

## Amrita School of Business

### Theories of Personality

#### Course Outline

**Instructor:** Dr. Rajiv Prasad

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**Course Description:** This course will explore the origins of the major personality theories belonging to different perspectives and schools, their underlying assumptions & approaches concerning personality, the major theoretical concepts used by each of these perspectives and their applications, as well as the most current research in each of these schools. These major perspectives towards personality include Freudian, Neo-Freudian & contemporary psychoanalytic theories; trait theorists' emphasis on the individual personality structure; the humanistic approaches towards personality; and finally, the behavioral/social learning approaches to personality.

**Learning Objectives:** At the end of the course, the participants should be able to demonstrate a good

- (1) understanding of the basic approaches towards personality developed by the major schools;
- (2) understanding of the important contributions of the most influential thinkers in each of these schools; and
- (3) understanding of the currently relevant research issues in each of these major schools of personality.

#### Session plan

Session No.	Topic	Reading
I	Introduction to the course & evolution of Personality theories & research	- Chapter 1 of the textbook - The article "History of Modern Personality theory and Research"
II	"	"
III & IV	Freud's Classical Psychoanalytic theory: personal history, the structure of personality, the dynamics of personality	- Ch. 2 (text book) page 30-46 - Ch. 3 (Burger)
V	Freud Contd. – development of personality, typical research methods	- Ch. 2 (text book) page 47-67 - Ch. 4 (Burger)
VI & VII	Carl Gustav Jung's Analytic Theory: personal history,	- Ch.3 (text book) page

	the structure of personality, the dynamics of personality	78-101 - Ch. 3 (Ryckman) page 76 - 99
VIII	Jung Contd. – development of personality, typical research & personality assessment methods	- Ch.3 (text book) page 101-121 - Ch.3 (Ryckman) page 99 - 115
IX & X	Contemporary Psychoanalytic Theory: Erik Erikson & other modern approaches	- Ch. 5 (text book) page 173-218 - Ch. 7 (Ryckman) - Article “Psychoanalytic approaches to personality”
XI & XII	Henry Murray’s personology	Ch.6 (text book) page 221 - 266
XIII	Gordon Allport & the Individual	Ch. 7 (text book) page 267 - 309
XIV	Behavioral/Social Learning Approach – Skinner & Watson	- Ch. 12 (text book) page 492 – 534 - Ch. 13 (Burger) page 377 - 394
XV	Behavioral/Social Learning Approach – Bandura & relevant research	- Ch. 14 (text book) page 590 – 616 - Ch. 13 & 14 (Burger) page 394 - 450
XVI & XVII	Humanistic Approaches to Personality – Kurt Goldstein & Maslow	Ch. 11 (text book) page 434-453
XVIII & XIX	Humanistic Approaches- Carl Rogers & typical research methods	Ch.11 (text book) page 454-480
XX	Summing up – where do we go from here?	Article “Epilogue: Constancy and Change in Personality Theory and Research”

### Evaluation

Class Preparation: 20%

Class Participation: 20%

Term Paper: 30%

End Term Examination: 30%

### Text Book:

Theories of Personality (4<sup>th</sup> Edition)

Authors: Calvin Hall, Gardner Lindzey & John B. Campbell

Publishers: John Wiley & Sons

**Reference Books**

1. Handbook of Personality (2<sup>nd</sup> Edition)

Edited by: Lawrence A. Pervin & Oliver P. John

2. Theories of Personality

Author: Richard Ryckman

3. Personality

Author: Jerry Burger

4. Personality & Personal Growth

Author: Robert Frager & James Fadiman