

Psychoanalysis: Adler

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- ENFJ
 - Friendly, outgoing, and enthusiastic
 - Affectionate articulate, and tactful
 - Highly empathetic but easily hurt
 - Creative and original
 - Decisive and passionately opinionated, productive, organized, and responsible
- Jobs
 - Advertising Account Executive
 - Magazine Editor
 - Therapist
 - Corporate Trainer
 - Bilingual Education Teacher
 - Fund Raiser
 - TV Producer
 - Marketing Executive
 - Writer / Journalist
 - Social Worker
 - Human Resources Professional

Outline

- The Man
- The Theory
- Motives
- Personality Development
- Neurotics

The Man



- Remember These Facts!
 - Second born
 - Competition with older brother
 - Suffered from rickets
 - Compensated with social skills
 - Saw younger brother die when 3
 - Early memories of sickness & death
 - Felt rejected by mother
 - The social context of the family
 - Served as a doctor in WWI
 - The importance of social interest

The Theory

- Individual Psychology
 - Person as a whole
 - Not a sum of parts
 - Behaviour is motivated
 - Starts in childhood
 - Influenced by social context
 - Develop a lifestyle
 - We create our own experiences
 - Choice
 - Subjective reality

Two Motives

- Social Interest
 - Born weak
 - Leads us to depend upon other people
 - Feeling of unity with others
 - Standard for psychological health
- Striving for Superiority
 - Feel we are inferior
 - Source of all human striving is to overcome feelings of inferiority

Danger

- Self-Discrepancy Theory (Higgins)
 - Three important components to self
 - Actual Self
 - Ideal Self
 - Ought Self
 - Two internalized views
 - Self-view
 - Other-view

	Ideal	Ought
Self	Disappointment	Guilt
Other	Shame	Fear

Research Findings

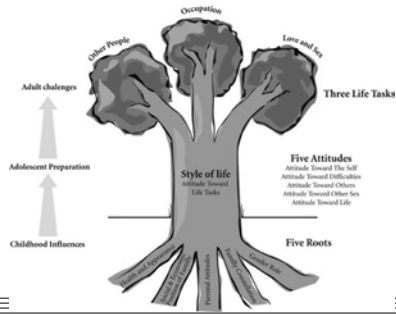
	<i>Ideal Priming</i>		<i>Ought Priming</i>	
	Dejection	Agitation	Dejection	Agitation
<i>Level of actual-ideal and actual-ought discrepancies</i>				
<i>High in both discrepancies</i>	3.2	-0.8	0.9	5.1
<i>Low in both discrepancies</i>	-1.2	0.9	0.3	-2.6

- Discrepancies between actual self and more perfect selves led to negative emotions

Positive Motivation?



Personality Development



Roots

- Formative period of early childhood influences
 - Leads to adoption of Style of Life
- Five Roots
 - Health & Appearance
 - Social & Economics of Family
 - Parental Attitudes
 - Family Constellation
 - Gender Role

Health & Appearance



- Inferiorities
 - Organ inferiorities
 - Feelings of inferiority
 - Inferiority Complex
- Strategies
 - Compensation
 - Overcompensation
 - Superiority Complex

Parental Attitudes

- Democratic
- Over-Indulgent
- Over-Submissive
- Over-Coercive
- Perfectionistic
- Excessively Responsible
- Neglecting
- Rejecting
- Punitive
- Hypochondriacal
- Sexually Stimulating

Consequences

- Parental Style has consequences on adult personality
 - Attitude toward life
 - Attitude toward others
 - Attitude toward work
 - Attitude toward sex and marriage

Family Constellation

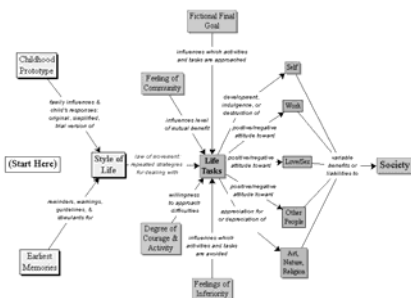
Position	Child's Characteristics
Only	Likes being the centre of adult attention
Oldest	May become authoritarian or strict
Second	Is more competitive
Middle	May have trouble finding a place
Youngest	Wants to be bigger than the others
Twin	Can have identity problems
Ghost Child	May exploit mother's concern
Adopted	May become spoiled and demanding
Only Boy	Prove he's the man or become effeminate
Only Girl	Very feminine or tomboy
All Boys	Accept or rebel against opposite gender role
All Girls	Accept or rebel against opposite gender role

Birth Order Effects

Fictional Goals

- Determined by child's worldview
 - Negative
 - Battle with the world or escape it
 - Goal to dominate, defeat, destroy, or withdraw
 - Positive
 - Participate in the world
 - Goal to join in, create, love, or cooperate
- Fictional Final Goal
 - The perfect self

Style of Life



Four Types

- Mistaken Lifestyles
 - Lacking Social Interest
 - Personal Superiority
 - Superiority Complex
 - Personal Inferiority
 - Inferiority Complex
 - Varying Levels
 - Ruling
 - Getting
 - Avoiding
 - Socially Useful

Identifying Style of Life

- Help you to discover the fictions your life is based on
- Clues are found in
 - Birth Order
 - Earliest Childhood Memories
 - Dreams
 - Non-verbal Behaviour

Tasks of Life

- Well-developed social interest is necessary to successfully face these challenges
 - Other People
 - Occupation
 - Love and Sex

Neurotics

- Personality gone wrong
 - Lack social interest
 - Self-centered concern with their own sense of security and superiority
 - Safeguarding Strategies
 - Excuses
 - Aggression
 - Distancing
