

**3.10.2 Long answer type questions :**

1. Evaluate Gestalt school as a system.

**Ans : see 3.6 and 3.7**

2. Describe the contribution of Gestalt school in the areas perception, learning, thinking and memory.

**Ans : see 3.2., 3.3. 3.4 and 3.5**

**3.11 Suggested readings**

1. Contemporary School of Psychology : Woodworth, R. S. and Shuhan, M. R
2. History and School of Psychology : Sharma, R. N.
3. Systems of Psychology : Marx and Hillix.
4. Manovigyan ka Itihas : Jaiswal, Siaram.

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**Psychoanalytic Schools****Lesson Structure**

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**4.0 Objective of the lesson**

Dear Learners, there are several objectives of the lesson. One major objective is to discuss present Psychoanalytic School of Psychology developed by Sigmund Freud. Another objective is to discuss about the contribution of Adler and Jung to the growth of psychoanalysis. Moreover, the tenets of Freudian Psychoanalysis Adler's individual Psychology and Jung's analytical Psychology are being discussed here. In addition, a distinction between Freud and Adler and Freud and Jung will also be presented. It is hoped that the learners will be in a position to answer the questions relating to the lesson after careful study of the lesson. Like other lesson, here too, a summary, key words, questions for exercise and suggested

readings will be given for the convenience of the learners.

## 4.1 Psychoanalysis : An Introduction

Psychoanalysis is referred in different ways : It is a school of Psychology, a theory of personality and a method of therapy and a technique of research. Psychoanalysis will be discussed as a system of psychology and in the subsequent chapters psychodynamic theory of personality developed by Freud and his technique of psychoanalytic therapy will be discussed. Before we mention the fundamental principles of psychoanalysis let us examine in brief the life history of Freud and the influences on him which contributed in the development of his theory.

**Brief Life History :** Sigmund Freud was born in Austria in 1856 of Jewish parents. He qualified himself as a doctor from Vienna in 1881. For most of his life he stayed in Vienna except before his death on September 23, 1939 at the age of 83 in London. The great influence on his life originated from two sources (a) his studies with Charcot in Paris involving hypnosis, hysteria and the sexual basis of mental disturbances, (b) in 1880 another friend of Freud, Josef Breuer was treating a woman for symptoms of fainting and coughing. The treatment of the woman was transferred to Freud who treated her successfully. With this background and experience he developed his own method of psychoanalysis.

## 4.2 Tenets of Psychoanalysis

### 4.2.1 Topography of the mind :

Freud was the first psychologist who systematically attempted to explore the unconscious part of human personality. He proposed a theory that greater part of our personality lies buried in unconscious. He compared mental phenomenon with an iceberg floating on the surface of the ocean whose greater portion remains under the surface of the water. We cannot study a human being by observing his overt behaviour because most of repressed desires, thoughts and feelings remain in unconscious and continually influence our behaviour. Following reasons were given by Freud to prove the existence of unconscious :

1. Dreams prove the existence of unconscious
2. Psychopathology of every day life including slip of tongue, open and forthness.
3. Somnambulism
4. Solution of problems during sleep
5. Post-hypnotic suggestions
6. Neuroses and Psychoses

Freud attributed three qualities to mental process : Conscious, pre-conscious and unconscious which are referred to as topographical approach to the ability of human mind or

personality. Conscious relates to phenomena we are aware of at any given moment. Reality testing perception of the external world entails consciousness, the preconscious stands between conscious and unconscious and it is the aggregation of experiences we are able to be aware of if we attend to them and unconscious is the phenomena of which we are unaware and is not accessible except under special circumstances.

#### 4.2.2 Psychic Structure :

Freud has developed a unique structure of psyche consisting of id, ego and super ego, which is known as dynamic approach to human mind.

(i) **Id** : Id comprises all that is inherited or present at birth. It is the source of all mental energy in the individual. The powerful group of innate urges is essentially unconscious and the conscious is often ignorant of these urges. The id is governed by the principle of hedonism. Following are the characteristics of id :

Id is guided by pleasure principle and has nothing to do with reality or morality.

1. It is unconscious in nature and has no direct contact with reality.
2. It is abnormal in the sense that it contains no social values or morality.
3. It is dominated by the pleasure principle. Fenichel describes the id as "the dynamic driving chaos of forces which strive for discharge and nothing else."
4. It is illogical.
5. It contains all repressed desires, feelings and thoughts.
6. It is the reservoir of libido. The life and death instincts pass through it. It promotes primitive habit formation and is the seat of all the instincts.

#### (ii) **Ego** :

1. It is largely conscious.
2. It is logical in nature.
3. It deals with reality of the environmental conditions. It differentiates between subjective experiences and the nature of things in the external environment. It obeys the reality principle.
4. It acts as an intermediary between three sets of forces of instinctive pressure, external, reality and control from the super-ego.
5. It sleeps but maintains a dream censorship.

Ego is known as servant of the master : Id and super-ego as it is reality oriented.

#### (iii) **Super-ego** :

1. Super-ego represents the influence acquired from other persons, parents and society. It is the successor and representative of parents and educators who superintended the actions of individual in his first years of life; it perpetuates their

functions almost without a change.

2. It is differentiated part of the ego.
3. It exercises control over the ego.
4. It is largely inaccessible to the ego.
5. Less of it is in conscious than in the case of ego.
6. It is in contact with id.
7. It is the outcome of child's co-existent desires-to love and to be loved.
8. It is the moral critic that maintains in ego an unconscious guilt sense. It has been equated with conscience. It blocks the impulses which violate the social norms. The relationship between mental process and psychic structure can be better understood with the help of the preceding figure.

#### **4.3.3 Anxiety and defense mechanism :**

The processes by which individual's ego defends itself against a threatening situation are called defense mechanisms or ego defenses or oriental mechanisms. These mechanisms help the person in protecting ego from open expression of id impulses and opposing super-ego directive. There are varieties of defense mechanisms and all these mechanisms share two common characteristics. First, defense mechanisms operate at unconscious level, that is, they occur without awareness of the individual. Hence, they are self deceptive. Second, they tend to make anxiety less intense and threatening because they tend to distort person's sense of reality. Following are the major defense mechanisms enlisted in Freudian psychoanalysis. They are repression, reaction formation, fixation, projection, regression, rationalization and displacement. These mental mechanisms plant very important role in Freudian Psychoanalysis.

#### **4.2.4 Libidinal Development :**

According to psychoanalytic theory man is an energy centre. The energy develops in the process of excitation within the body which seeks expression and tension reduction. When energy becomes attached to the external objects of the environment this process is called cathexis. According to Freud there are only two instincts; life and death. The energy of life instinct is called libido. The aim of instinct is to reduce tension and seek satisfaction and pleasure. The source of the instincts is bodily tension which tends to focus on certain regions of the body called erogenous zones. According to him following are the phases of psychosexual development.

**1. Oral stage :** The first erogenous zone is the mouth. At the time of birth, mouth is the most predominant part of the body so first major area of excitation and energy is mouth. There is a membrane which when irritated gives pleasure and satisfaction to the child. Early gratification of sex occurs through sucking of breast, thumb sucking, biting and rattles etc. He in fact seeks those objects which gratify his libidinal urges. The focus for the discharge of sexual energy is mouth.

**2. Anal Stage :** The second distinct phase of development is anal. This stage generally ranges from two to three years. In this stage, all activities which are associated with anus and defecation become highly catheted. During this period stimulation is focussed on eliminative functions through either holding back or letting go of the body's waste material. There is rogenous zone located in the anus.

**3. Phallic Stage :** This phase starts from the age of four years. At this stage excitation and tension focus in the genitals of the child. The child plays with his genitals and draws pleasure from manipulation. The child comes to know about biological difference between the sexes. According to Freud, two complexes develop at this stage. Oedipus and electra complex. Oedipus was the son of Latin king who killed his father and married with his mother. This suggests that the male child is more closely associated with his mother. The boy adopts his mother as an object of his sexual desire. The female child adopts his father as an object of love.

**4. The Latency Period :** The developmental phases of libidinal energy upto phallic stage are infantile in nature. Freud stated that when the child enters latency period there is lessening of the sexual urge and no new libidinal development takes place in the period. Boys take interest in masculine things and ignore girls.

**5. Genital Period :** The beginning of genital period is characterized by reawakening of sexual urges due to physico-chemical changes associated with sexual maturity.

### 4.3 Criticisms of Freudian Psychoanalysis

Freudian psychoanalysis has an important impact upon not only psychology but also upon other allied sciences. Still, there are many psychologists who have attacked Freud. Some of the major points of criticisms are as under :

#### 4.3.1 Non-verifiability of data :

Critics have claimed that most of what psychoanalysis reports as its data have to be taken on faith. As they further claim, Freud had developed his system mainly from his personal experiences. Other sources of his data were what was told to him in free association by the patients. Dreams were his another source. All these sources, can't be varified. A system based upon such data, therefore, can never be scientific.

#### 4.3.2 Overemphasis upon sex :

Critics have also said that Freudian psychoanalysis has over-emphasized sex. His idea that an infant shows sexual activities has been widely ridiculed. The famous concepts of oedipus complex, penis envy, castration anxiety and electra complex are overloaded with sex emphasis. Freud's claim that oedipus complex is universal and sexual in nature has been challenged. Some cross cultural evidences do suggest that oedipus complex is neither universal nor sexual. In some societies this occurs as consequence of rivalry between the son

and the father because of the latter's dominant position in the family (Hjelle & Ziegler, 1981).

#### **4.3.3 Unscientific concepts :**

There are some theoretical concepts in Freudian psychoanalysis whose existence can't be proved because they are unscientific as well as purely theoretical concepts. For example, the concepts of psychic energy and the super-ego are its examples. Like other forms of energy, we can't assess psychic energy. Like wise, it is very difficult to give proof for the existence of super-ego. Such concepts have made Freudian system as highly dubious.

#### **4.3.4 Skinner's Criticisms :**

Skinner (1954) has criticized Freudian psychoanalysis for its lack of providing data for quantification. Freud talked much about ideas, memories, etc. but provided no means for measuring it. Skinner also said that Freud included several intervening variables like id, ego and super-ego in his system but through those variables he could not trace the original causes of behaviour. Although Freud favoured the explanation of behaviour in terms of early childhood experiences, these intervening variables contributed in no significant way in their understanding.

Despite these criticism, the positive contributions of Freudian psychoanalysis cannot be undermined. It opened up new areas of researches and investigations. It encouraged motivational researches and pointed to the importance of childhood experiences in determining personality. After getting a formal recognition by the American Psychological Association, it has become also a centre for active research of many clinical psychologists.

### **4.4 Freudian Psychoanalysis as a system**

Due to differences between Freud and his rebels and developers, there is no single and coherent system of psychoanalysis as we find in case of structuralism functionalism, behaviourism, Gestalt psychology etc. However, we shall keep our discussion limited to the major thrust of Freud in presenting this theme. As with these various systems, psychoanalysis as a system will be discussed under the following six major headings :

#### **4.4.1 Definition of Psychology :**

Freud was more interested in developing a very systematic framework of psychoanalysis in which there was little direct scope for defining psychology in a simple and straight forward manner. If we pay attention to this framework of psychoanalysis, it will be obvious that psychoanalysis was such a discipline which began in the study of neurosis utilizing different techniques like free association, dream analysis, hypnosis etc. and emphasized upon unconscious motivation. Since inception, it has broadened its methods of study to include laboratory experiments, testing techniques, anthropological studies and study of normal persons and cultures. Implicit in these writings and studied are some clues for indirect way of defining psychology (Rapaport, 1959). From this perspective, it can now be inferred that for

Freud, psychology may be defined as the study of various types of behaviour both normal and abnormal, so that a better understanding of the unconscious level can be had for making a sound prediction and control of the person's behaviour.

#### **4.4.2 Basic Postulates :**

Freudian psychoanalysis had certain assumptions or postulates about human behaviour. Some of the important postulates are as under :

- (i) Unconscious is a very important part of human personality and plays a dominant role in determining human behaviour.
- (ii) The psychic life is determined, that is, human behaviours, both rational and irrational, are not just happened rather determined by some motivations.
- (iii) Different types of behavioural manifestations can be explained by a single underlying motivational concept. So, in Freudian psychoanalytic system the term motivational or dynamic is one of the most important explanatory concepts.
- (iv) In determining present behaviour, past or the history of the person has been regarded as the most important.
- (v) The basic drive is sex which is biological in nature. This primal energy is manifested through two kinds of instincts-life instinct and death instinct.
- (vi) There is conflict between life instinct and death instinct.
- (vii) The relationship between child and parents account for the neuroses.
- (viii) The individual passes through five stages of psychosexual development—oral, anal, phallic, latency and genital.
- (ix) For explaining unconscious activities, the concepts of consciousness, subconsciousness and unconsciousness on the one hand and the concept of id, ego and super-ego on the other hand are important.
- (x) Various kinds of defence mechanisms or ego mechanisms under the control of ego protects the person from various types of psychological harm.
- (xi) Dreams and various kinds of psychopathologies of every day life do present the repressed sexual contents.

#### **4.4.3 Nature of Data :**

For Freudian psychoanalysis, the basic data come from the therapeutic settings in which the patients gives a verbal report (a type of introspection) about his past events. These past events are inferred from the kind of data collected.

However, the therapeutic settings are not the only setting in which data for psychoanalysis have been obtained. Kardiner (1939). Mead (1950) and Malinowski (1950) have provided relevant data for psychoanalytic theory from primitive societies. Sometimes these data have provided support to the theory and sometimes they have provided grounds for



modification of the theory. For example, data obtained from primitive societies have not supported the basic psychoanalytic notion that oedipal complex is an universal phenomenon. Data for psychanalytic theory have also been provided form human subjects in laboratory or classroom situation (Hilgard, 1952; Silverman, 1976) and also from animal experiments (Sears, 1943; Fisher & Greenberg, 1977) Some of these data have provided support to the theory whereas some of these data have discouraged the theory.

Freudian sources of data have been criticised. First, it is said that past events are not generally recalled well and they are subject of forgetting. As a consequence, from the present verbal reports of the patients, past can't be accurately assessed. This also casts doubt on relationship between the data and the theory of psychoanalysis which is genetic in nature. Second, it has been observed that what a patient states during therapy, is influenced by previous statement of the anlyst. Such influence inclines the patients towards behaving in accordance with the expectations of theory. The overall result of this is that it becomes very difficult to gather objective and convincing data which may relate events of the therapy to the psychoanalytic theory.

#### **4.4.4 Principles of connection :**

The prblem of connection has not been as seriously taken by psychoanalytic theory as we find in case of those psychologists who are related to the academic psychology like Wundt, Titchener, Watson, etc. These academic psychologists have given due emphasis upon classic principles of connection such as upon the principles of contiguity, similarity and constrast (or opposition). All these principles relate to the experience of the individual as it has been made clear by various academic psychologists. In psychoanalytic theory those principles of connections have been considered important ones which relate to the motivational factors. In free association of Freud or words association of Jung, there may be similarity or opposition of motives or feelings. These associations enable the analysts to know why the free association of patients produced so many materials or informations which are important to the patient's major problems. These problems, infact, produce motives that, in turn, control the associations. In Freudian psychoanalysis some other complex principles like principles of distortion, displacement, condensation etc. which tend to explain why certain manifest context arises from its latent content are also considered important. Psychoanalytic theory also recognizes some defence mechanisms of ego such as projection, rationalization and reaction function, which explain the connections between some other behaviours and their important motivational bases.

#### **4.4.5 Principles of Selection :**

Psychoanalytic theory has also empasized upon the various principles of selection which don't apply to the selection of stimuli in the environment. The theory regards motivation as the fundamental key to selection. In psychonanalysis the selection is exercised in the movement of materials or information into consciousness from preconsciousness and

unconsciousness. In fact, the selection of any idea depends upon the dynamic balance between repressive forces and instinctive forces which do strive hard for the expression of the repressed materials. Through repression the person selectively keeps the materials removed out of consciousness and resistance act to keep out the emotion laden materials. An analyst tries his best to redistribute the available libidinal energy so that the repressive forces of the ego or super-ego may be lessened as compared to the expressive forces. Sometimes the libido attached to the repressed ideas is so strong that it forces its own selection and expression in disguised form. For example, a repressed idea may be expressed to others through rationalisation towards objects or persons. The ego always tries to select appropriate repressed materials for such symbolic expression and in doing so, it also uses various principles of connection.

#### **4.4.6 Mind-body problem :**

Freud was not much concerned with the issue of mind-body. However, he has been called as psychophysical parallelist because he was of the view that psychical processes can't occur in absence of psychological processes. He also pointed out that the physiological processes start after the psychical processes. He may also be regarded as one ardent supporter of psychophysical interactionism (Lundin, 1985). This is because, for him, there is a constant interaction between three provinces of mind—id, ego and super-ego as well as the other physical reality.

Thus we find that psychoanalysis as a system has its own distinctiveness. Its systematic features are gratefully accepted even by some unfriendly psychologists.

### **4.5 Adler's Contribution to Psychoanalysis**

Adler's psychology had many distinguishing features. First, it was like a commonsense psychology that could be easily applied or understood. Second, his psychology was more optimistic. He always took a realistic attitude in explaining human personality. The entire psychology of Adler can be presented under the following seven headings :

#### **4.5.1 Organ Inferiority and Compensation :**

In 1907 Adler published one of his most important papers named the study of Organ Inferiority and its Psychical Compensations. In this paper Adler tried to explain that people having some kind of organ inferiority such as poor vision, poor hearing, etc. try to compensate for it by developing excellence in other fields. However, the important thing is that what type of attitude the person has developed toward the self. He may try to compensate the loss or he may keep himself satisfied by having only defensive measures. In 1910 he extended his concept of inferiority and reported that inferiority feelings are innate and, therefore, universal in nature. Such feeling is created in children due to being helpless and having weak structures. It is this feeling of inferiority that gives birth to the striving for superiority and that gives us

'upward drive' from 'below the above'. Thus it is the feeling of inferiority and not the defective organ that motivates us for making proper compensation. Adler has cited several cases of such compensation from history. For example, Demosthenes who was a stutterer, became a famous orator and Cunningham, with severely injured legs became a good runner. From Indian personalities example may be given of Surdas who was blind but became a famous poet.

Related to the concept of inferiority and compensations is the concept of masculine protest. By masculine protest is meant a striving to be strong and powerful as a compensation for feeling of being inferior and unmanly. To be masculine means to be superior and to be feminine means to be inferior. Later on, Adler replaced the concept of masculine protest by striving for superiority and the term masculine protest was kept reserved for only a restrictive use. It now referred to the protest woman expressed against their feminine role (Ansbacher and Ansbacher, 1956). Women, being weaker than men, wish for qualities and privileges regarded in our society as important and dominant such as strength, courage, sexual freedom, etc. As a consequence, they prefer to be lawyers, business executives, car drives—roles usually played by men. Sometimes such women don't marry or don't want to have any children. This use of masculine protest is similar to the Freudian concept of penis envy. Modern women's liberation movement in which women are striving for greater equality is nothing but the expression of masculine protest.

#### **4.5.2 Striving for Success of Superiority :**

In 1908 Adler pointed out that aggression was the dynamic power behind all motivation. That way, he antedated Freud in postulating aggressive drive. Soon after, he changed the name of this drive and called it masculine protest. By 1912, he replaced the concept of masculine protest with the concept of striving for superiority because he thought that masculine protest did not explain human motivation in a satisfactory way. Later in Adler's writings this term was modified as striving for success or perfection. It refers to the basic urge to move towards getting perfection. This has many features as under :

- (i) The striving for success is innate and remains present at birth. Therefore, it precedes the feeling of inferiority rather than springs from them.
- (ii) Although striving for success is innate and remains present at birth, it must be developed because at birth it exists in the form of potentialities and not in the form of actuality. It, therefore, continues throughout life.
- (iii) The striving for success is not a confluence of motives rather is a single motive that shapes the other drives.
- (iv) The striving for superiority is an universal drive found in both normal as well as neurotic individuals. However, the path adopted by these two types of people in arriving at goal differs. The neurotic persons adopt the path of exaggerated personal superiority whereas the mentally healthy people adopt the path of social interest or perfection for everyone.

#### **4.5.3 Social Interest :**

The notions of social interest and striving for success are closely related. According to Adler, it is the social interest that motivates the person to strive for success in healthy way. When this lacks, person's functioning becomes maladaptive. What is after all, meant by the concept of social interest ? Adler's original term is a German word *Gemeinschaftsgefühl* from which social interest is an approximate translation. Social interest may be defined as an attitude of caring and concern for humanity in general as well as showing an empathy for others. It guides human behaviour throughout life. Like striving for success, social interest is inborn no doubt but it also needs to be developed because at birth it remains present at potentiality in everyone. There are people who never develop social interest and among them, exaggerated personal superiority dominates. Neurotics, drunkards, criminals, sex perverts, prostitutes are some of the examples who lack social interest.

#### **4.5.4 Style of Life :**

Adler claimed that the social interest of a person develops in accord with the person's style of life. By style of life is meant a person's unique way of arriving at a particular goal as well as his self concept, feelings towards others and attitude towards world. It is the product of several forces like heredity, environment, social interest, goal of success, etc. Adler considered style of life as one major governing force and in that sense, it is equivalent to Freudian concept of ego. However, style of life includes no forces like id and super-ego. It always refers to the whole personality plus the unique attitude that makes a person unique. Style of life is formed and established by the age of four or five and person's major actions revolve round that. Ordinarily, style of life does not change but it may change if the person clearly recognizes the errors or faults and deliberately changes the direction (Ansbacher & Ansbacher, 1956).

Adler proposed four general life style attitudes—the ruling type the getting type, the avoiding type and the socially useful type. The ruling type of people has domination attitude towards others and has little social interest. The getting type of persons is interested in getting as many as possible from others. Such person is too much dependent upon others. Under extreme stressful situation, he may become neurotic. Such persons has little social interest and contributes little to society. The avoiding type of person is characterized by having attitude of general avoidance and withdrawal that is accompanied by little social interest. The socially useful type of person is one that does behaviour which is useful to society. Such person is active and has high social interest. He rightly recognizes three basic social problems, namely, neighbourly love, sexual love and occupation and tries to solve any social problem in a way of cooperation and personal encouragement that is not beneficial to society.

Adler also recognized three faulty styles of life—the inferior style, the pampered style and the neglected style. Persons having inferior style of life suffer from some strong organ inferiority and remain unable to make adequate compensation such persons adopt escape or avoidance as the primary mode of their behaviour. Persons having pampered style are too self-

centered and selfish and lack social interest. Persons having neglected style of life are much like pampered style of persons and they always consciously wish to be spoiled.

#### **4.5.5 Creative Power :**

Creative power develops the style of life of a person to a greater extent. Adler was of the view that each person possesses a freedom to create his own style of life and, therefore, is solely responsible for who he is and how he behaves. Such creative power also contributes to the development of social interest and determines the method of striving for achieving a goal. It also determines cognitive abilities like perception, memory, dreams, fantasy etc. For Adler, creative power is a dynamic concept because it implies free movement toward a goal.

#### **4.5.6 Fictional-Finalism :**

Adler was of view that people are motivated more by the subjective perception than by the external causes. One aspect of such subjective perception is fiction or expectation of the future. Our personality is more governed by such expectations rather than past. In fact Adler's ideas on fictionalism had originated with Hans Vaihinger's book, *The Philosophy of 'as if'* published in 1911. Vaihinger had postulated that fictions were such ideas that have no real existence but still influenced human behaviour as if they were a reality. This viewpoint of Vaihinger, then, obviously suggests that we are motivated not only by what is real but also by what we believe to be real. For Adler, the important fiction is the final goal of success or superiority. Such fictional final goal is not an objective reality but it has a great significance because it brings unification in personality and makes human behaviour easily comprehensible. In reaching the final goal, we make many preliminary goals. These subgoals are often conscious but the connection between these goals and final goal remains in unconscious. Through fictional final goal, Adler has expressed his stand on teleology, that is, the fact that our future strivings tend to shape our present behaviour.

#### **4.5.7 Birth Order :**

Adler is well-known for his viewpoints regarding impact of a child's birth order or sibling position on the development of personality. He studied four types of birth order—the first born, the second born, the last born and the lone child. The first born child gets undivided attention and care from parents and then experiences a traumatic experience of dethronement when a new baby is born. This creates a feeling of hostility and resentment in the first born child towards younger brother or sister. This child has also overprotective tendencies and high anxiety. The second-born child starts his life in a better situation. Such child is highly competitive, cooperative and has wider social interest. His style of life constantly tries to prove that he is better than his older siblings. Thus the second born child is achievement oriented. It is also a matter of interest here that Adler was himself second born. The position of the last-born is unique and he has a great risk of being a problem child. He has strong feelings of inferiority and lacks independence. However, he is highly motivated to surpass the older siblings. Hence, he is also achievement oriented and competition minded. The lone child has

no siblings to compete and hence, he has to compete with his parents. This child has an inflated self concept and exaggerated sense of superiority. Such child in has an inflated self concept and exaggerated sense of superiority. Such child is too dependent upon other and lacks the feeling of cooperation and social interest.

Thus, Adler's psychology, on the whole, was more optimistic and realistic and recognized the impact of social forces in shaping human behaviour.

#### 4.6 Criticisms of Adler's Psychology

Adler's psychology has been criticized by several persons. Some of the major criticisms are as under :

- (i) Like Freud, Adler has several untestable concepts in his system. His use of concept like creative power and fictional finalism are the examples. Critics claim that no meaningful conclusion can be drawn from such untestable concepts. Everything relation to that has to be taken one guess.
- (ii) Most of the terms of individual psychology lack precise and operational definitions. Terms like style of life, social interest, striving for superiority and creative power have no operational definitions. His term like creative power is highly illusory one.
- (iii) Critics claim that his concept of birth order can't be definitively studied (Feist, 1985). Researches have failed to correlate personality traits with different birth order of persons. In fact, no consistent generalization regarding birth order and personality traits can be made because the second born child may perceive the situation of his babyhood similar to that of the first born and the last born.

Despite these criticisms, Adlerian psychology, though not to the extent of Freudian psychology, has the power to organize and encompass different explanations of human behaviour into a meaningful framework.

#### 4.7 Jung's Analytical Psychology

Jung was the second of Freud's earlier associates to rebel and establish his own system called Analytical Psychology. In his system Jung accepted some of the concepts of Freud, no doubt, but he rejected several other concepts charging them to be overloaded with sex. The major contributions of Jungian analytical psychology may be outlined under the following four headings :

##### 4.7.1 Conscious and Unconscious :

Like Freud, Jung divided the structure of psyche into two parts—conscious and unconscious. Any psychic event that is sensed by ego is called conscious and any psychic

event not sensed by ego is called unconscious. Thus, for Jung, ego is always, identified with conscious aspect of psychic. It is different from self that is identified with both conscious and unconscious psychic. Thus, self is concerned with whole of the personality whereas ego is concerned only with conscious psyche.

Unconscious, as said above, is that aspect of the psyche which is not related to the ego. It contains all perviously repressed conscious images as well as those psychic events that have never been conscious. For Jung, unconscious is more important and therefore, he emphasized unconscious even more than Freud (Jung, 1953). Unconscious is divided into two parts—personal unconscious and collective unconscious. Personal unconscious consists of repressed infantile memories, forgotten events or subliminally perceived experience of a person. It is called personal because it varies from person to person and at the same time, is unique to the person concerned. The contents of personal unconscious are called complexes. He devised his famous word association test to uncover such complexes particularly feeling toned complexes. The nature of the contents of personal unconscious is such that some may be recalled readily, some are remembered with little difficulty and some can't be recalled at all. Obviously, Jung's personal conscious differs a lot from Freudian concepts of unconscious.

Collective unconscious is the most important but it is controversial concept of Jung. It consists of primordial images that include memory traces not only from our human past but also from our prehuman and animal ancestry (Hall, Lindzey, Loehlin and Manosevitz, 1985). In fact, these images are the record of those experiences that have passed from one generation to other. Our distance ancestors experiences with God, sun, earth, which are transmitted from one generation to another, are stored in collective unconscious. People's many types of myths, legends and religious beliefs are stored in collective unconscious which are revealed through various activities of the persons. It is also manifested through 'big dream'. The contents of collective unconscious consist of ancient and archaic images called archetypes. Like complexes, archetypes are affectively toned. But these two also differ from each other. Complexes are individualized and constitute the contents of personal unconscious whereas archetypes are generalized and constitute the contents of collective unconscious.

Jung recognized several types of archetypes. However, the most important types of archetypes that shape our personality and behaviour are : The persona, the anima, the animus, the shadow and the self. The persona is the mask that people exhibit before public. It reflects the way a person wishes to be perceived by others. Like Freud, Jung reported that all human beings are essentially bisexual and possess both a masculine and a feminine side. The feminine side of the male represents anima and the masculine side of the female represents the animus. Through these two types of archetypes Jung tried to focus upon the traditional views of what is masculine and what is feminine. The shadow archetype reflects the animal instincts that human beings have inherited through their evolutionary cycles. The self archetype is one which motivates the person towards the wholeness. It governs the process of individuation that

is useful and creative aspect of the unconscious and is made productive and conscious.

#### **4.7.2 Attitude and Functions : Jung's Psychological types :**

Jung pointed out that there are two aspects of personality that function at both conscious and unconscious level. They are attitudes, that is, introversion and extraversion and the functions, that is, thinking, feeling, sensing and intuiting. A person having attitude of introversion tends to focus on inner and private world having very limited objective experiences. Such people are reserved and self centered. Likewise, a person having attitude of extraversion tends to focus on external activities, events and things. These people are active and outgoing. These two types of attitude oppose each other and while one tends to rule the personality, other remains repressed and unconscious. There are four functions—thinking, feeling, sensing and intuiting. Thinking is a function that seeks to connect ideas with each other so that a person may solve the problem and understand the world nicely. Thus it is an intellectual function. Feeling produces some subjective experience relating to pleasure, pain, love and anger. So it is an evaluative function. Sensing means providing sensation and perception of oneself and the world around the persons. Intuiting refers to the subliminal perception or unconscious perception. Since sensing and intuiting are not evaluative functions, they are called non-rational function.

One basic characteristic of these four functions is that normally one function is dominant and conscious, while the other three functions remain dormant and unconscious. Jung also stressed that everyone has his own unique pattern of attitudes and functions and on the basis of these two types of attitudes and four type of functions, he recognized eight basic psychological types—introversion-thinking, extraversion thinking, introversion-feeling, extraversion-feeling, introversion-sensation, extraversion sensation, introversion intuition, extraversion-intuition.

#### **4.7.3 Psychic energy :**

Like Freud, Jung postulated the concept of psychic energy that can't be destroyed. Our personality structure is charged with psychic energy. The nature of psychic energy is such that it can be repressed, displaced and sublimated. However, it can never be destroyed. He postulated two principles that govern psychic energy—principle of equivalence and principle of entropy. The principle of equivalence (first law of thermodynamics) stated that energy may be transformed but not lost. One common example of this principle is that of an adolescent who is deeply infatuated with his girl friend. In such situation the energy that he previously used in concentration on academic activities, is now being spent on his girl friend. After the infatuation is over, there occurs improvement in the academic performance. In this example, we find a mere change in energy first from academic activities to beloved and then from beloved to again academic activities. The principle of entropy (the second law of thermodynamics) states that when two bodies are kept together, the energy from higher charge tends to flow to one of the lower charge until they are equal. Applied to the personality structure, this principle states that



there is a tendency toward a balance of energy charges among the various systems. This principle brings stability in functions and results in a certain kind of attitudes in the person. That is why this is also called as the equalization of energy principle. One example of the principle of entropy can be found in the opposing attitudes of introversion and extraversion. In the beginning these two attitudes may produce greater tension. If the two attitudes are relatively equal in strength, a new stable attitude somewhere near the midpoint will emerge and will become stabilized. If, however, our attitude is relatively unconscious, little tension will emerge.

#### **4.7.4 Personality Development :**

For Jung, personality development takes place through a series of stages that culminate in individuation. He divided those stages into four parts—childhood, youth, middle age and old age. They emphasized particularly upon the second half of the life which starts at middle age that begins approximately at the age of 35 for women and 40 for men. At this stages the person has sufficient opportunity to bring together the different aspects of personality that help in the fulfilment or actualization of the self. Thus he emphasized upon self actualization that is one of the major goals of personality. However, impulse for neurotic reactions remains also present at that time and a person's direction of movement depends upon his ability to maintain balance between the poles of the various conflicting forces.

In explaining personality development Jung used to import terms—Individuation and transcendent function. The concept of individuation refers to the process of becoming an individual or whole person. It is responsible for analytic processes like distinguishing different aspects of personality. Transcendent function refers to going beyond ordinary development by bringing together all different parts of personality in harmony. Thus transcendent function contains synthetic process like integrating unconscious with conscious materials and integrating different aspects of personality into a meaningful whole. A sound development of personality involves both individuation and transcendent function.

Thus, it is gathered that like Freud, Jung also made significant contributions to psychology. His concept of self actualization has been very much inspiring to later psychologists like Maslow, Allport and Murphy who have incorporated this in their own explanation of motivational basis of personality. Likewise, Jung's words association test has been considered by many psychologists to be one of the most valuable contributions to psychology. It has proved very useful in uncovering feeling toned complexes, emotional conflicts as well as in detection of life.

#### **4.8 Criticisms of Jung's Psychology**

Jung's psychology has been criticized on the following grounds :

- (i) Although some psychologists and followers of Jung have credited Jung to add a

new dimension to personality, namely, collective unconscious, many psychologists have opined that the concept of collective unconscious has no neuristic value because it failed to generate the testable hypotheses.

- (ii) Edward Glover (1950) has rejected Jungian concept of archetypes on the ground that they are highly subjective and can be explained only in terms of personal experiences. The validity of such concept has to be accepted more on faith than on empirical evidences. Jung has also accepted this criticism when he opines that archetypal statements are not rationally grounded and have nothing to do with the reasons.
- (iii) Jung has also been criticized for ignoring theory totally and basing his viewpoints on comparative method which, for him, is the only acceptable scientific method. To quote Jung (1946, p.7), "Theories in psychology are the very devil.....No doubt theory is the best clock for lack of experience and ignorance but the consequences are depressing....."
- (iv) It has also been said that Jung's writings are vague, contradictory and unsystematic. The writings of his later life very clearly revealed that he was no longer a psychologist rather metaphysician.

Despite these criticisms, Jung's influence crossing psychology and psychiatry, reached history, at literature and even music. In fact, the originality and audacity of Jung's thinking have very few parallels in the history of modern psychology.

#### 4.9 Differences Between Freud and Adler

The basic differences between Freud's system and Adler's system may be outlined as under :

- (i) Freud basically emphasized upon the biological nature of human beings and tried to explain every aspect of human behaviour on this basis. Adler, on the other hand, emphasized upon social nature of man and considered social forces to be the important determinant of behaviour. He was, in fact, first of the social analysts to give such emphasis.
- (ii) Freud was basically a determinist stressing the importance of past in shaping our present behaviour. Adler, on the other hand, was basically a teleologist emphasising upon future aims that determined present behaviour. Adler gave very little importance to early events and past experiences. The only examples of such importance is found in case of his recognition of birth order as one determinants of the traits of human personality.
- (iii) Freud heavily emphasized the significance of sex. For Freud, sex drive was the most important drive for human beings. Adler did not approve this over emphasis

and in his early writings he emphasized upon aggression and striving for power to be the major drive. Later, these concepts were replaced by striving for superiority and finally, by social interest.

- (iv) For Freud unconscious was the most important aspect of mind because it was the most powerful determinants of our human behaviour. Adler emphasized more upon consciousness than upon unconscious processes. He simply stated that what was unconscious become conscious and then, it becomes important and appropriate for being called as one basic determinant of behaviour. Thus although Adler did not entirely reject unconscious process, he definitely undermined its importance.
- (v) Adler's Individual psychology placed more emphasis upon uniqueness and indivisibility of the person. He considered personality as a whole and as unique system not to be divided into any subsystems. For him, each person created a unique style of life that bestows unity of indivisibility of all behaviours. Freud lacked such emphasis upon individual.

Thus we find that Adler's Psychology is different from Freud's system though the former got much inspiration from the latter

#### 4.10 Distincion Between Frued and Jung

There are some basic points of distinctions between Freud and Jung. The following are the major points of distinctions :

1. Like Freud, Jung accepted the concept of psychic energy. For Jung, the origin of psychic energy arises from different bodily processes that tend to form a basic drive for life. Obviously, Jung did not incorporate Freudian emphasis upon sex in psychic energy. For Freud, the origin of psychic energy was instinct particularly sex instinct.

2. Although both Freud and Jung explained the concept of unconscious Jung did it in a different tone. He considered unconscious to be racial and archaic. Freud, too, had hinted on the concept of racial unconscious in his famous concept of Oedipus complex but he could not develop it.

3. Freud was a determinist who emphasized upon past experiences to be the major factor in present behaviour. We have seen that Adler has rejected this explanation because he was a teleologist who held that future to be the major determinant of the present behaviour. Jung incorporated the viewpnts of both determinist as well as teleologist by emphasizing that a person's behaviour is guided both by this future goals as well as by his past experiences.

Thus, like Adler, Jung also maintained independence from the orthodox Freudian psychoanalysis.

## 4.11 Summary

4.11.1 The term 'Psychoanalysis' is taken in several ways—a system, a school, a theory, personality, method of therapy and a technique of research. Psychoanalysis as a system has several tenets such as topography of the mind, psychic structure, anxiety, defense mechanism and libidinal development.

4.11.2 There are some obvious systematic features of psychoanalysis. As a system, psychoanalysis has expressed its opinion on the six major issues—definition of psychology, basic postulates, nature of data, principles of connection, principles of selection and mind-body issues. Although opinions on these six points are not so obvious as we find in case of other systems of psychology developed in academic setting, they are vital for understanding the basic tenets of psychoanalysis.

4.11.3 Freudian psychoanalysis has sprang up in non-academic circle, that is, in the circle of medical and clinical traditions. This was a major point of distinction between psychoanalysis and the rest of the system. Freudian psychoanalysis had been presented in terms of seven different headings such as topographical structure (conscious, preconscious and unconscious), structural model (id, ego and super-ego), psychic energy and theories of instincts, anxiety and defense mechanisms, stage of psychosexual development, Freud's social psychology and mind-body problem. Of his various contributions the concepts of conscious, preconscious, unconscious, id, ego, super-ego have been very influential ones even today.'

4.11.4 Freudian psychoanalysis despite wider popularity and scattered impact upon different sciences has been criticized. Non-variability of data, overemphasise upon sex, unscientific concepts, etc. are among its major criticisms.

4.11.5 Adler's individual psychology has several features. The first feature is that it can easily be understood. Another feature is that it is more optimistic. Adler's psychology has been presented under seven heads namely organ inferiority and compensation, striving for success or superiority, social interest, style of life, creative power, fictional finalism and birth order. However, Adler's psychology has also been criticized on several grounds. Such as it lacks precision, it contains several untestable concepts. Moreover, the theory has its own importance.

4.11.6 Jung's analytical psychology has contributed several things to the field of psychology which can be outlined as under conscious, unconscious, attitude and functions, psychic energy and personality development.

Jung's Psychology as several shortcomings. The theory has been criticized for its vague writing, subjectivity etc. Despite Jung's contribution is significant.

### 4.11.7 There are several differences between Freud and Adler :

1. Freud emphasized biological nature of human where as Adler emphasized social

nature of human.

2. Freud stresses the importance of past in present behaviour where as Adler stresses future in it.
3. Freud emphasized sex where as Adler emphasized aggression and seek of power, in the development of human behaviour.
4. For Freud unconscious is important where as for Adler conscious, is more significant.
5. Adlers psychology emphasized uniqueness.

#### 4.11.8 There are several differences between Freud and Jung.

1. Jung did not fully incorporate Freudian emphasis upon sex in psychic energy.
2. Freud and Jung also differed in respect of unconscious.
3. Freud emphasized past experience where as Jung emphasized future goal and past experiences.

#### 4.12 Key words used

Analysis,	system,	subsequent,
psycho-dynamic,	technique,	contributed,
symptoms,	topography,	unconscious,
phenomenon,	influence,	existence,
Somnambulism,	neuroses,	psychoses,
attributed,	structure,	ensorship,
anxiety,	mechanism,	libidinal,
erogenous,	sucking,	overemphasis,
contributions,	recognition,	childhood,
association,	perspective,	assumptions,
motivational,	dynamic,	stimuli,
fundamental,	consciousness,	psychophysical,
Parallelist,	compensation,	inferiority,
masculine,	neurotics,	heredity
attitude,	situation.	

### 4.13 Questions for Exercise

#### 4.13.1 Short answer types questions :

1. Explain the tenets of psychoanalysis.  
**Ans : see 4.2**
2. What are the shortcomings of Freudian Psychoanalysis ?  
**Ans : see 4.3**
3. What are the limitations of Adler's individual psychology ?  
**Ans : see 4.6**
4. What are the important differences between Freud and Adler ?  
**Ans : see 4.9**
5. Discuss the differences between Freud and Jung.  
**Ans : see 4.10**

#### 4.13.2 Long type questions :

1. Explain Freudian Psychoanalysis as a system.  
**Ans : see 4.4**
2. Critically evaluate Adler's contributions to Psychoanalysis.  
**Ans : see 4.5 and 4.6**
3. Critically analyse Jung's Analytical Psychology.  
**Ans : see 4.7 and 4.8**

### 4.14 Suggested Readings

- |    |                                  |   |                                   |
|----|----------------------------------|---|-----------------------------------|
| 1. | Sharma, R.N.                     | : | History and School of Psychology  |
| 2. | Woodworth, R.S and Sheehan, M. R | : | Contemporary School of Psychology |
| 3. | Marx and Hillix                  | : | Systems of Psychology             |
| 4. | Sharma, J.D.                     | : | Manovigyan Ka Itihas              |

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## Neo - Freudians

### Lesson Structure

- 5.0 Objective of the Lesson**
- 5.1 Neo-Freudians**
- 5.2 Karen Horney's Contribution**
- 5.3 Erich Fromm's Contribution**
- 5.4 Harry Stack Sullivan's Contributions**
- 5.5 Difference Between Freudians and Neo-Freudians**
- 5.6 Summary**
- 5.7 Key Words Used**
- 5.8 Questions for Exercise**
  - 5.8.1 Short answer type questions**
  - 5.8.2 Long answer type questions**
- 5.9 Suggested readings.**

### 5.0 Objective of the lessons

The study materials of this lesson are related to the contribution of Neo-Freudians like Karen Horney, Erich Fromms and Harry Stack Sullivan's in the field of psychology. Attempt has been made to present a critical evaluation of the contributions of Neo-Freudians. In this lesson difference between Freudian and Neo-Freudian have been given for learners convenience. Besides, a brief summary, key words used in the lesson, questions for exercise and suggested readings are also given. It is hoped that the presentation will surely be fruitful to the learners.

### 5.1 Neo-Freudians

There is a group of psychologists who did not rebel like Adler and Jung against orthodox Freudian psychoanalysis but tried to improve upon Freudian biological framework by giving emphasis upon social and cultural factor totally ignored by Sigmund Freud. This group of psychologists is called Neo-Freudians. In this lesson we shall discuss the contributions of three popular neo-Freudians like Harney, Fromm and Sullivan.

## 5.2 Karen Horney's Contributions

Horney presented a new approach to psychology and at the same time she also maintained orthodox psychoanalytic thinking of Freud. She tried to explain the fundamentals of psycho-analysis by giving emphasis upon social and cultural forces. Her major contributions may be enlisted as Under :

### 5.2.1 Basic Anxiety :

The concept of basic anxiety is basic to Horney's psychology. She is of the view that each normal and healthy person has some creative and positive potential. When he gets love and affection in the environment, he expresses those potentials and develops confidence in the self. On the other hand, if this basic potential is not fulfilled and expressed, anxiety results. Basic anxiety occurs in childhood when the child is allowed to feel helpless and isolated in the world that appears hostile and threatening. There are three components of basic anxiety. They are the feelings of helplessness, hostility and isolation. All these components grow out of being devoid of genuine warmth and affection in home, when the child is neglected or rejected by parents or parent's substitutes, he develops feeling of painful helplessness.

### 5.2.2 Neurotic Needs and Neurotic Trends :

When the person is not able to solve most of the problems of his life and therefore, repeated failures occur, certain needs are developed. These needs have been termed by Horney as neurotic needs because they don't result in rational solutions. She has further emphasized that a neurotic person always tends to move in one of three possible directions moving toward people, moving against people and moving away from people. Horney called them neurotic trends.

Related to each of these three types of neurotic trends, three types of personality emerge as under.:

- (i) **The complaint type** : This type is related to moving towards people. Such persons were too dependent and overvalued affection and approval from others.
- (ii) **The hostile type** : This type is related to moving against people. The dominant features of such persons are that they become aggressive, suspicious, anti-social and hostile.
- (iii) **The detached type** : This type is related to moving away from people, such persons are egocentric, aloof and withdrawn.

### 5.2.3 Attempts at Coping Anxiety :

Horney pointed out that in order to cope with basic anxiety, a person resorts to several strategies. These strategies are of the following two types :

- (i) **The idealized self-image** : To reduce his basic anxiety a person develops an



idealized self image which refers to so fictitious and illusory picture of the self as possessing many unlimited and superlative qualities and powers. Therefore, the idealized self is unrealistic and exaggerated. In such case there occurs a big gap between the real self and the idealized self. Generally, there occurs a neurotic striving for fulfilling this idealized self. Such striving are compulsive, indiscriminate and insatiable. To support this idealized self-image, the person develops what is called pride system in which the person thinks himself to be the possessor of something such as strength or intelligence in such amount that no other person has.

- (ii) **Defence mechanisms** : Horney recognized only two types of defence mechanisms that help persons in reducing their basic anxiety. They are rationalization and externalization. Rationalization is used in Freudian sense by Horney with the only difference that it is used with the whole organism and is not related to specific instinctual components as Freud had assumed. Externalization is more or less equivalent to projection. In this defence mechanism the person attributes every motive or action to some external agents and not only to the undesirable and weaker ones. Thus the persons may not attribute their failures to others but they also attribute their successes to some agents in the environment. For example, a person may attribute his success in the examination to some teachers who had helped him a lot.

Thus we find that Horney by giving emphasis upon social and cultural factors, has tried to show that human behaviour is governed not only by biological and instinctual forces but also by environmental forces. Thus, her approach to explain behaviour was holistic rather than instinctual (Kelman, 1971). She made it clear that a child is the product of both his heredity as well as environment. ~~She~~ **only dismissed the importance** of those factors that were overloaded with sex and were important for orthodox Freudian psychoanalysis.

Despite these achievements, some psychologists have been critical to Horney's position :

- (i) Some psychologists have pointed out that in the history of psychoanalytical movement Horney was much less important figure as compared to Freud, Adler and Jung (Lundin, 1985).
- (ii) Horney's approach to psychology may be considered as partial or incomplete. She mainly concentrated upon basic anxiety as well as upon neurotic needs and neurotic trends. She tried to explain even normal personality with the help of these concepts, which was an unscientific attempt.

### 3.3 Erich Fromm's Contributions

Being a social analyst, Fromm was much concerned with social influences, particularly

his relationship to society. For Freud this relationship was constant but for Fromm this was constantly changing. In fact, in his approach to psychology he tried to combine the views of Freud and social theories and philosophy of Karl Marx (Hall, Lindzey, Loehilin and Monosevitz, 1985). Fromm's contributions to psychology may be enlisted under the following four heads :

### **5.3.1 Escape from Freedom :**

The first book of Erich Fromm was "Escape from Freedom" that was published in 1941. In this book he has accepted man as a social animal. As persons have developed from their biological past, they have gained greater independence. But in doing so, they have become more isolated and lonely. Therefore, freedom or independence became such a condition from which they wanted to escape. In modern society a person has gained independence no doubt but he is alone and insecure. Man has tried his best to escape from such helplessness and loneliness which have become somehow intolerable. To solve this problem, Fromm suggested formation of a society in which there was equality for every person and in which every person related to every other person in a meaningful and loving way.

### **5.3.2 Methods of Escape :**

Fromm pointed out that persons have chosen several methods of escape from their helplessness and loneliness arising out of feeling of independence. These methods are much similar to Freudian defence mechanisms. Important methods are masochism, sadism, destruction and automation conformity. In masochism the person tries to escape his feelings of helplessness and loneliness by showing much dependence upon others. In sadism, he tries to escape these feelings by showing a tendency to rule and exploit others. In destruction, as its name implies, the person escapes these feelings by destroying the world around him. In automation conformity the person blindly accepts the social order. By showing a strong conformity to what others expected of him, he is relieved of his sense of helplessness and loneliness.

### **5.3.3 Basic Needs :**

As a person interacts with society, he develops some needs. Fromm has distinguished five such needs. They are need for relatedness, need for transcendence, need for rootedness, need of identify and need for orientation. Need for relatedness refers to a person's desire to create his relationship to others through a productive love involving mutual respect and understanding. Need for transcendence refers to man's inclination to rise above his animal nature so that he can creatively think something. Need for rootedness refers to need to belong to the active world so that he may also consider himself to be a meaningful organism. Need for identity refers to a person's desire to be unique and, therefore, distinguished from the rest of the individuals. Need for orientation refers to getting such a frame of reference that he may develop a correct orientation towards self as well as towards others. Fromm insisted upon creating such a society in which every person may develop full sense of self and there is equality for all. Such society has been called by him as humanistic communitarian socialism.

### 5.3.4 Personality Types :

For Fromm, personality is the sum of both inherited and acquired characteristics. He made a distinction between temperament and character. Temperament refers to the mode of reaction that is inherited, constitutional and unchangeable.

Character is different from temperament and is formed in life experiences through various kinds of social influences. Character is determined both by physical constitution and temperament as well as by social and cultural influences acting upon them. Character is relatively a permanent form in which two processes, namely, assimilation and socialization do play an important part. These two together are called orientation by Fromm and form the 'Core of character' (Wolman, 1979) The various types of personality arises from a person's attempt to assimilate his own character with social forces as well as to relate himself with society. From distinguished among the following five types of persons each having a different character :

- (i) **The receptive character or type** : Such type of persons always, expects help from others. Such person is receiver and not giver of anything such as love, material possessions etc. Such person becomes too anxious when his supply is cut off.
- (ii) **The hoarding character or type** : Such people are selfish, pedantic and orderly. The outside world is perceived as threat and they feel secure only when they save and keep something.
- (iii) **The exploitative character or type** : Such persons acquire something by force or cunningness. They also feel aggressive towards others.
- (iv) **The marketing character or type** : For such person's success depends on how well they can sell themselves. They consider themselves a commodity which can be bought and sold like something in the market.
- (v) **The productive character or type** : Such type of person is more desirable person in the society. For Fromm, such type of personality results from the combination of the previous four types but is always guided by genuine love, care responsibility and creativity. The major characteristics of productive type of persons are his productive activity as well as devotion to the well being of others.

On the whole, it is observed that Fromm tried to present an optimistic view of man by giving emphasis upon social and cultural factors encountered by persons in their lifetime.

Despite this Fromm's psychology has been criticized. It is said that Fromm's viewpoints were extremely idealistic and, therefore, unrealistic. He also failed to provide empirical data in support of his viewpoints. Keeping these comments in view Fromm is more fit to be called as an ethical philosopher rather than a psychologist.

### 5.4 Harry Stack Sullivan

Sullivan is neo-Freudian who entirely developed different conceptual principles. In fact,

his theory was influenced more from non-psychoanalytical sources and therefore, he deviated farther from Freud. He dropped most of the important concepts of Freudian psychoanalysis such as libido, id, ego, super-ego, sex theory, etc. Despite these, there were enough elements that were taken from Freudian psychoanalysis and were incorporated in his system. For example, Sullivan adopted most of his concepts from Freud's dynamic psychology such as needs, tensions, anxiety, unconscious motivation, defence mechanism and dream interpretation. Like Freud, he also stressed the importance of several distinct periods in development of personality. In this sense, Sullivan was a true development theorist. The system that Sullivan represented is known as the interpersonal theory of psychiatry, which emphasizes that personality is "the relatively enduring pattern of recurrent interpersonal situations which characterize a human life" (Sullivan, 1953 : 11). Right from the day of birth, we make interaction with others. This interaction shapes our behaviour. Our personality is something that develops in the context of such interpersonal behaviour. His important contributions to psychology may, however, be explained under three headings—dynamics of personality, enduring aspects of personality and developmental stage. These are as under :

#### **5.4.1 Dynamics of personality :**

For Sullivan human being is basically an energy system that seeks to reduce tension created by needs. Tensions are divided into two parts—tensions created by needs and tensions created by anxiety. Tensions due to need potentialities call for integrating actions and tensions due to anxiety produce disintegrative behaviour. Satisfying the needs reduces the tension. If needs are not satisfied for longer period of time, it may lead to apathy. Anxiety is transmitted to an infant by its mother. When mother herself is anxious, she expresses these disturbances in vice, actions and look. Gradually, the child picks up these things and become anxious.

Sullivan has recognized three levels or modes of cognition. They are prototaxic, parataxic and syntaxic, prototaxic experiences are the primitive experiences of an infant. Such experiences are undifferentiated, pre-symbolic, momentary, incapable of being conceptualized and, therefore, non-communicable. Thus prototaxic experiences are the primary mode of cognition of the neonate. The parataxic experiences are prelogical, personal and communicated only in distorted form to others. Such experiences are more differentiated than prototaxic experiences. These experiences begin very early in infancy and continue to be a very important mode of experience in future lifetime. Syntaxic experiences are meaningful interpersonal communication. They are meaningfully communicated through language including words and gestures.

All these three modes of cognitions occur throughout the life. However, syntaxic experiences start dominating since the age of six.

#### **5.4.2 Enduring aspects of personality :**

Sullivan, in his system, has also emphasized upon several such aspects of personality that have stability over time. Such important aspects are : dynamism, personification and self system.