

## 1. Typologies and Trait Theories

- Hippocratic–Galenic Temperaments (*melancholic, etc.*)
- Kretschmer's Constitutional Typology (*athletic, etc.*)
- Sheldon's Somatotype Theory (*cerebrotonic, etc.*)
- Eysenck's Trait Theory (*Extraversion–Introversion, Neuroticism, Psychoticism; EPQ*)
- Gray's Theory (*ARAS; BAS and BIS systems*)
- Jung's Typology (*four functions — two rational, two irrational; eight types, e.g., extraverted feeling*)
- Allport's Trait Theory (*characteristics of traits; common vs. personal traits; types of personal dispositions — phenotypical, genotypical, cardinal, central, and secondary dispositions; proprium; stages of self-development; theory of motivation; perseverative and propiuate functional autonomy*)
- The Five-Factor Model (FFM)
- **Narrow-range theories:**
  - Locus of Control and its assessment; Learned Helplessness; Field Dependence–Independence and its measurement; Repression–Sensitization; Need for Achievement and its measurement; Sensation Seeking and its measurement.*

## 2. Behaviorist and Cognitive Approaches to Personality

- Fundamental Principles of Behaviorism
- Classical and Operant Conditioning (*generalization, discrimination, extinction, law of effect, reinforcement schedules, etc.*)
- Neobehaviorism
- Social Learning Theories and Modeling
- Interpretation of Psychological Problems from Learning-Theory, Social Learning, and Cognitive Perspectives
- George Kelly's Theory of Personal Constructs
- Ellis's Cognitive Theory and Rational–Emotive Therapy (RET/REBT)
- Beck's Cognitive Theory and the Model of Depression

### **3. Sigmund Freud and the Personality Model of Classical Psychoanalysis**

- Hysteria and the Origins of Psychoanalysis
- Transference, Resistance, Free Association, Catharsis
- Topographical Model (*conscious, preconscious, unconscious*) and Structural Model (*Id, Ego, Superego*)
- Personality Dynamics and Instinct Theory
- Psychosexual Development (*oral, anal, phallic, latency, genital stages; Oedipus and Electra complexes*)
- Defense Mechanisms

### **4. Carl Gustav Jung's Analytical Psychology and Personality Model**

- The Personal and Collective Unconscious
- Archetypes: *anima, animus, persona, shadow, Ego, Selbst (Self)*
- Personality Dynamics and Complexes
- Stages of Personality Development (Individuation)

### **5. Personality as a Social Product in Neo-Analytic Theories**

(*Adler, Horney, Erikson, Fromm, Sullivan*)

- Inferiority Feelings and Compensation; Lifestyle and Creative Self; Fictional Finalism; Birth Order (Adler)
- Personality Development in Erikson's Psychosocial Theory
- Fromm: Existential Needs; *Escape from Freedom*
- Horney: Psychic Determinants; Basic Anxiety; Theory of the Self
- Sullivan: Dynamisms; Self System; Personifications; Modes of Cognition; Anxiety and Personality Development; Interpersonal Psychotherapy

### **6. The "Third Force": Humanistic Psychology and Gestalt Approaches**

### **Key Concepts:**

- The Four Fundamental Principles of Humanistic Psychology
- The Process of Self-Actualization (Rogers)
- Organismic Valuing Process
- Need for Positive Regard
- Characteristics of the Self-Concept (Rogers)
- Non-Specific Therapeutic Factors (*empathy, congruence, unconditional positive regard*)
- Encounter Group Methods
- Hierarchy of Needs (Maslow)
- Gestalt Therapy; Perls's Concept of Neurosis

### **7. Communication Theory and Systems Theory: Their Development and Influence on Personality Models and Psychotherapeutic Approaches. Transactional Analysis. Palo Alto School of Communication. Family therapies**

#### **Key Concepts:**

- The Palo Alto School
- Communication Theories; the Concept of Metacommunication
- Double Bind (Bateson), Paradox interventions
- First- and Second-Order Change (Watzlawick)
- Fundamental Concepts and Major Directions in Family Therapy
- Transactional Analysis (Berne, Harris)

### **8. The Horizon of Transpersonal Psychology and the Theoretical Foundations of Its Major Representatives**

#### **Key Concepts:**

- Right-Hemisphere Modes of Thinking
- Synchronicity (Jung)
- Logotherapy (Frankl)
- Basic and Transitional Structures (Wilber)
- Psychosynthesis (Assagioli)

- LSD-assisted Psychotherapies (Grof)
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## **9. Early Personality Development: Object Relations**

### **Key Concepts:**

- Ego Psychology (Hartmann)
  - Psychological Birth of the Human Infant; Stages (Mahler)
  - Paranoid–Schizoid Position , Depressive Position (Klein)
  - Primary Love and Archaic Object Relations (Bálint)
  - The False Self and the Transitional Object (Winnicott)
  - Containment (*Container-function*) (Bion)
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## **10. Self Psychology and Psychoanalytic Approaches to Developmental Psychology**

### **Key Concepts:**

- Development of Healthy Narcissism (Kohut)
- The Tripolar Self (Kohut)
- Therapeutic Principles of Self Psychology
- Stages of Object Relations Development (Kernberg)
- Systematization of Defense Mechanisms (Kernberg)
- The Competent Infant, the Competent Fetus, and the Psychology of Pregnancy
- Development of the Sense of Self (Stern)