

INDEX

A

- AN**, 199 167, 182, 184, 428, 449, 454, 456, 457, 458, 461, 480
 concept of space and time, 201
 CP and, 209
 DQ guilt, 208
 ER relationship with, 209
 examples, 202
management of, 211-212
 motivation, 200
 pre-cultural, 55
transition from, 213
A'N', 365, 184, 421, 428, 433, 448, 455, 456, 459, 465, 509
 A' problems of existence, 359
 as seen from DQ or ER, 385
 change, 189
 readiness for, 388
 character of a society, 392
 compulsiveness, 377 *see*
 compulsiveness
 contextual knowledge, 377
 feelings, 340
 formulation of the theory, 370
 intellectual doubt, 137
 learning, institutions of, 392
 less fear, 373
management, 375, **382** 388
 mismanagement, 385, 386
 motivation, 382, 386
 overview, 368
 systemic thinking, 380
 transition, A'N' to B'O', 389
 values A'N', 368, 369, 370, 380, 383, 388, 390-391
 absolutism, 62, 65, 68, 69, 76, 87, 78, 108, 110, 130, 147, 184, 254, 263, 309, 310, 314, 316, 317, 320, 338, 409, 435, 436
 absolutistic existential state *see* DQ
 acceptance, 79, 231, 346
 prescriptions of authority, 261
 Adams, D.K., 320
 adjustment, 285
 environment to the organism, 201, 285, 378
 organism to the environment, 214
 more effective, 476
 Adler, Alfred, 144, 146, 272, 317, 462 *see*
 will to power
- Adorno, T. W., 124
 adrenaline, 245 *see* noradrenaline
 adult
 behavioral system, 1, 120
 educational problems, 4, 6, 39
 mature, 42, 171 *see* behavior and
 conceptions and mature and
 personality and psychological
 personality, 488
 psychological development
 15 key points, 129
 vertical orientation, 488
 affect, 227, 293 *see* emotions
 deliberate inarticulation, 348
 Africa, 204, 219
 age, 34, 35, 36, 346, 367, 452
see research, subjects
 aggression, 68, 92, 98, 123, 233, 312, 362, 419, 448, 455, 500
 CP, 227, 241, 249, 341
 DQ, 284, 287, 292, 295
 FS against self, 341
 DQ/cp, 455
 disappearance, 125
 express self, not at expense, 96
 subordinated in higher levels, 378
 aggressiveness, 122, 124, 125, 312, 424, 426, 430, 480
 appearance of, 341
 CP, DQ, and ER, 378
homo homini lupus view, 22
 Ahammer, Inge M., 34, 37
 Allport, Gordon, 417
 Alor people, 500
 Amazon, BO living in, 219
 ambiguity (DQ), 278, 280, 298, 303
and (ER), 332
 America, 13, 290, 302
 Greening of, 493, 501
 American
 Robber Barons, 317
 cities, 224
 dream, 501
 Goals For, reconsidered, 492
 motif, 430
 society, 359
 Ways of Life, 282
 American Council on Education, 123
 anger *see* emotion
 animistic existence *see* BO
 approach, 33-50
 Arapesh, 500
 Aronoff, Joel, 463

arrested, 136, 207, 211, 357, 473, 478, 494
see open and closed
 Ashby, W. Ross, 483 *see General Systems Theory*
 assessments (of E-C theory)
 understand what to assess, 69
 verbal of BO, 220
 Athos, Anthony, 457
 Attica Prison riot (1971), 500
 Ausubel, David P., 442, 452
 authority, 77, 264, 266, 312, 327, 345, 346, 430, 501
 absolutistic (usually Divine), 263
 disdain for, 74
 ER and FS negative to, 349 [CP?]
 extra-human, 268
 Godly, 89
 oppositional to, 79
 righteous man in, 293
 social expedient as, 87
 autistic (automatic) existence, 199
see AN
 autonomy, 87, 124, 270, 278, 314, 382, 384
see individual
 awareness, 41, 88, 217, 408, 494
see self
 cognitive, 148
 conscious, 230
 death, 182, 252
 differing value systems, 280
 emotions, 330
 guilt, 247, 249
 own existence of, 211, 412

B

BO, 215, 182, 184, 428, 449, 456
 animistic existence, 216
 entering from AN, 213
 existential state, 170
 learning, 219
management, 220-224
 mismanagement, 221
 motivation, 218, 220
 negatively, 221
 transition, BO to CP, 500
 tribalistic, 55, 217
 values BO, 218, 222, 223, 398
B'O, 395, 190, 391, 448, 455
 change, readiness for, 401
 characteristics, 396
comments on conceptualization, 399
emergence of, 397

Experientialist Existential State, 395
 limited data, 191
 management, 401
 values B'O, 397, 398-399
 Baltes, Paul B., 34
 Baltes, Paul B. and Shaie, Warner K., 37
 Bandura, Albert and Walters, R.H., 350
 Bandura, Albert, 17
 Barker, Roger, 420
 barriers *see change, six conditions*
 Barron, Frank, 54
 Bavelas, Alex, 118
 behavior *see emergent cyclical theory*
 aberrant, 17
 adult, 12, 13, 27, 142, 428-429, 477, 480
 behavioral freedom, 188, 429, 430, 508
 breakdown in, 12-13 *see immoral change in*
 change in, 19, 34, 35, 81, 97, 106, 138, 140, 232, 238-239, 361, 416, 475, 483 *see change*
 confusing and contradictory, 1, 91, 123, 127 *see confusing*
 cyclic aspect, 368
 deficiency, 26
 delinquent, 455
 delusional, 300
 behavior (*continued*)
 dysfunctional and functional, 45
 emergent state, 141
 emotional, 289
 evil, 24
 fixate, 495
 forms of, 97, 140, 144, 163, 180, 421, 477
 unforeseen, 148
 emergent, 141, 142
 pathological, 137
 hierarchically ordered, 30, 114, 185
 immature, 11, 18, 24, 31, 42
 immoral behavior, 31
 infinite process, 37
 interrelated with character, 109
 mature, 16, 18-19, 22, 27-28, 43, 45, 46, 74, 92, 142, 489
 classes of, 47, 126
 conception of, 149
 non-conforming concepts, 149
 study of, 55, 109
 moral, 21

- neurotic, psychotic, 269
 new model, 142
 principles which govern, 152
 psychosocial, 185-188, 419, 438, 506
 theories of, 417
 standard for evaluation, 155
 systems, 124, 145-146, 295, 422,
 423, 424, 437
 theory of, 3-5
 behavioral sciences, 3
 behaviorism, 16, 20
 behaviorists, 16-21, 201
 conception, 20, 21, 22
 humanistic, 27
 modeling, 16, 17, 18, 19, 20, 350
 reinforcement, 17, 19, 20, 21, 240,
 461
 negative, 409
 positive, 238, 239, 409, 411
 therapy, 490
 becoming, 155
 being levels, 163, 169, 174, 363, 456, 463,
 509 *see A'N' and B'O'*
 Being Level I, II, III Systems, 163
 first, 365, 369, 440
 second, 395
 belonging, 26, 147, 148, 189, 326, 334, 335,
 338, 344, 347, 349, 353, 354, 410, 496
 Bentham, Jeremy, 461
 Bergson, Henri, 153
 Berlyne, Daniel E., 408
 biochemistry, 29, 30, 410, 507 *see brain*
 biopsychological development, 506
 bio-social ecological systems, 193
 Black Muslim, 20, 500
 Black Power movement, 499
 Blackboard Jungle, The, 224
 Blake, Robert R. and Mouton, Jane, 302,
 322, 356, 396, 446, 452
 managerial grid, 322, 490
 blank slate, 31
 Blasi, Arthur, 414
 Blatt, Moshe, 414
 Blatz, William, 17
 Blos, Peter, 6
 Boas, Franz, 14
 Boy Scout merit badge, 281
 brain, 36, 163, 164, 167, 170, 207, 174, 258,
 407, 475, 481 *see dynamic neurological*
 systems
 activation, 338, 360, 367, 415, 416
 awakening, 216
 basic structure, 240, 373, 449, 479
 cells, 174, 202, 361, 367, 397,
 410, 464
 chemistry and dissonance, 415, 487
 chemistry, 258, 367
 fear, 367, 373 *see emotions*
 guilt, 258 *see emotions*
 elaborating system, 410 *see Z*
 general activating system, 412
 hemisphere dominance, 164, 186,
 187, 338, 438, 507
 hierarchical and systemic, 37,
 361, 407, 410
 hierarchically ordered, 413, 416,
 475, 481
 systemically ordered, 37
 large brain of humans, 37, 174, 361,
 407, 410
 possibility of latent systems, 412
 psychochemical, 131
 tissue in for self-awareness, 230
 uncommitted cells, 174
 Bricker, P.D. and Chapanis,
 Alphonse 464
 Brock, T.C., 432
 Bronson, Gordon, 37
 Broughton, John, 444, 452, 457
 Bruner, Jerome, 6, 464
 Brust-Carmona, H., 408
 Buddhist
 monk, 261
 principles, 22
 Bugental, James F.T., 53, 54, 417
 Buhler, Charlotte, 34, 451
 Bull, Norman, 452

C

- CP**, 225, 182, 184, 230, 427, 446, 448, 455,
 458, 461, 478, 493
 and AN, 209
 aggressiveness, 378
 approach to living, 228
 change, readiness for, 245
 classification of humans (as strong,
 desirous, weak), 233, 244
 dominant-submissive, 226
 distinct self, 226
 examples, 228
 conception #1, 228
 conception #2, 229
 transitional CP/dq, 246
 transitional DQ/cp, 248
 impulses, control of, 236
 learning, 235

- punishment, 238
 reward, 235
 teacher, 235
management, 227, 240-245
 mismanagement, 244
 motivation, 233, 247
origin, 230
 psychology of, 231-233
 social issues, 242, 244
 state, 240
 transition CP to DQ, 241, 246, 247,
 248
 value system, 234, 237, 245,
 249
- Calhoun, John, 6, 190, 388, 389, 444,
 448, 452
 on population, 388
 test of E-C by, 460
- Calvinist, 21, 23
 Canada, 219
 Camus, Albert, 140
 category *see* conceptions and behavior and
 levels of existence
 expres self, 96, 97, 112, 126, 127,
 137
 sacrifice now, 101, 254
- categorical
 certainty, 331
 thinking, 68, 69, 71, 86, 255, 263,
 436
- Catholic, 100, 218, 266
 doctrinaire Catholicism, 257
 celibacy, 296
 authority, 105, 266
 caveat emptor, 311
 change, 486, 507-509
see behavior change and conceptions
 attitude toward, 75
 behavior *see* behavior
 beliefs, 257
 single, 465
 systems of, 465
- central *see* conceptions, central
 closed
 belief system, 465
 mind, 386
 personality, 270, 303, 476
- conceptual, 154-155, 379
 conditions for change (six), 30, 103,
 104, 105, 107, 170, 171-172,
 413-416
 barriers, 26, 88, 104, 106, 107,
 172, 180, 223, 416
- consolidation, 104, 107, 172,
 415, 479
 dissonance, 104, 106, 172, 180,
 353, 414, 484
 regressive search, 223, 414
see regressive
 insight, 104, 105, 106, 172, 180,
 415, 484
 specific to category, 106
 potential, 30, 104, 107, 170, 171,
 213, 412, 476, 481
 biochemical, 367
 genetically equipped, 30, 509
 neuropsychological, 170
 resolution (solutions), 104, 106,
 113, 413
 existential problems to, 171
- change conditions resolution (*continued*)
 DQ, 432
 ER, 321-323, 324
 FS, 353, 354-355
 A'N', 383, 386
 particular to the level, 492
 support for six-elements view,
 413
- conditions for existence, 104, 207,
 479, 480
 conditions of existence, 29, 30,
 155, 181, 213, 319, 464, 482, 490
 cultural, 449
 difficult to stop once started, 492
 direction of, 100, 106, 113, 156
 environmental, 170
 change or adjust to, 184-185,
 447
 excess energy required, 222, 492
 four demarcation points in: a, b, c,
 d, (also alpha, beta, gamma,
 delta), 178
 fixation, 180
 intellectual climate, 150
 instigators for sub-types, 100
 external authority, 100, 102,
 105, 109, 270, 278
 information, 102, 377
 need to know principles, 489
 own actions, 81, 321-322
 peer pressure, 101
 long term, 346
 managing, 384
 organismic-environment complex,
 151
 personality, 477, 483, 484
 point of reference, 189, 378

- principles of, 489
 process of, 107, 170, 270, 438,
 455, 482
 progressive or regressive, 99, 114,
 148, 160, 178, 484, 506
 psychology, 29 *see* psychology
 regress, 107, 113, 178, 180, 185
see regressive
 AN to, 202
 DQ to ER 'regressive'
 disorganization, 271
 societal, 390
 responsibility for, 19
 readiness, 35, 157, 222, 291, 495
see change, rediness *in* BO, CP, etc.
 social, 170
 step-like, quantum-like, 484, 485
 systems, 188
 tendency, 481-482
 values, 31, 334, 370, 402
- China, 12, 17, 494
 Red Guards, 12
- Christian, 253, 262
 ethics, 261
 form of existence, 255
 Roman attack on early, 253
- class, 254, 256, 258, 310
 class-ordered life, 268
 CP sorting, 233, 244
 middle, 492, 501
- closed, 136, 270, 302, 303, 465, 468, 473,
 476-478, 488, 494 *see open and arrested and*
systems
 behavior, 477
 closed system, 29, 30, 149, 303,
 465, 486, 509
 minds, 386
 unalterable, 269, 302
 DQ, 267, 269
 ER, 472
- cognition, human characteristic, 362
 cognitive, 129, 351 *see* psychology
 activation, 366
 awareness of the self, 148 *see*
 awareness and self
 brain substance, 202
 capacities, 162, 237
 complexity, 129
 dissonance, 296
see change, conditions, six
 employee, 383
 inadequacy, 178
 level of existence, 362, 367
 man, 223, 224, 367, 368
- processes, 373
 realm, 363, 369
 state, undifferentiated, 223
 structure, 284
 communism *see* cultural systems
 competition, 57, 274, 310, 318, 319
 cooperation more valued than, 339,
 354, 359
 fixing in electrical industry, 345
 non-competitive, 344, 382
- complexity, 148, 149
 controlling device, 481-482
see systems
 integrative, 435-437, 441
 stimulus, 432
 thinking, 497
- compulsion, 299, 300, 380, 390
 compulsiveness, 300, 346, 369,
 374, 378, 392, 455
 without, 372, 381, 382
- conceptions of mature personality, 11, 52,
 55, 59-89, 98, 128, 149, 156, 185-187, 407
 additional categories added, 125,
 126
- approach to, 33-37, 40-47, 54,
 92-93, 125, 406, 417
- categories, 59-89, 128
 express self, 56
 express self to avoid shame
 entering, 57
 nodal, 59, 228-230, 461
 exiting, 60-62, 246-248, 456
- express self calculatedly
 entering, 76-77, 279-280
 nodal, 79-80, 311-313
 exiting, 81-83, 330-331
- deny self, 56, 92
 sacrifice self for reward later
 entering, 62-63, 456
 nodal, 65-67, 69-71, 254,
 258-263
 exiting, 72-74, 275-278
- sacrifice self to obtain now
 enter, 84-86, 332-334
 nodal, 88-89, 342-344
- change of, 186
 change in conceptions, 99, 102, 106,
 137, 366, 370 *see* change
 case of Linda S., 110-112
 case of Mike M., 110
 self-actualizing people, 148
 sub-type, 52, 60, 98-99, 101, 103,
 104, 112-114, 148, 160, 278, 280

- central change in, 64, 71, 99, 103, 104, 107, 114
 classification, 30, 56, 59-89, 92-93, 114, 128, 134-138, 155-157, 254
 examples included in the text, 60-89
 B'O' (discussion), 399
 CP/dq transition, 60-62, 246
 DQ/cp transition, 57, 248, 455
 DQ/er, 72-74, 275-278
 dq/ER, 76-77, 279-280
 ER nodal, 79-80, 311-313
 ER/fs, 81-83, 330-331
 FS/er, 88-89, 332-334
 FS, 88-89, 342-344
 hierarchy of, 127, 128, 149
 open-ended series of, 191
 open minded conceptions, 102, 191
 personality systems in miniature, 97-98
 say about versus think about, 69
 systematically organized, 137
 judging the conceptions, 93
 conceptual framework revised, 92
 conceptual space, **181**, 369, 379, 508
 odd/even systems, expansion in, 189
 conceptualizations of adult personality
 information overlooked, 36
 perspectives
 psychoanalytic, 21
 homo homini lupus, 21, 25, 31
 behaviorist, 16, 18-20
 Gravesian, 31
 humanistic, 24, 26, 141, 359
 Life Span psychologists, 34
 Third Force, 24, 28
 what adults say personality is, 56
 conceptualizers, 36, 37, 144, 145, 146, 418, 453
 behaviorists 19-20
 existential, 141
 Harvey, Hunt, and Schroder, 419-439
 other conceptions, 417-418
 phenomenological, 141
 projecting self into, 54
 psychologists 12, 115, 30, 34, 36-38
 stage developmental
 conceptualizers, 439-464
 conditioning, 37 *see* behaviorism
 conditions *see* change, conditions
 of and for human existence, 176
 for existence, 162, 166, 475
 of existence, 162, 166, 508
- Condorcet, Marquis de, 24
 conflict, 15, 119 *see* data, conflictual
 between members of groups, 119-120
 conflict (*continued*)
 between theories, 142
 between theorists, 14, 38, 48
 righteous man and, 294
 controversy and, 13, 38, 51, 91, 133
 confusion and contradiction, 14, 51, 91, 138
 Congo, 224
 congruence, 30, 211, 301, 482
 higher education, 497
 management and governance, 320, 323, 324, 355, 490, 493
 rather than promoting growth, 463
 values, 269, 358
 consciousness, 218, 220, 226, 270, 342, 398, 449, 488, 500
 Consciousness III, 20, 499, 502
 interest in, 335
 new forms emerge, 19
 self-consciousness emerges, 85, 182, 201, 226, 230, 252
 revolutions in, 223, 226, 309, 335, 360, 497, 499-502
 consolidation, 417 *see* change
 coping, 30, 180, 362
 cells and equipment, 367, 416, 507
 devices, 298
 of righteous man: rationalization and denial, 294
 means, 178
 systems, 161-162, 173, 397, 411
 activating - X, 161
 elaborating - Z, 161
 supporting - Y, 161
 crime, 74, 291, 292, 378
 against self, 378, 341
 against property, 455
 homicide, 341
 cultural institutions, E-C as theory of, 33
 cultural system, 131, 478
 autocracy, 270, 302
 communism, 155, 257, 493
 democracy, 155, 270, 381, 491, 493
 culture, 4, 24, 39, 126, 151, 159, 160, 163, 166, 175, 186, 188, 191, 449, 451, 475
 change in, 178, 483
 development, 15
 drug, 349
 food gathering, 202
 healthy, 489

less developed, 126, 202
 nature of, 154
 theory, 14, 15, 150, 153
Utopian *see Utopian*
 ways of man (and personality), 176
 world, 442, 450
cybernetics, 484
 cyclic, 36, 113, 129, 147, 185, 335, 368, 427, 451, 459, 483, 507 *see emergent-cyclical*

D

DQ, 251, 183, 184, 252-305, 413, 421, 428, 433, 435, 446, 448, 449, 453, 456, 462, 465, 480
 absolutistic characteristics, 255
 AN and, 208
 authority, 263
 readiness for change, 271
 conception, 258, 262
 examples, 258
 conception #1, 258
 conception #2, 262
 DQ/er conception (exiting), 276
 dq/ER conception (entering), 279
 guilt, 253 *see guilt*
learning, 265-267
 objective testing, 281
 teacher, 265
 closed DQ, 267
 leadership, 254
management, 261, 267-271, 290-302
 mismanagement, 270
 motivation, 266, 304
 obeisance in, 252
 see obedience and obeisance
 orderly world, 94, 253, 256
Righteous Existence, DQ/ER, 282, 284, 285
managing, 301-305
 mismanagement, 325-326
 origins of the righteous state, 296-297
 reaction to stress, 297-301
 organizational structure, 301
DQ (*continued*)
 win-lose psychology, 294
 self-sacrifice, 254
 see sacrifice self
 state, 266
 teacher or manager, 273
 see teacher

transition DQ to ER, 272, 273, 275, 282, 285, 287, 317, 501
 values, 246, 252, 253, 255, 257, 271, 272
 Darwin, Charles, 37, 51, 52, 174, 361
 Darwinian concept, 315
 data (in the Gravesian work), 2, 51-90
see Verification, 405-473
 A'N' difference, 371, 374
 rigidity and dogmatism, 377
 B'O' cases, 396, 399
 3 basic kinds of, 46
 conflictual and confusing, 114, 115, 116, 123, 142
 forms of human existence not included in the data, 55
 gathered prior to 1962, 129
 messages in, 134-138
 structuring a language, 137-138
 questions arising from, 71
 perplexing results
 functioning and production, 94-96
 opposed categories, 93
 rationalizing, 7, 133, 418
 tachistoscope, 466, **468-471**
 deference (to authority), 124, 254, 287
 delinquency, 455
 democracy *see cultural systems*
 denial, 294
 dependence, 74, 334
 depression, 299, 300, 409, 411
 designation of levels *see nomenclature*
 developing nations, 126
 development, 29, 33-35, 37, 57, 69, 113, 129-131, 150-153, 163, 176, 172, 405, 477, 489, 499, 506-509
 barriers to, 35
 cognitive stage, 7, 29 *see cognitive conceptualizations of, 34*
 continuing process of, 35, 452
 cyclic, oscillating movement in, 113
 direction, not a state or form, 151
 emergent states in, 20
 fixate, regress, new form, 160
 process of, 7, 151, 185
 psychological, 2, 33
 adult, 129
 ever-evolving, step-like process, 489
 results from interaction, 166
 psychosocial development, 405
 environmentosocial-organismic field, 166

complex wave-like, 178
 double-helix, 174
 organismic as delimiter, 407
 resultants of interaction, 167
 spurt-like, plateau-like, 178
 systems, 506
 systemic, 188
 social, 1
 stage-like, 417
 dialectic, 463
 dictatorship, 292
 differentiation, 28, 182
 self from others, 201
 disintegration, 15, 62, 483
see equilibrium
 dissenters, 366
 dissonance *see change conditions*
 dogmatism, 68, 77, 93, 123, 189, 258, 284,
 309, 347, 397, 428, 430, 465, 508
 Dogmatism Scale, 122, 465 *see*
 Rokeach
 rigidity and, 377, 465
 dominant-submissive, 226, 256
 Doty, R.W., 220
 double-helix, 131, 160-162, 174, **187**, 406,
 437, 504
 environmentosocial forces, 160
 organismic forces, 160
 Drews, Elizabeth, 6, 452
 Driesch, Hans Adolf Eduard, 153, 154
 Driver, Michael J., 432
 dynamic neurological systems, 161, 361,
 412, 414, 419, *see* Krech
 structures latent in the brain, 412

E

E-C *see* emergent cyclical
 ECLET (emergent, cyclical levels of
 existence theory). *see* emergent
ER, **307**, 184, 309, 421, 428, 435, 447, 449,
 453, 456, 459, 462, 465, 501
 AN and, 209
 change, 321
 readiness for change, 326
 closed, 472
 examples, 310
 nodal ER conception, 311
 example #1, ER/fs conception,
 330
 example #2, FS/er conception,
 332
 five states of existence, 283
 interpersonal relations, 314, 334

learning, 319
management, 315, **320**-326, 357
 mismanagement, 325-326
 motivation, 320
 self-motivated, 430
transition ER to FS, 327, 334, 341,
 360, 472
 values ER, 272, 309, 310, 311,
 314, 315, 316, 317, 326, 334,
 338, 344, 359, 360
 education, 13, 29, 482, 507
see learning and AN, BO, CP, etc.
 A'N' society in, 392
 broader meaning for, 496
 experience, 328
 forms appropriate to levels, 497
 in the person for FS, 352
 methods, 375
 move to more complex levels, 497
 subsidized, 64
 success, 391
 Edwards Preference Inventory, 124
 egalitarian, 351
 ego, 68, 70, 442
 definition, 347
 development, **461**, 463
see Loevinger
 ego-less (in A'N'), 379
 encroachment, 314, 319
 involved, 267
 superego, 455
 egocentric, 22, 60, 78, 225, 248, 258 *see*
 CP
 egoistic, 209
 elaborating system, 162, 165, 173, 410 *see* Z
 Elkind, David, x, 31, 416
 emergence, 1, 2, 29, 141, 159, 185, 223, 319,
 397, 417, 476, 480, 506
 behavior, 141 *see* behavior
 higher levels of, 148
 ends, 497
 growth, 160
 levels of, 30
 man's nature, 480
 organism, 500
 psychosocial systems, 5
 process, 465, 508
 stages, 7, 20
 emergent cyclical (theory of adult
 biopsychosocial systems development)
 34 principles of E-C theory, 486
 adult personality and cultural
 institutions, 175
 basics of, 167, **168**

- compared to stage conceptualizers, 418, 439
compared with other theories, **440-446**
conception 2, 29, 33, 56, 160, 167, 405
double-helix model *see* double-helix
formulation of, 370
model, 159, 163
or unfolding pattern, 468
points in the process of life, 166
psychological life space of, 163
spurt and plateau, 188
support from general psychology, 407
theory, 166, 506
adult of, 51, 196, 417
formulation of, 369
personality and cultural institutions, 33
wave-like manifestation, 113, 176, 435, 506
spurt-like, plateau-like, 178
successive equilibrations, 477
formulation of, 370
movement, 113
emotion, 29, 70, 87, 103, 412, 502, 508
AN, 208
A'N', 372
affection, 87
affective, 293
emotion (*continued*)
distinguish self, 202, 459
person affective, 227
warmth, 342, 348
anger, 11, 22, 72, 180, 201, 266, 285, 299, 459
intellectually used, 375
modulated, 314
control over, 108
CP and, 227, 233
delight, 393, 409
disappear, 205
disgust, 227, 358, 458
DQ and, 262, 273
ER/fs 'great' appraiser of, 330
FS, 338, 339, 340, 348, 349
fear, 15, 57, 59, 60, 64, 141, 201, 233, 249, 366, 409, 458
abandonment, 299
barrier of, 107, 379
being disliked, 353
chemistry of, 367, 373
loss of power, 353
demise, of our, 2, 392
dissolution in A'N', 369, 372, 373, 379, 390
expressing hostility, 300
frightened DQ existence, 253
inferiority, 265
influx of stimulation, 253, 256
loss of self, 360
own powers, 141
punishment, of, 298, 299
reduces, 291
resolved, 366
shame of, 58, 60, 130
sex relations, 299
social disapproval, 369
tool as, 318
grief, 227
guilt, 58, 62, 64, 68, 92, 100, 129, 227, 249, 253, 265, 319, 458
see conceptions and express self
adrenaline and, 245, 258
awareness of, 247, 249, 285
change, 60, 247, 275, 280
express self without, 105, 107, 110, 112, 114, 115, 116, 119, 120, 121, 123, 124, 307
first appears, 129, 460
fourth level (DQ), 208, 209, 249, 253
free self from, 265, 269, 314-315, 347
lack of, 227, 233, 458
hate, 201, 227, 244, 318, 325, 340, 357, 447, 501
Taylorism causing, 290
hostility, 25, 232, 244, 284, 290, 298, 319, 372, 496
transfer onto authority, 305
jealousy, 201
over-reactional (in BO), 218
pseudo-emotions
depression, 299, 409, 411
discomfort, 244
excitement, 244, 409, 411
frustration, 95, 106, 201, 242, 244, 352, 477
rage, 227
Righteous control, 289, 304
sensitivity to, 273
sub-systems, 409

- shame, 58, 60, 78, 81, 92, 126, 130, 226, 233, 238, 247, 280, 315, 380, 392, 409, 445, 458
see conceptions, express self to avoid shame
 ashamed, 11, 128, 313
 fear of, 62
 unashamed, 110
- empathy
 disdain for, 80, 81, 314, 328,
 others' difficulty empathizing with A'N', 369
 required for DQ/ER teacher, 273
- Engen, T., 408
- entering, 56, 57, 62, 76, 84, 506
see nodal and exiting
- environment
 side of development, 161
- environmentsocial conditions, 160-167, 171, 407, 412
see psychological space
 determinants, 506
 environmentsocial-organismic field, 166
 forces, 163
- epistemologies, natural, 457
- equilibrations, 477
- equilibrium, 29, 270, 482, 483
 even-numbered systems, 480
 levels as theoretical state of, 477
 out of, 298
 restoring earth's by A'N', 390
- equipment *see* brain and neuropsychological risk-taking, chronological time and space-perceiving, 226
- Erikson, Erik Homburger, 6, 23, 49, 452
- Esalen Institute, 393, 501
- Establishment, the, 11, 12, 17, 22, 222, 416
- ethics, 2, 6, 29, 255, 354, 370, 381, 498, 507
 Kantian, 255
 Judeo-Christian, 22
 Machiavellian, 323 *see* Machiavelli power ethic, 233 system, 317, 489
- Ethiopia, 489
- evolution, 151, 378
 as process, 51
 psychological, 389
- existential, 29, 365
 dichotomies, 112
 jargon, 263
- Means for Living, 162
- problems, 106, 162, 183, 492, 494
- in time, 160
 resolution and creation, 183
- realities, 481, 482
- staircase, 195, 391, 399, 490, 499
see ladder
- state, 162, 167, 175, 188, 417, 439
 development of in time, 479
 AN, 167, 171, 207, 212, 454, 458
see AN
 BO, 170, 179, 191, 454 *see* BO
 CP, 224 *see* CP
 DQ, 253, 258 *see* DQ
 DQ/ER 'righteous existence,' 282-305 *see* DQ
 ER, 309, 338, 473 *see* ER
 FS, 350, 455 *see* FS
 A'N', 365, 367, 189 *see* A'N'
 cognitive, 369, 370, 374, 382, 384
 B'O', 191, 368 *see* B'O'
 intuitive existence, 395, 397
 source of, 193
- existentialists, 140, 489
- exiting, 56, 60, 72, 81, 506
see entering and nodal
- experience
 BO, 218
 stimulus-response, 220
- B'O', 399
- educational *see* education
- CP operant conditioning and many positive, 243
- factor in conception change, 52
- human, 53, 60, 202
- level-specific to activate neurology, 170
- own (ER), 78, 81, 100, 101, 320
- peer group (FS), 102
- shared (FS), 340, 349
- students in the research, 46
- to reject or assimilate, 482
- tried-and-true (ER), 280, 309
- experiential, 5, 169, 395, 401 *see* values
- express self, 57, 128 *see* conceptions
 to hell with others, 57, 59, 60
 calculatedly, 76, 79, 81
 but not at the expense of others, 103
- Eysenck, Hans, 144, 146
- F**
- FS**, 337, 184, 349, 421, 428, 435, 449, 455, 456, 459, 462, 465, 480, 492, 501, 502

basic operation, 347
change, readiness for, 358
 readiness for change, 358
examples, FS conception, 342
 learning, 350
 teacher, 351
management, 353-358, 359
 mismanagement, 357-358
origin, 344
 transition, FS to A'N' 352-353, 362
 values, 334, 339, 340, 342, 345, 347,
 359, 360, 368
 faith, 183
 human, not Godly, 393, 398
 keep, 318
 fear *see* emotion
 federalization, 263, 311, 491
 feedback from others, 81
 feelings *see* emotions
 inner subjective, 338
 judging feelings, 264
 Fenton, Edwin, Colby, Ann, and Speicher-Dubin, Betsy, 414
 Festinger, Leon, 414
 Five Ages of Man, 6 *see* Heard
 Flavell, John H., 34
 force field, 162 *see* existential state
 Ford Motor Company, 323
 4-H, 281
 framework, 3-4, 15, 16-17, 25, 30, 32, 145,
 208, 334, 353, 417, 457 *see* conceptualizers
 and behavior
 behavioral, 145
 conceptual, 36, 92, 99, 123, 145,
 417, 418
 E-C, 243, 437, 438, 454, 455, 456,
 460
 explanatory, 51
 thought, 489
 Perry, 456
 Frankl, Viktor, 36
 French Canadians, 219
 Freud, Sigmund, 31, 49, 68, 144, 146, 256,
 292, 316, 400, 462, 484
 Freudian
 ethic, 257
 psychoanalysts, 21
 slips, 68, 259
 Fromm, Erich, 191, 256, 346, 360, 400, 441
 Funkenstein, D.H., 411, 415
 future 1, 2, 11, 15, 129, 142, 144, 163, 354,
 356
 mankind's 53, 282, 283, 391
 modes of life, 363, 369, 388

multiple, 499
 possibilities, 362, 389-390
 prediction, 389, 438
 sustainable, 390

G

Gandhi, Mahatma, 257
 Garden of Eden, 214
 Gastaut, H., 408
 General Systems, 6
 controlling device complexity of,
 see complexity
 mini-maxing, 484
 model, 163
 principles and E-C theory, 486
 theorists, 149
 theory, 150, 152, 153, 159, 484
 generation gap, 359
 goals, *see* America
 related to all human kind in FS,
 347
 God, 13, 51, 63, 65, 71, 87, 101, 135, 141,
 201, 207, 252, 255, 272, 296, 321, 352, 373,
 392, 393, 414, 420
 master plan in DQ, 263
 righteous man, 296
 word of, 309, 316
 Godric, 272
 Goldstein, Kurt, 6, 145, 147, 149, 419
 Gough, H.G. and Sanford, R.N., 123, 465
 Gough-Sanford Rigidity Scale, 464
 governing, 388, 390
 A'N' approach, 391
 DQ values for, 263
 figures, prime goal of, 484
 new systems of, 391-392
 Graves, Dr. Clare W., 22, 65, 147, 196, 216,
 234, 351, 439, 448, 464
 consulting, 265
 workshop handouts, 506
 Gray, Thomas, 415
 Gray, William, 483, 484
 great divide, 190, 402, 503
 Greece, 292
 Greening of America, 492, 501
 see consciousness, Consciousness III
 Griffin, Merv, 372
 growth, 26, 148, 463, 491, 496, 501
 biological, 34
 consolidation and, 189, 479
 devalued, 391
 economic viability and, 490
 emergent phenomenon, 160

healthy, 26
 life, 209
 limits to, 359
 man's, 211, 326
 mature behavioral systems, 148
see behavior
 means of, 85
 growth (*continued*)
 moral, 315
 motivation, 362
 odd numbered systems, 189
 phenomenon, 148, 160
 population, 388
 principles for managing, 211
 psychological, 35, 189
 sign of, 15, 16, 17, 360
 tendency, 483, 484
 guilt *see* emotions

H

habituation, 200, 219, 408, 409
 Hall, Calvin S. and Lindzey, Gardner, 405
 harmony, 344, 349, 359
 organization of current state as
 'maturity,' 155
 Hartman, Heinz. *see* psychoanalysts
 Harvard Business Review, 196
 Harvey, O.J., Hunt, David and Schroder,
 Harold M., 6, 134, 135, 400, 419, 438, 439,
 465
 characteristics in model, 424
 concreteness-abstraction, 421
 data, **424** and rearranged, **426**
 verification with approach, 419
 Harvey, O.J., 6, 421
 Hassler, R. 407
 haves and have-nots, 227, 233, 326
 Havighurst, Robert, 6, 34
 Hawkins, Robert, 17
 Heard, Gerald, 6, 36, 134, 417, 448, 449,
 450, 451, 499
 Hebb, D. O., 407
 hedonism, CP tendency toward, 228
 Hegel, G.W.F., 317
 Heider, Fritz, 6
 helix, 2, 4, 71, 407 *see* double helix
 Hernandez-Peon, R., 408, 410
 Herzberg, Fred, 23
 Hess, E. H., 415
 hierarchical
 rise of existential problems, 160
 systems, 36
 systems perspective, 29

ordered stages, 489
 organization of systems, 173
 hierarchy, 2, 128, 136, 151, 413, 419
 behavioral hierarchies, 147
 emerging personality, 91
 personality systems, 151
 systems in the brain, 481
 Hindu, 261, 257
 Hoarding Character *see* Fromm
 Hokfelt, Bernt, 412, 415
 Homer's *Odyssey*, 126
homo homini lupus *see* conceptions of adult
 personality
Homo sapiens, 33, 161, 164, 174, 180, 407,
 506
 homogeneity
 group, 274
 societal, 491, 493
 homogeneity to heterogeneity, 152
 homogenization, 346, 498
 honesty, 358
 Hoover, Herbert, 498
 Horney, Karen, 144, 410
 hostility, 25, 137, 292, 298, 305, 494
 avoiding to self in ER/fs, 384
 CP tendency to manifest, 232
 intellectually used in A'N', 372
 perceived by others of ER, 315, 319
 world as life condition, 166
 Howe, M.J.A., 453
 human, 169, 202, 209 *see* existence and
 behavior and conditions and development
 and personality
 awakened to inner man, 252
 behavior reconceptualized, 142, 154
 being, 155, 166, 189
 drives, lustful, 296, 309
 existence, 155
 existential helix, 2
 faith in, 393
 group animal, 354
 knowledge reconsidered, 491
 living, ER as 'epitome' of, 283
 mature, 138, 142
 nature
 objective and subjective sides, 36
 revised conception of, 136
 needs, distinctly human, 189
 philosophical thought, 351
 relations, 301, 353, 356
 survival, 172
 symphony with six themes, 396
see six themes
 human (*continued*)

- threshold of being, 367
 variability, 322
 wants, 296
- Human Needs Foundation, 7
- humanism (vs. animalism), 190, 200, 339, 360, 368
- humanistic
- Conception *see* conceptions of
 - adult personality
 - weakness of, 28
- goal, 417
- subjectivistic world, 334
- tradition, 368
- humanness, 24
- Hummel, Dean L. and Bonham Jr., S.J., 490
- Hunt, David E., 6, 419
- Huntley, W.C., 464
- ## I
- Idi Amin, 13
- Ik tribe (Uganda), 204, 390, 414, 500
- immature *see* behavior and mature
- immediacy, 495, 496
- impulsive, 58, 59, 64, 232, 233, 237, 266, 305, 448 *see* CP
- independence, 75, 130, 271, 272, 278, 282, 292, 308 *see* ER
- Indian tribes, 219
- individual, 176 *see* autonomy
- individualism, 227, 311, 316
 - last gasp of, 502
- individuality, 85, 278, 338, 342, 347, 360
- obsession with, 87
- Industrial Revolution, 308
- information, 36, 383, 399
- inhumane human state, 205, 209
- insights *see* change conditions
- integrated living, 476
- integration, 483
- A'N' into organization, 386
 - knowledge of all, 13
- integrative
- complexity, 435-437, 441
 - management, 353
- intelligence, 124, 128, 129, 186, 371, 428, 437, 508 *see* studies
- boredom as result, 226
 - learning takes place without, 220
- intentionality, 226
- interdependence, 75, 182, 184, 272, 308, 314, 370, 509 *see* ER
- authority teaches dictates of, 278
- desires for, 296
- feeling of, 271
- need for, 130, 283, 284, 278, 284, 296, 334
- selfish, 282, 283, 284, 285, 292
- ultimate sign of depravity, 272
- interdependence, 184, 332, 366, 382, 391, 509
- Ionesco, Eugene, 135
- Isaacs, Kenneth, 444, 452, 458, 460
- Israeli Kibbutz, 17
- ## J
- James, William, 420
- Japan, 290, 302, 509
- government, 317
- Jaspers, Karl, 204
- Jefferson, Thomas, 24
- job enrichment, 23, 269
- Josephson, Matthew, 346
- Journal of Humanistic Psychology, 196
- judgmental about judgmentalism, 347
- Jung, Carl, 36, 146, 408
- ## K
- Kahn, Herman, 499
- Kalahari Desert, 203
- Kant, Emanuel, 316 *see* ethics
- Katz, Joseph, 34, 35
- Keats, John, 138, 139, 140
- Kendler, Howard, 20
- King, Rev. Martin Luther, 257
- Kluckhohn, Clyde, 15
- knowledge, 159, 220, 316, 321, 338, 366, 393, 398, 503
- A'N' in specific settings, 377
 - about adult behavior, 1
 - accumulation of, 185, 399
 - DQ either-or, right-wrong conception of, 255
 - ER callous use of, 334
 - leadership and A'N', 118, 384
- knowledge (*continued*)
- man's, 3, 155, 491
 - power of, 390
 - FS consideration of, 340
 - self, 352, 359
- Koch, Sigmund, 145
- Kohlberg, L., Hickey, J. & Scharf, P., 414
- Kohlberg, Lawrence, 6, 21, 34, 414, 445, 448, 452, 453, 454, 462
- Krasner, Leonard, 17

Krech, David, 165, 407, 410, 415
 Kris, Ernst, 23 *see* psychoanalysts
 Kroeber, Alfred L., 145
 Kuhlen, Raymond G., 34

L

LaBier, Douglas, 464
 labeling *see* nomenclature
 labor, 354, 355
 contracts, 302
 leaders and members, 13
 management relations, 353, 354,
 355, 357, 490
 management wars, 392
 strike behavior, 13
 ladder of existence, 361, 389
see existential staircase
 first (subsistence levels), 361, 389,
 391, 502, 503
 second (being levels), 389, 502
 Law of Requisite Variety, 483
 Lawrence, D.H., 398, 504
 leadership, 118, 119-120, 295, 321, 362, 384,
 493 *see* AN through A'N'
 authoritarian, 309
 change, 118, 120, 382, 383, 463
 congruence, 320
 different levels of coping, 361
 falling psychologically behind, 321
 man of, 283
 no concept, 201
 political, 294 *see* governing
 revolving, 137, 382, 383
 soft, 294
 success of, 321
 vying for, 116
 learning, 30, 165, 186, 214, 217, 391, 409,
 464, 507 *see* AN, BO, CP, etc. *and*
 education
 associative, 141
 avoidant, 246, 249, 253, 256, 385,
 410
 change to latent, signal, 320
 fractionated, 13
 hierarchy, 410
 intentional instrumental, 202, 233,
 238, 239, 409
 observational, 350
 process, 266, 328 *see* habituation
 and operant *and* Pavlovian
 punishment, by, 239, 240
 social-learning, 37
 systems, dominant, 409

two-factor theory, 146, 256, 266
 Legum, Colin, 224
 Lenin, Vladimir, 257
 Leopold-Loeb murder case (1924), 291
 letter to Schenectady *Gazette*, 210
 letter pairs *see* nomenclatures
 level(s), 402, 477, 481, 487, 489, 492 *see*
 conceptions *and* hierarchy *and* emergent
 cyclical *and* AN *through* B'O'
 constructs, not obtainable states,
 477
 Gravesian eight, 147
 human existence of, 1, 29, 33, 38,
 56, 146, 169, 409, 440, 475, 476
 conceptual needs for, 160
 personal organization of, 176
 sense-making way of looking, 482
 subsistence compared, 409
 Maslow's original 5, 147
 Lickert, Rensis, 355
 life circumstances, 148, 476
 life problems of species, group, individual,
 161, 165
 Life Span psychologists, 6, 34
 Locke, John, 17
 Loevinger, Jane, 6, 444, 452, 456, 460-464
 Lonely Crowd *see* Riesman
 Loofit, William, 34, 37
 Lowenstein, Rudolph M. 23, *see*
 psychoanalysts
 Luzon, Philippines, 219

M

Machiavelli, Niccolo, 23, 317, 425, 426, 430,
 480
 principles, 317, 324
 Maddi, Salvatore R., 21
 magic, 217, 218, 222, 353, 392, 502
 Mahabarata, 126
 Maier, Norman, 115
 majority rule, 503
 Makaha, Hawaii, 134
 Malinowski, Bronislaw, 14
 man *see* Homo sapiens
 supremacy of, 502
 problem-solving organism, 484
 management, 3, 6, 29, 196, 490, 507 *see* AN,
 BO, CP, etc.
 adult behavior of, 33
 congruent with levels, 30
 participative, 325, 354-355, 356,
 360, 490
 revised through E-C theory, 490

- managerial means, 33
 Manchu dynasty, 255
 Mao Tse Tung [Zedong], 12, 17, 255, 257, 389
 Marketing Character, 345-346 *see* Fromm
 Maslow, Abraham, 5, 6, 24, 25, 26, 49, 140, 145, 147, 149, 396, 398, 400, 452
 ability, 25
 belonging system, 334, 498
 doubts about hierarchy, 147
 self-actualizing person, 148, 399, 400, 452
 Maslowian, 27
 conception of personality, 399
 hierarchy, 27, 147, 464
 position, 27
 terminology, 147
 theory tested by Aronoff, 463
 thinking, 418
 materialism, 23, 334, 339, 492
see ER and conceptions
 mature *see* behavior
 assumptions about, 148
 behavior, 16
 conforming and non-conforming concepts of, 149
 life for tomorrow, 17
 ways of, 11
 condition or process, 38
 personality
 criteria for, 41, 155
 views of, 399
 state, 39
 May, Rollo, 141
 McClelland, David, 281
 McGregor, Douglas, 244, 270, 353, 446, 452
 Mead, Margaret, 500
 meaning of the E-C concept, 491
 medical service problem (for lower levels), 495
 meditation, 352, 358
 Mehrabian, Albert, 180
 Menzies, R., 220
 methodology, 47, 406, 448
see research and data
 change data, 105
 observations, 370
 research design, 44
 summary, 91
 Millon, Theodore, 25
 Mills, Wilbur, 210
 Mindanao, Philippines, 28, 127, 169, 203
 Mittelman, James H., 13
- model, 37, 142, 149, 159, 160, 174
see emergent cyclical and personality building, 147
 ten basic criteria for model of mature personality, 155
 morality, 52, 62, 318, 443, 453, 498
 conventionality, 453
 CP, 233, 247
 E-C theory, 453
 ER, 315
 immoral behavior, 31, 351
 Kohlberg, 453
 meanings of breakdown, 490
 problems of, 6
 Morgan, C.T., 408
 Moslems, 257
 motivation, 109, 409, 463, 507 *see* needs appropriate to state, 29, 507
 deficiency and abundance, 128, 347, 358, 362
 Mowrer, O. Hobart, 146, 256, 266
 Moynihan, Daniel Patrick, 212
 Mumford, Lewis B., 1, 134, 184, 417, 442, 448, 449, 450, 451, 499
 Murphy, Gardner, 140, 142, 143, 149, 152, 153, 154, 156, 419, 437
 Murray, H.A., 15, 447, 448

N

- Nance, John, 28, 127, 169
 needs, 30, 41, 189, 367, 410
 affiliative, 335 *see* belonging conceptual for E-C theory, 160-161
 deficiency and abundance, 26, 508 *see* motivation gratification, 28 imperative, periodic, physiological, 211, 413 *see* needs, physiological lower level and higher level, 27, 28 Maslowian, 27, 148 of others, 268, 354 open, systems of ordering of per system, 410 organizational, 383 physiological, 26, 167, 170, 199, 200, 202, 203, 204, 211, 216, 230, 253, 408, 411, 413-414, 451, 488 safety and security, 218, 253 satisfaction to fixate behavior, 28 social *see* needs, affiliative subsistence, 163 survival, 148

neurochemical, 5, 231, 238, 412
 changes for A'N', 367
 switching subsystem, 165
 neurological systems, 203, 238, 361, 397, 408, 410 *see dynamic neurological systems and brain*
 activation, 29, 300
 hypothetico-deductive, 309
 neuropsychological
 equipment for living, 161, 167, 169, 173, 174, 180, 407, 414, 416, 417, 506
 N, 172, 185, 200
 O, 170, 408
 P, 172, 226, 409, 459
 Q, 253, 459
 R, 182
 S, 338
 N', 407, 410
 dogs, 407
 for living, 161, 167, 173
 species, group, individual, 161
 potential, 163-164, 170, 413
 system
 X, Y, and Z, 165, 167, 410-412
 see X and Y and Z
 never-ending...
 process of emergence, 400
 quest (of human emergence), 4, 417, 504
 New Jersey income support plan, 212
 Nietzsche, Friedrich, 140
 see will to power
 Nixon, President Richard, 282, 378
 nodal, 56-57, 59, 65, 69, 72, 79, 88, 170, 176, 191, 203, 348, 449, 453, 455, 456, 457, 458, 461-462, 467, 476, 489, 506 *see entering and exiting*
 system, 191, 449, 454, 455, 506
 see AN, BO, CP, etc.
 stage, 457, 461, 462, 489
 state, 170, 176, 473, 475
 nomenclature (designation of systems), 161, 169, 248
 entering-steady state-exiting, 192
 lower case letters in Exhibit IX, 178
 letter pairs (AN, etc.), 166
 numbers, 439, 440
 odd and even, 429
 odd and even systems, 149
 organism (helix 2): N, O, P, Q, R, S, then primes (N'), plus X, Y, Z, 162
 primes (A', N', etc.), 161, 365

problems of living (helix 1): A, B, C, D, E, F, then primes (A'), 161
 psychosocial development, 166
 upper and lower case, 191, 248
 non-violent, 369
 noradrenaline and adrenaline, 231-232, 412
 see adrenaline
 adrenaline, 245
 noradrenaline, 238, 240
 numbering of Gravesian systems
 see nomenclature
 New York teachers' strike (1968), 20

O

obedience, 286, 443, 453
 disobedience, civil, 359
 obedient, 294, 290
 obeisance, 67, 75, 130, 227, 232, 249, 252, 255, 261, 368, 507
 when overpowered, 226
 obsessive and compulsive, 300
 Olds, M.E. and Olds, J., 408, 410
 open, arrested, closed, 270, 476, 478
 see personality and open and arrested and closed
 open, 136, 302, 303, 399, 478, 486, 490, 495, 506, 507
 see closed and arrested
 DQ, 274, 303, 473
 ER, 473
 A'N', 473
 man's nature, 478
 minded, 102, 191, 381
 pattern, 472
 personality, 477, 482
 Rokeach's concept, 465
 system, 29, 30, 148, 149, 361, 432, 485
 to change, 321-322
 open-ended, 148, 361
 development, 445
 hierarchy, 136, 138, 419
 theory, 190, 438, 449
 open-mindedness, 102, 191
 operant conditioning, 213, 223, 224, 226, 235, 237, 238, 240, 495
 organicist, 149, 151, 153
 organism, 127, 154, 212, 321, 367, 415, 478, 480, 506 *see behavior and development and conditions and Homo sapiens and personality and potential*
 biological, 2
 equipment for living, 161, 167

- organism/environmental complex, 151, 160, 166
 preprogrammed, not predetermined, energy system, 478
 organism-environment interaction, 452
 organismic, 150, 165, 407
 based needs, 15 *see* needs
 complex, 161
 -minded psychologists, 154 *see*
 Driesch
 side of double helix, 161, 406, 437
 organization, 3, 116-119, 221, 237, 241-242, 244, 261, 267-268, 310, 355, 490, 493
 characteristics for A'N', 386-388
 forms *see* CP, DQ, ER, FS, A'N'
 operations of, 1-2, 301-302, 323, 354, 383
 societal, 247
 structures (diagrams), 117
 subject groups, 137
 viability, 3, 4 323, 357
 Organization Man, 326, 345, 354
 origins of the E-C studies, 38
 Orthodox, 21
 oscillating, 113, 125, 129, 506, 507
see double-helix
- P**
- Packard, Vance, 316
 Paine, Thomas, 24
 paradox, 377
 Parsons, Talcott and Shils, Edward, 15
 participative *see* management
 pathology, 180, 205, 490
 behavior, 137
 over- and under-development of systems, 160
 treatment appropriateness, 490
 Pavlov, Ivan, 146, 219, 220, 407, 491
 behavior, 214
 classical conditioning, 202, 219
 Peace Corps, 221
 Pechman, Joseph A. and Timpane, Michael, 212
 Peck, Robert, 6, 452
 permissiveness, 22
 Perry, William, Jr., 6, 411, 452, 456
 personality, 151-153 *see* conceptions
 attributes, 486
 culture and, 176, 178, 186, 188, 191, 451, 489 *see* culture
 cyclic aspect of, 483 *see* cyclic
 dimensions, 128, 129
 healthy
 change instigators for, 100
 personality (*continued*)
 psychometric data for 4 sub-types, 122
 levels of integration forming, 483
 relativism and hierarchy, 151
 systems, 115, 448, 484
 as momentary, 166
 General Systems, 153
 mature, 39-44, 56
 describable state or condition or process of becoming? 38, 41
 existing conceptions of, 41
 see conceptions of mature personality
 reference points commonly used to describe, 41
 hierarchical rise of, 91
 see hierarchy
 theories, 6, 14, 150
 see conceptualizations
 confusion in, 38
 reconceptualizing, 40
 travels of personality, 483
 valuing of, 340
 variables, 175, 176
 vertically-oriented multi-dimensional trend phase, 488
 ways of being, 128
 phenomenologists, 141
 phobias, 299
 physiological, 169, 202, 207, 213, 216, 230, 252, 409, 459
 life space, 166
 needs, 148, 200, 450, 488 *see* needs
 tension, 200
 Piaget, Jean, 6, 34
 political, 12, 29, 294, 507
 conviction, 392
 dissenters, 366
 dictatorship, 292
 institutions, 257, 263
 legislative process, 13
 organization congruent with the people, 493
 politicians' level, 294, 463
 power, 87
 science, 491
 systems, 255, 390
 values, 323
 population, 181, 358, 388, 460

adult prison, 237
 growth, 387
 over-population, 347, 365
 positivistic presentations with symptoms and hostility, 137
 Postman, Leo, 464, 466
 Postman, Leo and Schneider, Jay S., 464
 Postman, Leo, Bruner, Jay S. and McGinnies, E., 464
 potential *see* change, conditions
 poverty, 13, 210, 211, 316, 494, 496 and wealth, 392
 power(s), 13, 22, 88, 234, 249, 316, 340, 346, 359, 376, 378, 446, 466, 476 *see* CP and expressive assigned, 301
 centralization of, 433
 cognitive, 285
 corporate, heirs to, 391
 delegated, 244
 domestication of, 317
 ethic, 233, 317, 323, 324, 326, 344 of the few, 316
 pragmatic, 318
 exercised by others, 226
 group opinion, 354
 higher, 67, 78, 183, 254, 257, 280 prescriptions of, 261
 ideas rather than raw power, 308
 is virtue, 317
 loss of, 324, 353
 over man and nature, 310
 over physical universe, 283
 own, 141
 political, 87
 position, 227, 231
 raw, 308, 413
 restraining outer, 453
 ruthless, 233
 second level values of, 218
 self, 231, 232, 321 *see* self
 singular, 255, 256, 263
 that be or The Power, 308 *see* power, higher
 threat to, 326
 to change things, 315, 318, 324
 to the managed, 354
 use of, 318
 will to, 311, 317, 318
 values, Darwinian support of, 315
 pre-cultural ways, 55
 predatory (CP), 223, 226, 253, 286, 372
 prepotent, 161, 173
 prison populations, 237

principles (aligned with General Systems Theory), 486
 problem solving, 115, 189, 428, 430
 problem(s), 11-32 bi-polar of DQ, 252
 existence of, 2, 509
see existential problems plural, not singular, 173
 solutions precede, 184
 solutions create new, 173
 process, 40, 416, 432, 506 *see* change and development actualization, 399 anabolic and catabolic, 202, 211 becoming, 38 change, 103, 415, 455 *see* change critical points in, 180 cognitive, 372 continuing, 35, 231 creative, 489 decision-making, 355, 356 development of, 7 developmental, 461 *see* development emergent, 29, 464 ever-changing, 2 ever-evolving, 499 flowing, 166, 478 group, 355, 356 infinite, 2, 172 internal, 332 *see* emotion learning, 37, 39, 328 *see* learning and BO, CP, etc. levels as, 488, 489 motoric, 305 organic, 475 organism-to-the-environment, 335 psychological, 202, 205 psychological maturity as, 39 rather than state, 493 step-like, 489 successive equilibrations, 477 systematically ordered, 98 progressive-steady state-regressive, 178, **179, 479**
 Promethean, 231 Protestant ethic, 255 psycho-organismic principles, 30 psychoanalysts, 21, 23 *see* conceptualizers psychoanalytic circles, orthodox, 264 psychological, 409, 489 affairs, muddled state of, 91

being(s), 2, 103, 162, 231, 417, 477, 506
 change, 319, 346
 degrees of freedom, 374
 development and age, 33, 35-36
 dimensions, 428, 430
 existence, 2
 field, 415
 goal, 417
 health, changed concept of, 151
 keynote for A'N' society, 391
 locked to ways and/or territory, 491, 495, 496
 life space, 163, **164**, 166
 maturity, 2, 36-39, 40, 92, 103, 490, 503 *see* conceptions and emergent cyclical
 definition will change, 2
 no such single thing as, 136
 nature of species, group, or individual, 162
 need to survive, 148, 414
 non-existence, 202, 209
 paradigms, 38
 positioning along the double helix, 162
 principles, varied, 494
 revisions to consider to, 42-44
 revolution, greatest, 388
 space, 160, 169, 173, 176, 178, 180, 182, 189, 455, 475, 489
 effects of changes in, 176
 time, 160, 178
 species, 460
 state, differentiated, 28
 test results, 123
 time, **113**, 127, 160, 163, 176, 178, 185, 475, 487
 psychology *see* conceptualizations
 adult, 29, 31-33, 36, 45, 55, 124-125, 127-131, 151, 153, 160, 432, 483, 486-489
 all systems represent the whole, 32
 cognitive-developmental stage, 7, 29
 contribution to of E-C, 7
 psychology (*continued*)
 developmental, 6, 35
 existential states of *see* AN, BO, CP, etc. *and* existential states
 general sources for testing E-C, 407
 humanistic, 7, 24-28, 359
 open-ended, 136

particular to state, 29, 507
 previous research, 93
 problems with, 34-36, 142, 145
 questions for, 489
 reconsideration of, 489
 state or process, 40
 unfolding, 29
 win-lose, 294
 psychologies, 29 *see* conceptualizations
 psychometric studies, **100** *see* studies
 psychopathology, 152 *see* pathology
 psychosocial systems, nesting, **171**
 behavior *see* behavior
 development *see* development
 psychotherapy, 6, 14, 30, 266, 463, 484, 491
 see therapy
 appropriate to state, 29
 punish, 213, 235, 237, 285, 297
 self, 95, 303
 punishment, 220, 234, 237, 238, 240, 253, 261, 263, 266, 269, 298, 443, 453, 462
 CP inability to feel, 238
 righteous man and, 303

Q

qualitative and quantitative, 165, 166, 384, 418, 419-420, 501
 behavior change, 97
 change through systems, 399, 415
 differences in learning, 361
 themes change, 72
 variations in groups, 176
 quantification, FS reaction against, 346
 quantum-like jump, 29, 107, 160, 415, 482, 483
 questions asked in studies, 42
 quotations, popular Gravesian
 “At each stage of human existence...,” 475
 “...an unfolding or emergent process marked by...,” 319
 “I am not saying....,” 482
 “The psychology of the adult human being...,” 29
 “This level of existence conception...,” 477
 “...personality...an itinerant traveler...,” 483

R

‘radium’ as metaphor for E-C, 367, 392, 450
 Ramayana, 126

- Rand, Ayn, 345, 360
 rationality, 84, 340
 rationalization, 107, 294, 418
 reactive, 199 *see AN*
 reconceptualization (of personality, culture, and maturity), 40, 154, 159
 personality, 155, 159
 redundancy, 120
 redundant, 68, 69, 71, 120-121, 263, 284
 regressive, 72, 99, 107, 113-114, 178, 185, 223, 271, 316, 414-415, 484, 500, 506, 509
 see change, conditions
 relationships
 controlled for survival, 231
 dominant-submissive, 257
 hierarchically ordered human, 263
 importance, 332, 343, 360, 381, 398
 organization, 269
 relativistic, 338, 346, 349, 369, 488
 existence, 337-338, 342, 350-351,
 356 *see situational*
 thinking, 86, 147, 331, 348
 relativism, 411, 443 *see situational*
 cultural, 151
 entering ER move toward, 278, 319
 relevancy
 of approach study, 120, 430
 of questions, 425, 426, 428
 religious(ness), 130, 252, 256, 339, 430, 473
 attitude, 87, 340
 beliefs, 218
 in conception of mature, 89
 remoteness (and A'N'), 385
 Rensch, Bernhard, 415
 repertoire, 375
 behavioral, 289 *see behavior*
 research, 4-5, 38-40, 191, 240, 294, 405, 406, 462, 506-509
 approach, 44-49
 phase 1, generate conceptions, 44
 phase 2, classification, 46, 51-52, 93
 phase 3, exploration of categories, 47, 147
 phase 4, library research, 48, 127, 406
 methodology, 464
 judges, 47
 questions, 42-43
 subjects, 44, 54, 64
 suggested by other theories, 38, 410, 418
 three assumptions to test, 54
 resultant (of forces' interaction), 160, 162, 167, 169
 reward, 64, 67, 108, 122, 220, 234, 25, 237, 323, 462, 496 *see sacrifice self*
 learning by, 410
 operant conditioning, 239, 255, 266, 281, 304
 punishment and , 240,
 see punishment
 punishment or, 263
 revolutions, 499
 see consciousness, revolutions
 Reynolds, John Hamilton, 138
 Rhodesia, 13
 Riesman, David, 256, 345, 346, 446
 right-wrong position (of DQ), 255
 rigid, 430, 465 *see dogmatism*
 leadership, 309 *see leadership*
 rigidity, 122, 189, 258, 377, 424, 426
 FS rigid opposition to, 347
 scale, Gough-Sanford, 465
 wave-like variation, 123
 ritual, 217, 222, 339
 see thinking, ritualistic
 Robber Baron *see America*
 Roe, Ann, 147
 Rogers, Carl, 14, 27, 145, 146
 therapy, 490
 Rokeach, Milton, 122, 123, 135, 465
 role
 assignment, 433
 in life, 254, 255, 261, 262
 predestined, 268
 Rotter, Julian, 320, 350, 410
 Rousseau, Jean-Jacques, 24
 rules, 110, 286
 absolute, 264
 circumvent, 315
 DQ, 258
 of righteous man, 295
 set by winner at ER, 324
 Russia, 272, 317, 493, 494
 Russian Academy of Pedagogical Sciences, 17
 ruthlessness, 233, 382, 388

S

- sacrifice self systems, 83, 122, 128
 see conceptions
 sacrifice self now to get reward later, 62, 65, 69, 72 *see DQ*

- sacrifice self now to obtain now,
84, 88 *see FS*
- saintly existence, 251, 253, 256, 272, 296 *see DQ*
- Sanford, Nevitt, 34, 35, 122, 123, 465
- scarcity, 22, 506
- Schacter, Stan and Latane, Bibb, 410, 412
- Scharf, P. and Hickey, J., 414
- Schein, Edgar, 451, 446
- schema*, 165, 169, 254, 255, 256, 447, 486 *see thema*
- schematic
- basis for model building, 149
 - forms and values, 219, 255, 257, 315, 478, 488
- Schopenhauer, Arthur, 316-317
- Schroder, Harold, Driver, Michael and Streufert, Sigfeld, 432-439, 460
- Schroder, Harold, 6
- scientific, 489
- explanatory system, 140
 - management, 290
 - method, 309
 - mode of existence, 310
 - thought, 149, 154, 283 *see thinking*
- Scott, W.A., 122, 125
- second spiral of existence *see spiral Segundo*, J.P., 408
- Seiler, John, 157
- self-actualization, 42, 148, 399, 480
- beyond, 147 *see conceptions and express self and sacrifice self*
 - deficiency in the term, 42
 - style and degree of, 41
- self-actualizing man, 25, 49, 148, 399, 452
see Maslow, Abraham
- change of conceptions by, 148
 - concept of, 49
- self, 110, 285, 344, 347, 476, 502
- aggressive in CP, DQ, ER, 341, 378
 - as all-powerful, 311
 - attack, 95-96
 - attitude toward, 41, 42
 - authority higher than, 67
 - awareness, 148, 169, 182, 201, 217, 226, 234
 - centeredness, 227, 233, 252, 310
 - concept of, 205
 - control of, 430, 480
 - emergent, 393
 - esteem, 147, 462
 - free, 261, 269, 314, 319
 - idea of, 184, 311
- interest, 22, 282, 314, 317, 339, 340, 345, 347, 360, 391, 462
- physiological and external, 252
- power of, 141, 231, 232, 308, 321, 444, 461, 462
- reflective, 87
- respect of, 366, 388
- righteous, 68, 210
- search for, 52, 141
- selfism (CP), 226
- Selman, Robert, 443, 452, 457
- Seltzer, Louis B., 498
- Selye, Hans, 415
- Shaie, K. Warner, 34, 37
- shame *see emotions*
- Shakespeare, William, 138
- Sheldon, William and Stevens, S.S., 123
- significance of the E-C conception, 488
- Silent Majority, 286, 293
- six themes, 161, 396, 502, 509
- see AN, BO, CP, etc. and conceptions*
- situational, 319, 367, 368 *see relativism factors*, 438
- Skinner, B.F., 17, 31, 49, 52, 145, 146, 235, 237, 238, 462
- principles, 18, 235, 240, 491
 - positive reinforcement, 239
 - psychology, 491
- Skinnerians, 410 *see conceptualizers social*, 222, 346, 355
- approval, 339, 345, 347, 360, 382
 - change in a developing society, 491
 - Goals for Americans, 492-493
 - homogeneous or heterogeneous, 491
 - institutions, 176
 - learning, 16, 37, 350
 - marketplace, 86
 - participation, 85
 - planning, 3, 497
- social (*continud*)
- problems, 282
 - program, 243
 - questions to ask, 493
 - reorganization, 503
 - stability, 217
 - system, 141
- sociocentric, 283, 337-363, 338, 339, 342, 344, 345, 349, 369 *see FS*
- sociocratic ethic, 326, 354
- Solomon, Richard L. and Howes, D.H., 464
- Solomon, Richard L. and Brush, Elinor S., 410

- solutions *see* change, conditions, resolution and existential problems
- Sorokin, Pitirim, 414
- South Africa, 13, 273
- Spearman, Charles E., 154, 155, 476
- Spence, Kenneth, 145, 146
- spiral
- existence of, 191, 391, 506, 509
 - A'N' as beginning a second spiral, 191, 366
 - first and second, 174
 - first, 167, 170, 509
 - second, 173, 174, 178, 184, 189, 366, 452, 453, 509
 - systems, 450
- spirits, 216, 217, 218, 221, 223, 255
- spiritual, 92, 110, 335, 339, 476, 479, 493, 501 *see* religious and DQ and FS and sacrifice self now
- spiritual (*continued*)
- attitude, 339
 - thinking, 110
 - values, 21
 - void, 335
- Stalin, Joseph, 257
- Stambaugh, John, 52, 53
- status, 41
- Status Seeker, 316, 338
 - steady state, 29, 178, 180, 185, 222, 414, 454, 485
- Stein, Morris, 14, 442, 447, 448
- step-like manner of psychological development, 489-490
- stimulation, 320, 409, 429
- aversive, 266
 - influx of, 253
 - intensity and frequency of, 408
 - repeated, 408
 - type of, 410
- stress
- closed DQ, 269
 - interpersonal, 278
 - reaction to, 95, 112, 114, 137, 180, 202, 278, 295, 458
 - righteous system, 289, 297, 301
- studies (in Graves's research), 122-131
- authoritarianism, 122, 124, 186, 424, 427
 - dogmatism-rigidity, 122, 123, 147, 186, 424, 426, 465
 - freedom to behave, 114, 115, 186
 - intelligence and temperament, 122, 123, 124, 128, 186, 371, 424, 426, 428, 437
- preference (Edwards), 122, 124
- psychometric, 100, 121, 122, 125
- relevancy of approach, 120, 429
- supplemental
- interaction, 119
 - problem solving, 115
- quality and quantity of solutions, 121
- values à la Scott, 122, 125
- subordination of older systems, 29, 464
- Subsistence Level Systems, 163, 184, 191, 216 *see* Being Level systems and spiral of existence, first
- sub-types *see* nodal and entering and exiting subjectivity, 201, 334
- Suedfeld, Peter, 431
- Sullivan, Harry Stack, 462
- Sullivan, C., Grant, M.Q., and Grant, J.D., 443, 452, 454, 455, 456
- Sutherland, John, 36
- symphony (of human history), 130, 389, 502, 508 *see* six themes
- Systemic, 440
- development, 188
 - existential state, 365, 378, 384, 392
 - forms of behavior, 163
 - organization of neurological structures, 37
 - stability, 300
 - thinking, 191, 367, 378
- systems *see* behavior and conceptions and psychosocial and personality and sacrificial / expressive and X Y Z
- activating, 162, 172, 180, 185, 412
 - see* X
 - belief, 131, 465, 507
 - belonging, 148
 - biopsychosocial, 478, 506
 - change, pace of of, 176
 - closed, 29, 30, 149, 465, 486, 509
 - cognitive, 36
 - complex variation in, 423
 - conceptual, 36, 78, 126, 133, 145, 160, 406, 418, 423, 439, 492
 - conceptualizing mature, 147
 - coping, 161, 165, 174, 185, 367, 397, 410
 - cultural, 131, 155, 476
 - differences and similarities, 128
 - double-goal, 485
 - E-C as supraordinal, 485
 - elaborating, 162, 165 *see* Z
 - ethical, 489 *see* ethics
 - feedback, 485

hierarchical, 36, 114, 127, 149, 151, 149, 186, 188, 418, 447, 453, 481, 489
 ideological, 140
 incentive, 324
 integrating the whole, 483
 N,O,P,Q,R,S plus X,Y,Z, 174
 number, 128
 order of appearance, 128
 perceptual, 131
 potentially open, 30
 systems (*continued*)
 rationalizing data for, 148
 saltatory development of, 160
 specific and general, 112
 study of change in four, 98
 structural differences, 432
 sub-systems, 409
 alternating, 188
 beyond B'O', 190
 even-numbered, 188, 429, 430, 431, 493, 508
 externally oriented, 188, 435
 tightly bound, 188
 odd-numbered, 188, 429
 internally oriented, 188, 435
 loosely bound, 188
 six, 161, 163, 185, 189, 368
 supporting, 162
 variations of form, 161
 subsistence and being levels, 162, 174, 509
 surges, calms, rigidifies, 60
 value, 78, 213, 257, 280, 358, 362, 402
 valuing others, 147

T

tachistoscope study, 463, 465
 dogmatism/rigidity, 464
 words tested, 465
 Tasaday, 28, 127, 169, 203, 391, 448, 453, 497
 Taylor, Frederick, 290-291
 teach, 18, 39, 236, 239, 267, 492
 dictates of independence, 278
 indirectly, 327
 what children are not, 391
 teacher, 13, 20, 235, 241, 265, 273, 275, 328, 351 *see AN, BO, etc., learning and education*
 accentuates positive for CP, 235
 avoids competition for DQ, 274

authority as, 267
 expertise, 329
 handles feelings, 275
 impetus to change, 274
 importance of, 265
 logical reasoning as, 309
 pose problems, 376
 status of, 265, 273
 tenured, 302
 technology, 255, 360
 behavior, 19
 temperament, 121, 124, 129, 162, 186, 508
 see studies
 tendency, 86, 468
 alter existing structure, 149
 binding – loose or tight, 188, 429
 CP, 232, 241
 conforming in FS, 338, 455
 defensiveness when criticized, 136
 dominant/submissive, 226
 ER, 314
 growth and conservation, 483
 maintain existing structure, 149
 never-ending (beyond pleasure principle), 504
 non-conforming in CP and ER, 456
 thinking in alternative ways, 314
 toward ER in exiting DQ, 279, 282
 toward organizing and stabilizing, 149
 tentativeness, 86
 territory, 78, 201
 mapping experience, 318
 psychologically locked into, 496
 thema, 165, 169, 183, 186, 219, 254, 255, 257, 309, 310, 335, 339, 366, 397, 447, 463, 481, 482, 486 *see schema*
 thema and schema, 254, 447, 486
 thematic and schematic, 257
 thematic
 aspect of E-C theory, 459
 cyclic aspect of E-C, 459
 form of valuing, 256, 257
 physiological functioning, 488
 styles of being, 478
 theme for existence, 72, 508
 Thematic Aperception Test, 458
 Theobald, Robert, 212
 theory *see emergent cyclical*
 adult behavior, 3 *see behavior*
 formulation of, 369
 seeking complements, 31
 Theory X, 244
 Theory Y, 270, 490

- therapy, 25, 301, 463
see psychotherapy
 behavioristic, 490
 congruent, 30
therapy (continued)
 opens way but does not produce growth, 463
 Rogerian, 490
 psychoanalytic, 490
thinking, 30
see conceptions and mature about man's problems, 2
 atomistic additive, 76, 280
 Black Muslim
 centralization, 57
 cerebral, 187
 cognitive, 351
 conceptual, 366
 Darwinian evolutionary, 37
 educational, 497
 "Establishment" way to be overcome, 418
 existential, 6
 for the group, 116
 General Systems, 6, 149, 152, 159, 485
 "Greening of America" thinking, 493
 idinal raw, 58
 independent, 75
 industrial, 221
 levels
 absolutistic, 147, 254, 316, 411
 DQ, 448
 moralistic-prescriptive, 310
 animistic, 411
 BO, 181
 tribalistic, 396
 autistic, 147, 411
 differentialistic, 412
 egocentric, 233, 411
 multiplistic, 76, 280, 316, 321, 411
 ER, 359
 hypothetico-deductive, 309
 relativistic, 86, 147, 331, 348, 411
 FS, 184
 FS delusion of full development, 492
 sociocentric (6th level), 345, 347
 subjective, non-linear, 339
 ritualistic, 217-218, 222, 339
 see BO
 systemic, 411
 7th level/A'N', 367, 368, 369, 392, 396
 8th level, 396, 397
 9th level, 400
 learning systems, 350
 Maoist, 388
 might-makes-right, 227
 mixed sub-types, 57
 organicists, 149
 phenomenological, 7
 psychological, new, 142
 quantitative, 110
 raw, 64
 rational objective, 84, 110
 research on, 410
 right-thinking, 74, 278, 295
 scientific, 146, 149
 stereotypical, 217
 systems-like, 417
 subsystems (six levels of), 409
 time of appearance, 344
 way of, 352, 409, 440
Third Force *see* conceptions of adult personality
 Thoreau, Henry David, 138, 139
 Thorndike, Edward, 462
 Thorpe, W.H., 408
 thyroxin, 412
 Tillich, Paul, 140
 time, 180 *see* psychological time
 factor in conception change, 52
 psychological, not chronological, 160
 leading edge of mankind moved, 181
 scale of individual emergence
 reversed from that of species', 178
 Toffler, Alvin, 361
 Tolman, Edward Chance, 145
 tradition, 127, 215, 218, 219, 222, 383 ways, 221
 Traditional Directed Man, 441, 447
see Reisman
 transition(s), 86, 87, 188, 429, 454, 461, 468
see conceptions and AN, BO, CP, etc.
 sub-types, 56
 systems, 191, 195
 trust, 22, 314
 Tsanoff, Radoslav, 53
 Turnbull, Colin M., 204
 typology: E-C not a typological theory, 173

U

Uganda, 13, 414
 Ullman, L.P., 17
 ultimate psychological or cultural state, 155
 unethical behavior, 489 *see also* immoral
 Union Carbide, 387
 United States Steel, 387
 Utopian, 17, 49, 154, 172, 449, 474

V

Value Analysis, 321, 356
 value system, 253, 271, 275, 318, 338, 360, 368 *see also* behavior and express self and sacrifice self
 A'N' (7th level), 366, 367, 380, 393
 BO (2nd level), 214
 B'O' (8th level), 401
 CP, 234, 245, 249
 DQ (4th level), 246, 252, 257
 moral breakdown, 490
 sacrificial, 255
 value systems, 78, 280, 310, 362, 489
 higher level, 213
 incongruent, 358
 transitional state, 402
 values, 2, 6, 19, 29, 30, 31, 238, 410, 490, 501, 503 *see also* AN, BO, CP, etc. and change
 absolutistic sacrificial, 256
 as value systems, 213
 bodily-based, 21
 breakdown, 29, 223-224, 305, 345, 360, 368, 401
 casting aside old, 20, 308
 change, 31, 339-340, 345, 354, 368, 370, 401
 commonality over differential classification, 339
 dissimilar but congruent for viability, 323
 from one's own experience, 78
 future, 363, 369, 391
 'generation gap,' 359
 individualistic, 503
 managed and manager's, 269, 323-324
 mature, 29
 means, 255, 381
 never-ending quest for new, 504
 phenomenistic, 219
 pluralism, 370
 reactive, 213
 return to religiousness, 339

sacrificial, 256, 257, 272, 308, 318
 Scott's, 122, 125
 secular, 310
 traditionalistic, 218
 valuing others, 147
 verbal interaction, capacity for, 273
 verifiability, 405, 406
 tests of, 439
 verticality, 488
 Viet Nam, 378, 491
 violence, 3, 59, 213, 229, 291, 292, 359
 non-violence, 357
 vitalism, 153, 154, 159
 von Bertalanffy, Ludwig, 14, 417, 432, 485
 von Goethe, Johann Wolfgang, 476
 von Neuman, John, 483
 von Neuman, John and Morgenstern, Oskar, 483

W

Wallace, Alfred Russel, 37, 174
 Walters, R.H., 17
 war, 13, 234, 291, 315
 for organizational power, 324
 reasons for, 341
 stress of, 202
 World War I German soldier, 204
 Watson, John, 17
 wave-like, 113, 176, 177, 178, 186, 188, 428, 435, 447, 450, 506, 508
 see also emergent-cyclical conception and psychosocial development, complex variation, 129
 ways of being, 128
 welfare, 205, 211, 242, 494, 495
 facilitating movement through existential states, 495
 housing, 496
 human welfare as a goal, 491
 Werner, Heinz, 6
 West Virginia, 219
 West, G.B., 412, 415
what versus *how* a person thinks, 135
 White, Leslie, 14
 Whyte, Lancelot, 417
 Whyte, William H., 345
 will to power, 311, 317, 318 *see also* Adler and Nietzsche
 win, 228, 298, 319
 -lose, 184, 294, 301
 circumvent rules to, 315
 winning not everything, 503
 Witkin, H.A., 27

Wolfe, R., 412, 415

X

X - activating system, 162, 165, 167, 172,
174, 180, 185, 397, 407, 412

see Coping Systems

Y

Y - supporting system, 162, 165, 167, 174,
366, 367, 397, 407, 412

see Coping Systems

Y system and A'N', 367

Z

Z - elaborating system, 162, 165, 167,
173, 174, 406, 397, 410

see Coping System