and, on the other, of applying in what
seems to be a rigid way certain ther-
apeutic techniques (e.g., having couples
achieve throughout therapy to proceed-
critical comments with positive ones
and to paraphrasing each other's com-
ments before responding).
Overall, Jacobson and Margolin's book
is an important one, both for the com-
peting paradigms it integrates and for
the wisdom about marital therapy it
imparts. They present a model of a
therapist as essentially a teacher, and
their book is an excellent example of
good teaching. Critical points and im-
portant themes are repeated throughout
and well illustrated with concrete clinical
evidence. Novice and seasoned ther-
apists alike will find this a useful work.
More generally, Jacobson and Mar-
goLin's integration of their empirical and
clinical work makes it an example of the
scientist-practitioner model par ex-
cellenre.

Twilight: Sun Rising

Douglas P. Crowne


Reviewed by John P. Kilstrom

Douglas P. Crowne is professor of psych-
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John P. Kilstrom is associate pro-
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Personality, Cognition, and Social
Interaction (in press) with N. Cantor.

The scientific study of personality is
in a period of crisis and transition.
More than 50 years after Freud's death,
the claims of psychoanalysis continue to
dominate popular psychology, literature
and the arts, the media, and not a few
consulting rooms. But formal research
on psychosocial concepts is caught in a
double bind: most in the analytic com-
community reject the experimental work
as ill-conceived, irrelevant, and un-
necessary; and most experimentalists are
skeptical of psychosocial theory, clinical
observation, and the interpretive
method. Similarly, after almost 50 years
of factor analysis, the structural rela-
tionships among personality traits re-
main as obscure as ever. Even the most
carefully constructed questionnaires pur-
teeding to measure some dispositional
dimension fail to predict content be-
havior better than the person's own self-
assessment given in ordinary language;
and within such dimensions, individual
behavior across contexts is considerably
more variable than the notion of a per-
sonality trait would seem to permit.
The conceptual and empirical failures of
both psychosocial and trait psychol-
ogy call for a reexamination of the as-
sumptions underlying modern person-
ology, and the methods by which per-
sonality is investigated.

The purpose of this book is to survey
for the student the wide variety of
approaches to the experimental study of
personality, their strengths and weak-
nesses, so that a new generation can
build upon the advances, and learn from
the errors, of its predecessors. Crowne
specifies the scope of his book with his
definition of personality as "the or-
ganized system of potentialities for behav-
or" (p. 10) that underlies the consistency
in people's behavior across time
and contexts. Whereas this would seem
to limit personality to the study of
traits, in fact Crowne expands his do-
main to include many general pro-
cesses involved in social behavior. There
is little attention paid to grand schemas
for the structure of personality as indi-
cated by factor analysis of question-
naire items, or the joint influence of
several dispositional variables on be-
havior as indicated by multiple regres-
sion—two classic approaches to em-
pirical research on personality. Crowne
argues that personality is a primitive
science, and for that reason it is most
appropriate to study its constructs in
themoretical fashions. Therefore, the
emphasis in the book is on the validity of
methodological constructs: the empiri-
cal observations that tie down the no-
ological network surrounding particu-
lar constructs.

Noting that the concepts of person-
ality have their sources in clinical and
other forms of naturalistic observations,
Crowne argues that true understanding
comes from the empirical method.
Although there is room in this defin-
tion for strictly correlational studies,
Crowne criticizes the "passive experi-
menter" who is content simply to collect
correlations, and expresses a clear pre-
ference for studies in which relevant
variables are placed under tight experi-
mental control, and studied in contexts
selected or designed with the target con-
struct clearly in mind. The medium for
this research is the interaction of
persons and situations: personality re-
searchers manipulate situational vari-
able, take advantage of pre-existing in-
dividual differences that parallel the
levels of the manipulation, and determine
how individuals differing on some di-
mension respond to different situations.
In this way, Crowne seeks to expose the
worksites of the behavioral potentiali-
ties that lie at the core of personality.
A Singular View of Psychometric Data

Paul Kline


Reviewed by Earl Hunt

Paul Kline is reader in psychometrics at the University of Exeter in England. He has been a research associate in the Department of Education at the University of Manchester, where he earned his Ph.D., and lecturer in education and in psychology at the University of Exeter. Kline is author of Fact and Fantasy in Freudian Theory, New Approaches in Psychological Measurement, Psychology of Vocational Guidance, and Psychological Testing, and coauthor of The Scientific Analysis of Personality and Motivation with R. B. Cattell.

Earl Hunt is professor of psychology at the University of Washington. A Yale University Ph.D., he was previously professor of computer science at the University of Washington and associate professor of business administration and psychology at the University of California, Los Angeles. Hunt is editor of Cognitive Psychology. He is an A.A.S. fellow. Hunt is author of Artificial Intelligence and of several articles on individual differences in cognition.

Paul Kline begins his preface by saying he will “set out the contributions of psychometrics to psychological knowledge...books about psychometrics are concerned too much with tests and methods and pay insufficient attention to the substantive findings.” I was in complete agreement. Enough of cross-eyed factor analysis! Let’s talk about what it all means.

Kline believes that human variation should be studied by analyzing data from “psychometric tests,” usually written multiple-choice tests. Test validity is to be established by the factor structure of test batteries. Tests are thus validated by their correlation with other tests. Criterion-referenced evaluations, such as studies of contrasts between the scores of reference groups, are seen as suspect. Criterion-referenced tests may...