

# Contents

## PART I. INTRODUCTION

1. Situations, Dispositions, and the Study of Social Behavior 3  
MARK R. LEARY and RICK H. HOYLE
2. Methods for the Study of Individual Differences in Social Behavior 12  
RICK H. HOYLE and MARK R. LEARY

## PART II. INTERPERSONAL DISPOSITIONS

3. Extraversion 27  
JOSHUA WILT and WILLIAM REVELLE
4. Agreeableness 46  
WILLIAM G. GRAZIANO and RENÉE M. TOBIN
5. Attachment Styles 62  
PHILLIP R. SHAVER and MARIO MIKULINER
6. Interpersonal Dependency 82  
ROBERT F. BORNSTEIN
7. Machiavellianism 93  
DANIEL N. JONES and DELROY L. PAULHUS
8. Gender Identity 109  
WENDY WOOD and ALICE H. EAGLY

## PART III. EMOTIONAL DISPOSITIONS

9. Neuroticism 129  
THOMAS A. WIDIGER
10. Happiness 147  
ED DIENER, PELIN KESEBIR, and WILLIAM TOV
11. Depression 161  
PATRICK H. FINAN, HOWARD TENNEN, and ALEX J. ZAUTRA
12. Social Anxiousness, Shyness, and Embarrassability 176  
ROWLAND S. MILLER

13. Proneness to Shame and Proneness to Guilt 192  
JUNE PRICE TANGNEY, KERSTIN YOUMAN, and JEFFREY STUEWIG
14. Hostility and Proneness to Anger 210  
JOHN C. BAREFOOT and STEPHEN H. BOYLE
15. Loneliness 227  
JOHN T. CACIOPPO and LOUISE C. HAWKLEY
16. Affect Intensity 241  
RANDY J. LARSEN

## PART IV. COGNITIVE DISPOSITIONS

17. Openness to Experience 257  
ROBERT R. MCCRAE and ANGELINA R. SUTIN
18. Locus of Control and Attribution Style 274  
ADRIAN FURNHAM
19. Belief in a Just World 288  
CLAUDIA DALBERT
20. Authoritarianism and Dogmatism 298  
JOHN DUCKITT
21. The Need for Cognition 318  
RICHARD E. PETTY, PABLO BRIÑOL, CHRIS LOERSCH, and MICHAEL J. MCCASLIN
22. Optimism 330  
CHARLES S. CARVER and MICHAEL F. SCHEIER
23. The Need for Cognitive Closure 343  
ARIE W. KRUGLANSKI and SHIRA FISHMAN
24. Integrative Complexity 354  
PETER SUEDELFELD

## PART V. MOTIVATIONAL DISPOSITIONS

25. Conscientiousness 369  
BRENT W. ROBERTS, JOSHUA J. JACKSON, JENNIFER V. FAYARD, GRANT EDMONDS,  
and JENNA MEINTS
26. Achievement Motivation 382  
DAVID E. CONROY, ANDREW J. ELLIOT, and TODD M. THRASH
27. Belonging Motivation 400  
MARK R. LEARY and KRISTINE M. KELLY
28. Affiliation Motivation 410  
CRAIG A. HILL
29. Power Motivation 426  
EUGENE M. FODOR
30. Social Desirability 441  
RONALD R. HOLDEN and JENNIFER PASSEY

|                                                                                     |     |
|-------------------------------------------------------------------------------------|-----|
| 31. Sensation Seeking                                                               | 455 |
| MARVIN ZUCKERMAN                                                                    |     |
| 32. Rejection Sensitivity                                                           | 466 |
| RAINER ROMERO-CANYAS, VANESSA T. ANDERSON, KAVITA S. REDDY,<br>and GERALDINE DOWNEY |     |
| 33. Psychological Defensiveness: Repression, Blunting, and Defensive Pessimism      | 480 |
| JULIE K. NOREM                                                                      |     |

## PART VI. SELF-RELATED DISPOSITIONS

|                                                                            |     |
|----------------------------------------------------------------------------|-----|
| 34. Private and Public Self-Consciousness                                  | 495 |
| ALLAN FENIGSTEIN                                                           |     |
| 35. Independent, Relational, and Collective–Interdependent Self-Construals | 512 |
| SUSAN E. CROSS, ERIN E. HARDIN, and BERNA GERCEK SWING                     |     |
| 36. Self-Esteem                                                            | 527 |
| JENNIFER K. BOSSON and WILLIAM B. SWANN, JR.                               |     |
| 37. Narcissism                                                             | 547 |
| FREDERICK RHODEWALT and BENJAMIN PETERSON                                  |     |
| 38. Self-Compassion                                                        | 561 |
| KRISTIN NEFF                                                               |     |
| 39. Self-Monitoring                                                        | 574 |
| PAUL T. FUGLESTAD and MARK SNYDER                                          |     |
| Author Index                                                               | 592 |
| Subject Index                                                              | 612 |