possibilities or potentials

- **Ground of Existence** - limits of what a person can be
  - Females can give birth—males cannot

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**Development:**
- **Becoming**
  - Parents/school
  - Non-ideal development fails to accept psychological expression
  - Different modes of existence

- **Individualist** - ideal - can understand and influence social and biological expression
  - Ontological anxiety
  - Originality, change, intimacy, love
  - Conformist - nothing more than a player of social roles and an embodiment of biological needs

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**Abraham Maslow (1908-1970)**

- Ph.D. under Harry Harlow.
- Initially studied behaviorism.
- Humanism.
- Third force in Psychology.
- IQ 195.

**Main Theme:**
- The push toward actualization of inherent potentialities and the push to satisfy needs ensuring physical and psychological survival
- Growth Motivation-Actualization tendency leads to enhancement of life
- Deprivation Motivation-Survival tendency maintains life
- Not really in conflict with each other since one has to be satisfied before the other
- **Needs:**
  - Basic/Deficiency (D) - Lack or deficit within person
    - Once relatively satisfied can go on to the next
  - Metaneeds/Growth (B)
    - Becoming - arise out of need to pursue goals/go beyond
    - Self-actualization
  - Differences between D love and B love

- **Prepotent**
  - Physiological - homeostatic - food, water
  - Safety - security, avoidance of pain, protection
  - Belongingness/Love - intimacy, gregariousness, identification
  - Esteem - two types:
    - Mastery, competence, self-confidence (Self)
    - Prestige, status, fame, dominance (Others)
  - Self-Actualization - potentials
    - Few achieve this level
    - Peak experiences

- **Development:**
  - No real statement here
  - Agrees with Rogers - if survival tendency not blocked by others actualization will be vigorously expressed
  - Blockage leads to defense
    - Defense not conducive to potentials
  - Self-actualized person:
    - Realistic, acceptance, spontaneity, vivid appreciation,
    - Human kinship, humility, respect, nonconforming, humorous, creative
Self-Actualized People

- Martin Luther King, Jr. (civil rights activist, spiritual leader)
- Eleanor Roosevelt (humanitarian, diplomat)
- Albert Einstein (physicist)
- Mother Teresa (humanitarian, spiritual leader)
- Gordon B. Hinckley and The Pope (spiritual leaders)
- Abraham Lincoln (politician, humanitarian)

Carl Rogers (1902-1987)

- Strict father—Rogers went beyond this
- Trip to China
- Consultant when he died
- Humanism

Main Theme:
- The tendency to actualize one’s inherent potentialities
  - Maintain and enhance living for both the individual & species
  - Conflict between individual & society not inevitable
  - Common to all living beings
  - Humans - attempt to actualize the self

Phenomenal Field
- World as one perceives, apperceives, lives, and experiences
- Uniquely individual

- Need for Positive Regard - from other people
  - Person is influenced by approval or disapproval from others
- Need for Positive Self-Regard - From Self
  - Satisfaction involved in finding your experience of self consistent with self-concept
- **Self** - refers to person’s conscious sense of who and what one is

- **Ideal vs Real Self**
  - Incongruence – conflict between the two
  - Similar to Horney’s theory?

- **Defense**
  - Defends against “poor” aspects of the person
  - Why this is negative to actualization
  - Q-Sort

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- **Development:**
  - Depends on which of the following does the person receive from Significant Others

- **Conditional Positive Regard**
  - Acceptance of some/rejection of other behavior
  - Conditions of worth:
    - Evaluative notions concerning which behaviors are worthy/unworthy
    - Self-concept thus socially determined and, as a result, is incongruent with the inherent potentialities
    - To keep incongruence repressed defenses are used
Unconditional Positive Regard
- Basic, complete acceptance/respect
- Self-concept reflects all that there is in the inherent potentialities
- Self is considered congruent with potentials

Types:
- Maladjusted Person-CPR/CoW
  - Incongruence
  - Lives toward other's expectations
  - Conforming
  - Feels manipulated rather than free
  - Lives according to a preconceived plan

Fully Functioning Person-UCPR/no CoW
- Congruence between self and potentials
- Reflectiveness
- Existential living - flexibility, adaptability, spontaneity - lives for the moment
- Organismic trusting - confidence, intuitive
- Organismic Valuing Process - draws person toward experiences that produces growth
- Experiential freedom - subjective sense of free will
- Creativity - seeking new and effective ideas/things