

## Index

- advertising, 94, 195  
 age norms, 110–11  
 agency, 35–6, 114, 186–7, 189  
 alphabet, 113  
 apparatus, 61–2, 119  
 armies, 121–3  
 assemblage, 38, 171–98  
 asylums, 26, 107, 114, 117  
 attitude change, 127, 131  
 attitudes, 75, 91, 123–7, 130–1, 144  
 authoritarian strategies, 13–14  
 authority, 63–4, 91–5  
 autonomy, 99–100, 153, 155, 160, 167, 193
- bedroom, 182  
 behavioral techniques, 97, 158  
 biography, 37–8, 116–17, 170, 180  
 body, 31–2, 108, 182–6, 191  
 body image, 183  
 bureaucracy, 107
- calculable, 91, 101–3, 112, 130  
 calculation, 88–90, 101–3, 120–1, 132, 134  
 capitalism, 101–2, 164  
 character, 32–3  
 child development, 110–2  
 child rearing, 92–4, 160  
 Child Study movement, 110  
 children, 163  
 citizen, 118, 128–9, 136, 150, 165  
 civility, 36  
 civilization, 106  
 classroom, 78  
 codeability, 105–6  
 coercion, 113–14  
 collective psychology, 127–8  
 communication, 139, 145–6, 177–8  
 Communist states, 15–16  
 community care, 166
- conduct
  - and attitudes, 129
  - norms, 105–6
  - and technologies, 26–7, 118
 ‘conduct of conduct’, 29, 64, 152, 156  
 confessional, 96–7  
 constructivism, 8–9, 49–54  
 consumption, 162  
 corporeality, 7, 10, 31–2, 182–6, 191  
 courtroom, 61, 106–7, 123  
 crowd psychology, 128  
 ‘cult of the self’, 164, 173  
 cultural factors, 46–7  
 cyborg, 5, 183
- degeneracy, 71  
 delinquency, 71, 107  
 democracy, 90, 116–49
  - group relations application, 141–8
  - political vocabulary, 151, 155
  - power of psychology in, 90
  - role of social psychology, 116–49
 democratic ethos, 135  
 democratic leadership, 145–6  
 desire, 194–5  
 developmental psychology, 110–12  
 ‘diagram’, 196–7  
 ‘dialogue’ analysis, 176  
 discipline
  - body techniques, 31–2
  - and liberty, 13
  - and technologies, 26–7, 105, 196
 disciplinization, 104–5  
 division of labor, 140  
 domestic life, 157
- economic factors, 44–5  
 emotional life, 133, 157  
 empiricism, 51–3

- employment contract, 158, 160–2  
 empowerment, 196  
 enlightenment, 167  
 enterprise, 146, 150–68  
 enterprise culture, 150–1  
 equality, 118  
 ethics, 29–30, 63–6, 86–7, 153, 194  
     and authority, 91–5  
     workplace application, groups, 146  
 ethos, 85, 135  
 eugenics, 14, 114  
 experimental method, 57–9  
 expertise, 11, 98–100, 156
- factory, 61, 91–4, 102, 105, 114, 117, 121–3,  
     136, 142–8  
 family life, 72, 79, 92–4, 114, 121–3, 162–3  
 fatherhood, 163  
 feeble-mindedness, 107  
 feminist theory, 6–8, 47, 183  
 field theory, 141  
 fold, 36–8, 188–93  
 freedom, 16–17, 77–9, 98–9, 117–18, 152,  
     155, 164, 167, 193, 197
- Gallup poll, 128–32  
 gender, 8, 10, 185–6  
 gender identity, 32, 185  
 genealogy, 23–40  
 Gestalt theory, 140  
 Glacier Project, 147  
 government, 10–18, 26–9, 62–3, 68–80, 119,  
     150–68  
 governmentality, 101, 152  
 grammar, 175–6  
 graphs, 108, 120–1  
 group leaders, 141  
 group relations, 72–3, 120, 136–49  
     and democracies, 142–8  
     psychoanalytic interpretations, 147–8  
     therapeutic uses, 141–2  
     at work, 136–40, 142–8  
 group therapies, 141–2
- Hawthorne Plant studies, 138–9  
 health, 162  
 home, 159–60, 194  
 hospitals, 105, 107, 122–3  
 human being, 151, 171, 182–3, 190  
 human factors, 138  
 human relations, 138–40, 142–3, 147  
 human technologies, 121–2, 152–3
- identity, 3–10, 24, 157, 167–9, 195  
 images, 108  
 individual differences, 89–90, 106–7, 109–10,  
     118, 137–8  
 individuation, 101–15, 117, 170  
 industrial psychology, 137  
 industry, and groups, 137–48
- infolding, 37, 189  
 information, 73, 102–3, 134–5  
 inscriptions, 107–9, 111–13, 120–1, 130, 179,  
     181, 185–6  
 institutional epistemology, 60–2, 152–3  
 intellectual technologies, 120  
 intelligence, 65, 109–11  
 interests, 45–6  
 interpersonal relations, 75, 139–40  
 IQ test, 90
- language  
     as assemblage, 178–82  
     constructivist theory, 8–9, 176–8  
     subjectifying properties, 173–9  
 leadership, 141, 145–6  
 liberal governments, 28–7, 69, 85  
     political vocabulary, 151, 155  
     and psychological expertise, 98–100  
     and social psychology, 117  
     strategies, 28–9  
 liberty, 13, 118, 120  
 library, 180  
 life-style, 156–8, 162, 193, 195  
 loyalty, 144–5
- management  
     calculability, 88–9  
     and groups, 137–40, 143  
     rationale for, 140  
     of subjectivity, 102–3, 130  
 marketing, 94, 195  
 memory, 37–8, 113, 179–81  
 men, 6  
 mental hygiene, 72, 133, 137–8, 143  
 military, 14, 121–3  
 ‘mimesis’, 191–2  
 ‘mnemotechnics’, 179–80  
 morale, 129, 131–5, 144  
 morality, 30, 64  
 motherhood, 163  
 motivation, 124
- narrative, 175–7, 195  
 Nazi Germany, 14  
 neurosis, 138  
 normal curve, 109–10, 120  
 normality, 5, 26, 63, 70–1, 94–5, 192  
 norms, 96–7, 105–6, 110–11, 121, 156  
 numeracy, 31, 108, 120–1, 179, 181
- objectification, 105  
 objectivity, 90, 155–6  
 opinion poll, 91, 127–32, 135–6  
 organizational life, 72–3, 91, 121–3, 139–40,  
     161  
 ‘out-groups’, 140
- parents, 79, 92–4, 163  
 participative management, 140

- passion, 184, 189  
 pastoral technology, 26–7  
 pathology, 70–1, 109, 192  
 patriarchal factors, 6–7, 47–8  
 pauperism, 107  
 performativity, 185–6  
 personality, 131–2, 187  
 personhood, 28, 62, 88, 151, 176, 196  
 phenomenology, 51  
 phrenology, 108  
 physiognomy, 108  
 pluralism, 170–3  
 police, 68–9, 77–8  
 politics, 46–7, 62–4, 151  
 postmodernism, 9  
 power, 90, 102  
   ethicalizing of, 91–5  
   and freedom, 98–9  
   and government, 62–3  
   legitimization of, 102, 117  
   and subjectivity, 151–2  
 prejudice, 130  
 primary group, 144  
 printing press, 113, 179  
 prison, 26, 61, 78, 102, 107, 117, 121–3  
 private, 151  
 private life, 38, 99–100, 122, 151–2  
 problematization, 11, 25–6, 60, 83, 154  
   and government, 70–1  
   and workplace production, groups, 143  
 productivity, 143, 145–6, 160–1  
 professional, 45–6, 84–6  
 propaganda, 131–2  
 psychoanalysis, 159  
   challenge to unified self, 7–9  
   and civility, 36  
   and groups, 147–8  
 psychological tests, 74–5, 89–90, 109–11, 120–1  
 psychotherapy, 32–3, 96, 156–9, 192–3  
 public mind, 130, 133–6  
 public opinion, 91, 127–32, 135–6  
  
 quality of life, 151, 157  
  
 race, 184  
 rationalities, 68, 97–8, 117, 150, 173  
 rationality, 98, 102, 106–7  
 recurrent history, 42–3  
 regulation, 103, 154  
 religion, 156  
 repression, 114  
 resistance, 35–6, 182  
 risk, 63, 94–5  
  
 scaling techniques, 125–6, 130  
 school, 26, 78, 91, 102, 105–7, 109, 117, 121–3  
 schoolroom, 15, 61, 180, 182  
 science, 107–8  
  
 self  
   challenges to, 3–10  
   and language, 173–5  
   and narrative, 175–7  
   psy disciplines invention of, 17  
 self-esteem, 94, 166, 195  
 self-fulfillment, 79, 158, 160–1, 164, 187, 190–3, 195  
 self-help, 150, 156  
 self-narrative, 175–7  
 self-regulation, 77–9, 156  
 sex, and subjectivity, 8, 10  
 sexual identity, 32  
 sexuality, 164, 183–4  
 social construction, 49–54  
   challenge to unified self, 8–9  
   and narrative, 176–7  
 social psychiatry, 133  
 social psychology, 75, 116–49  
 social skills training, 97, 166  
 society, 69  
 soviet psychology, 15  
 space, 90–1, 180, 193–4  
 spatialization, 38  
 speech, 175–6  
 ‘the state’, 46, 68, 76, 152  
 statistics, 57–8, 74, 102–3, 109–10  
 Stoic, 34  
 strategy, 28–9, 152  
 subject, 65, 173–4, 188–9  
 subjectification, 171  
   and assemblages, 169–97  
   gender effects, 8, 185–6  
   genealogy of, 23–40  
   and language, 173–5  
   and psy disciplines, 13–18, 105, 169–97  
   psychoanalytic theory, 7–8  
   and psychological assessment, 112  
   technologies, 186–7  
 subjectivity, 99, 172  
   and assemblages, 172  
   and corporeality, 7  
   fragmentation of, 7, 9–10  
   government of, 24, 73–5, 102  
   and power, 151–2  
   technologies of, 75–7  
   workplace setting, groups, 137–40  
 suffering, 159  
  
 Tavistock Institute of Human Relations, 146–7  
*techne*, 87–8, 89–93, 96, 100  
 technique, 87–8  
 ‘technique of the self’, 30  
 technologies, 5, 11, 13, 26–7, 29–30, 51–4, 68, 75–8, 87–8, 121–2, 153, 186–7  
 teleologies, 27–8  
 therapeutic community, 141–2  
 therapeutics, 156–9, 192–3  
 time, 89, 180

unconscious, 7–8  
unemployment, 161

values, 124–5, 130  
visual image, 108  
vocational guidance, 107, 137–8

welfare, 164–5  
will, 129, 166, 187

‘will to govern’, 119  
woman, 6, 47–8, 185–6  
work, 122, 136–48, 160–2  
working group, 140  
workplace, 88, 102, 136–48, 160–2  
writing, 105, 112–13, 179–81