

- **FEAR OF SUCCESS**
- **FIRST OBSERVED AS A DROP-OFF IN ACHIEVEMENT AMONG TEEN-AGED GIRLS**
- **ETIOLOGY:**
 - CONFLICT BETWEEN THE PROFESSIONAL AND SOCIAL SELF ESPECIALLY IN EARLY LIFE
- **CONSEQUENCES**
 - ACHIEVEMENT BECOMES A DOUBLE EDGED SWORD
 - LESS ATTENTION TO CAREER BUILDING
 - LESS WILLING TO SEEK AND ACKNOWLEDGE CREDIT FOR SUCCESS
 - SOME CONTRADICTION EVIDENCE THAT FEAR OF SUCCESS WAS NEVER A COMMON MOTIVATIONAL PATTERN IN WOMEN
 - ADDITIONAL EVIDENCE THAT FEAR OF SUCCESS IS ALSO EVIDENT IN SOME MEN BUT FOR DIFFERENT REASONS

IRRATIONAL MOTIVES FROM CHRONICALLY LOW SELF-ESTEEM

- **CHRONIC VS. SITUATIONAL SELF-ESTEEM**
- **SELF-DESTRUCTIVE BEHAVIOR TIED TO LOW SELF-ESTEEM: SELF-CONSISTENCY THEORY**
- **ETIOLOGY**
 - CONDITIONAL POSITIVE REGARD FROM EARLY CHILDHOOD
 - REINFORCED THROUGHOUT LIFE
- **SYMPTOMOLOGY**
 - LEARNED HELPLESSNESS
 - NON-NEED SATISFYING CHOICES AND BEHAVIORS
 - SELF-DESTRUCTIVE BEHAVIORS
 - DISTORTED FOCUS OF CONTROL
- **CONSEQUENCES**
 - LACK OF CREATIVITY AND INITIATIVE
 - COMPLIANCE
 - LIMITED INDIVIDUAL LEARNING
 - RESISTANCE TO CHANGE

THE TYPE A PERSONALITY

- **CHARACTERISTICS**
 - EXTREME IMPATIENCE AND A MISPLACED SENSE OF URGENCY
 - MULTIPHASIC THINKING
 - A DESIRE TO ALWAYS BE OCCUPIED
 - THE TENDENCY TO OVERDO
 - DISTORTED LIFE SPACE DRIVEN BY A FIXATION WITH WORK
- **CONSEQUENCES**
 - CARDIOVASCULAR DISEASE
 - HIGH LEVELS OF PSYCHOLOGICAL STRESS
 - SELF
 - COWORKERS
 - FAMILY
 - INEFFICIENCY
 - ERRORS BASED ON FATIGUE

THE AUTHORITARIAN PERSONALITY

- **ETIOLOGY**
 - EXTREMELY LOW SELF-ESTEEM THAT IS REPRESSED
 - BULLIES THAT ARE THE ULTIMATE COWARDS
- **SYMPTOMOLOGY**
 - PATHOLOGICAL ATTEMPTS TO BUILD THE SELF BY ATTACKING OTHERS
 - IDENTIFICATION WITH POWERFUL OTHERS
 - EXTREME ANGER AND CONSTANT EMOTIONAL PAIN
 - DISPLACEMENT AND SELF-DESTRUCTIVE CYCLES
 - ARROGANCE AND GRANDIOSITY: MUST BE THE CENTER OF ATTENTION
- **CONSEQUENCES**
 - CONFLICT HOSTILITY AND FEAR
 - SUBMISSIVE SUBORDINATES WHO ARE REWARDED FOR LOYALTY AND NOT PERFORMANCE
 - DYSFUNCTIONAL WORK GROUPS AND UNITS
 - DESPAIR AND HOPELESSNESS