Trait Theories: Attempt to learn what traits make up personality and how they relate to actual behavior.

Psychodynamic Theories: Focus on the inner workings of personality, especially internal conflicts and struggles.

Humanistic Theories: Focus on private, subjective experience and personal growth.

Social-Cognitive Theories: Attribute difference in personality to socialization, expectations, and mental processes.
STAGES OF PERSONALITY DEVELOPMENT

Oral Stage: Ages 0-1. Most of infant’s pleasure comes from stimulation of the mouth. If a child is overfed or frustrated, oral traits will develop.

- **Oral Dependent Personality**: Gullible, passive, and need lots of attention. Fixations create oral-aggressive adults who like to argue and exploit others.

- **Erogenous zone**: mouth (oral)

Anal Stage: Ages 1-3. Attention turns to process of elimination. Child can gain approval or express aggression by letting go or holding on. Ego develops. Harsh or lenient toilet training can make a child either:

- **Anal Retentive**: Stubborn, stingy, orderly, and compulsively clean
- **Anal Expulsive**: Disorderly, messy, destructive, or cruel
- **Erogenous zone**: anus
Latency: Ages 6-Puberty. Psychosexual development is dormant. Same sex friendships and play occur here.

**Genital Stage:** Puberty-on. Realization of full adult sexuality occurs here; sexual urges re-awaken.
Maslow's Hierarchy of Needs

**Basic Needs**
- Esteem and self-esteem
- Love and belonging
- Safety and security
- Physiological needs: air, food, water, sleep, sex, etc.

**Growth Needs**
- Self-actualization as expressed through meta-needs:
  - wholeness, perfection, completion, justice, richness, simplicity, aliveness, beauty, goodness, uniqueness, playfulness, truth, autonomy, meaningfulness
Extraversion: sociability, energized by people; lonely when alone (75%)

Sensation: practical, trusts facts; learns through experience; wants to deal with what’s real

Thinking: prefers the objective, logical, analytical

Judging: prefers closure, wants deadlines, feels more comfortable once a decision has been made.

Intraversion: territorial, enjoys being alone, private, drained by people (25%)

Intuition: innovative, fantasizes; future more attractive than the present

Feeling: prefers the subjective, personal, values

Perceiving: resists closure, wants more & more data; values the open-ended; pressure to decide stressful