



MANSOURA UNIVERSITY
FACULTY OF ARTS

—

THE CORE ISSUES IN THE PSYCHE OF MILLER'S DEATH OF A SALESMAN'S CHARACTERS

By

Dr. Mohamed Mohamed Ahmed Agha

Al-Azhar University Faculty of Humanities

Tafahna Al –Ashraf

Journal of The Faculty of Arts- Mansoura University

61st ISSUE- OUG. 2017

THE CORE ISSUES IN THE PSYCHE OF MILLER'S DEATH OF A SALESMAN'S CHARACTERS

Dr. Mohamed Mohamed Ahmed Agha

Al-Azhar University Faculty of Humanities
Tafahna Al –Ashraf

Abstract

This research aims at casting light on the core issues in the psyche of Miller's Death of a Salesman's characters. These issues are the issue of abandonment, of betrayal, of low self-esteem of insecure or unstable sense of self and Oedipal complex. The research makes use of the psychological perspective to locate these issues in the characters of this dramatic work. The research follows each one of these issues and how it is caused and its repercussion in the characters themselves. It also deals with different mechanisms and how they are used to enable the characters to avoid the anxiety-provoking situations. The issue of abandonment is associated with the early abandonment of Willy's father of him. This abandonment makes him always feel temporary about himself and afraid that his sons may abandon him, and he is an inadequate father. His issue of low-self esteem is also acknowledged by him. When he is met by people and they ignore him. So he feels that he is less worthy than others and therefore doesn't receive any love, attention or concern which he deserves on the part of people. The issue of betrayal is caused by his business failure and his loneliness despite Linda's love of him. Therefore he has thrown himself in the arms of a prostitute. This betrayal has its direct impact on the whole family particularly Biff who has discovered this extra-marital affair. Biff is shocked deciding not to join summer course to graduate and join university. Thus he becomes a drifter and doesn't settle in any job for over sixteen years. The issue of Oedipal complex is dominant in the psyche of Happy. Willy and Linda have neglected Happy and concentrated on Biff where all their expectations are put in him. Also Willy's long absence from home and his extra-marital affair which remains secret for many years before its discovery by Biff make Happy close to his mother and think of marrying a woman like Mom. Therefore his Oedipus complex originates here. Its repercussion is obvious in his sexual adventures with many women whom he loves them abandons and doesn't marry at all. This research casts light on defense mechanisms which are used by Willy to avoid his anxiety and un pleasant reality.

المخلص البحث:

يتناول هذا البحث القضايا الأساسية التي تكمن في الكيان النفسي في بعض شخصيات مسرحية أثير ميلر والتي بعنوان "موت بائع متجول" وقد استخدم الباحث المنظور النفسي لتحليل سيكولوجية هذه الشخصيات، ومن هذه القضايا "قضية الهجران" حيث أن البطل وهو ويللي لومان عانى من هجران والده له وهو في حوالي الثالثة من عمره وهذه القضية تركت أثر عميق في سيكولوجية حتى أن كان دائماً يخاف من الهجران من جانب أولاده بيف وهابي ولا يريد لهم أن يبررو بمثل هذه التجربة الأليمة محاولاً دائماً أن يبدو أباً مثالياً، وقضية "التقدير المتدني للذات" وهذا ما كان يشعر به ويللي عند كبر في السن ففي شبابه كان معروفاً في كل الولايات التي يبيع فيها منتجات الشركة التي كان يعمل بها، إلا أنه الآن يشعر أن الناس يبررون به ويتجاهلونه. وقضية "الخيانة الزوجية" على الرغم من اهتمام زوجته لندا به إلا أن فشله في العمل التجاري وإخفاقه في تحقيق القدر المادي المناسب للأسرة وإحساسه بالوحدة في سفرياته العديدة خارج الولاية التي يعيش فيها جعله يعرض هذا الفشل والإحساس بالوحدة في إقامة علاقة غير شرعية مع امرأة أخرى كان يتعامل معها في عمله التجاري، إلا أن هذه العلاقة الغير مشروعة قد أدت إلى تدمير أسرته وأبنه الأكبر بيف الذي اكتشفها مما جعله يترك دراسته ولا يلتحق بالجامعة ويفشل في أن يشغل أي وظيفة حتى أن ويللي وضع آمال كبيرة في بيف إلا أن هذه الآمال تبددت عند اكتشاف هذه العلاقة الغير مشروعة، وقضية "العقدة الأوديبية" والتي ظهرت واضحة في شخصية الابن الثاني الذي يدعى هابي بسبب عدم اهتمام والديه به وتوجيه كل اهتمامهم إلى الابن الأكبر بيف ففي الوقت الذي كان ويللي دائم السفر لبيع منتجات الشركة التي يعمل بها كان هابي أكثر اقترباً من أمه وهذا ما سبب تلك العقدة وانعكست هذه العقدة في العلاقات الجنسية التي أقامها مع زوجات مرؤوسيه ومع غيرهم من النساء التي لم تشبع رغباته الجنسية، كما تناول البحث ميكانيزمات الدفاع التي استخدمها ويللي لتجنب المواقف التي تثير القلق لديه مثل الإنكار والإزاحة والكبت والنكوص ومن خلال المنظور السيكولوجي أثبت البحث أن هذه القضايا وميكانيزمات الدفاع واضحة في بعض شخصيات تلك العمل المسرحي.

A preliminary Remark :

Since its New York premiere in 1949, *Death of a Salesman* has aroused a lot of controversies and received a lot of appraisals and has been approached from various perspectives. It has been approached

from a Marxist perspective, and is considered as an attack against a capitalistic society that is interested in achieving materialistic and financial gains regardless of any human or moral values. This approach has highlighted the victimization

of Willy by his society, when he has become an old man and will not benefit the company he has worked for it for thirty–four years Willy has been shocked when the present boss of the Wagner company, Howard, fired him. He has expressed his astonishment when he says :

I put thirty–four years into this firm, Howard, and now I can't pay my insurance! You can't eat the orange and throw the peel away—a man is not a piece of fruit! (Act II. 181).

While the psychological approach has highlighted Willy's responsibility for his failure as a husband and a father. This approach has depended on the scene in which Biff has discovered that his father is having an affair with a woman in a Boston hotel room. This discovery left its traumatic impact on Biff who has always considered his father as an ideal person.

Having made this preliminary remark, I now proceed to the major task of this paper which is to cast light on the core issues in the drama under consideration and how they are evident. To do so it is most essential to grasp some ideas about psychoanalytic approach using some Freudian concepts. Furthermore, this paper will deal with some of the defense mechanisms Willy uses to cope with his pleasant and unpleasant reality. Of these defense mechanisms are regression, denial, repression and displacement. They are associated with anxiety and stressful situations. There is also a brief hint to the origin of the American Dream and its reflection in the play.

Sigmund Freud (1856–1939) is regarded as the father of classical psychoanalysis. He has left a great influence in the field of modern psychology which has exercised a great impact on the study of literature and criticism. Seeing the literary work psychoanalytically will help to understand human nature and behavior and interpret and evaluate the literary texts that are about human behavior. Each human

being has his psychological history. This history begins in his childhood experiences within his family. With the passage of time the individual passes through the adolescence and adulthood stages with patterns of behavior associated and emanated from the early experiences. During those stages of development, the individual may suffer certain psychological problems and disorders. Therefore, the purpose of psychoanalysis is to follow and discover them. Because they may be destructive in the individual's behaviors without knowing them. But the fact is that the destructive behavior refers to the existence of certain problems and disorders. Freud has emphasized that all human behavior is motivated by psychological forces over which individuals have little control. These problems and disorders happen when we are young. So we have to repress them in the unconscious. Repression doesn't terminate any painful emotions experiences and problems. But they become the powerful organizers of individuals' behavior. As the unconscious is the storehouse of them as a whole.

Freud has set a tripartite of psyche or personality. This tripartite model consists of id, ego and superego. These parts determine the human behavior, the id is present from birth, the ego develops when the child is at the age of three. The superego develops at the age of five. The id operates on the *pleasure principle*. It aims at the instant gratification of the sexual instincts regardless of the laws, rules and social restrictions. As Freud states in "New Introductory Lectures on Psychoanalysis" id is a cauldron of seething excitement with no organization and no unified will, only an impulsion to obtain satisfaction for the instinctual needs, in accordance with the pleasure principle. It knows no values, no good and evil, no morality" (103-5).

The ego operates on the *reality principle*. Its function is to negotiate between the id and the real and external

world. As Freud has stated in "The Dissection of the Psychological Personality", "the ego stands for reason and good sense while the id stands for the untamed passions" (76) The superego is the final part of the tripartite of the psyche. It contains the moral values of society. The id represents the body the ego represents the mind and the superego represents the conscious and *morality principle*. Freud also states in "The Anatomy of the Mental Personality", "the superego is the representative of all moral restrictions, the advocate of the impulse toward perfection, in short it is as much as we have been able to apprehend psychologically of what people call the "higher" things in human life"(95).

Then Freud has also referred to three levels of awareness. They are the conscious, the preconscious and the unconscious. At the conscious level the individuals are aware of certain things around them and thoughts. At the preconscious level all memories or thoughts can be recalled within moments of reflection. But the unconscious level contains all the memories, thoughts, unresolved conflicts, painful experience, emotions and guilty desires that cannot be easily recalled.

According to Lois Tyson in her book *Critical Theory Today*, when the individual's defense mechanisms which maintain his consistent ego, break down he experiences anxiety that reveals certain core issues such as, "fear of abandonment, fear of betrayal, low self-esteem, insecure or unstable sense of self and Oedipal fixation or Oedipal complex" (16-17). These core issues stay with individuals throughout their life determining their behavior in various destructive ways because they are unaware of them. Therefore they must be tackled in a very effective and decisive way.

Willy's core issue of early abandonment of his father and his brother Ben has greatly influenced him. So he admits his deprivation of parental love and care during a conversation between him and Ben "Dad left when I was such a baby and I

never had a chance to talk to him" (Act I. 159) After the abandonment of Father Lowman, the two boys Ben and Willy mythologize their father having different pictures of him. Ben sees that his father was a great and a very wild hearted-man who made in a week with his flutes more than a man like [Willy] could make in a life time" (ACT I. 157). Willy sees him as "an adventurous man" with "a little streak of self-reliance" (ACT II. 180). Father Lowman was a maker and seller of flutes across the country. He went to Alaska to get his livelihood leaving Mother Willy with her sons to look after. When Ben was seventeen he left his mother and Willy alone together. Ben made for Alaska to find his father and due to his faulty view of geography he ended up in Africa not Alaska. When Willy was about eighteen or nineteen he attempted to join his father in Alaska but he met Dave Singleman. He is regarded as the embodiment of the successful business man. He earns his living at the age of eighty-four without leaving his hotel room. Willy becomes convinced that "selling was the greatest career a man could want" (ACT II. 180). Dave Singleman incarnates the idealized image of his father. As Kay Stanton put it", Willy found in Dave Singleman a substitute father figure ... The myth of Dave Singleman is equally as strong for Willy as the myth of his father" (P.70).

Through the model of Singleman, Willy sees that he may be able to establish himself as "well-liked" salesman. This early abandonment makes him in a great need for approval and direction, because he lacks parental love and care, material and emotional comfort. He hasn't been brought up under the leadership and protection of his father's watchful eyes. He is also riddled with fears and insecurities. This fear destroys his character and makes him emotionally desperate and needy man believing that the only way for man to be successful in the business world is to be well-liked and have a personal

attractiveness. He also believes that well-liked person may not be abandoned by others as had happened with him. But the philosophy of being well-liked and having personal attractiveness. proved to be wrong. At last he is unsuccessful and not really well-liked but he lives a fantasy to reduce his pain and unable to follow a right way of his life.

Willy's past memories about his father foreground his feelings of abandonment. He states, "All I remember is a man with a big beard, and I was in Mamma's lap, sitting around a fire, and some kind of high music". (Act I.157). He heard flute music when he was three years and eleven months. This flute music is used throughout the play to highlight that the abandonment of his father chases him all the time. Although Willy's father is rarely mentioned his memory is always present through a flute music played off-stage. All Willy's memories in the very early years are accompanied by flute music showing his father was an efficient and known flute maker across the county. After the discovery of his extra marital affair, it has deteriorated the relationship between Willy and his son Biff. It remains a secret for about seventeen years. Biff abandoned him. Linda attempts to convince Biff and Happy when they return home to have respect for their father because he goes through difficult conditions and people think he has lost his balance. She also states that Willy attempts to commit suicide due to Biff's abandonment of him. Biff says, "I know he's a fake ... It is between me and him" (Act I.164). This shows that Willy's affair remains a secret between Willy and Biff. She entreats them not to abandon Willy who has devoted all his life to them. She states "I tell you, I know every thought in his mind. It sounds so old-fashioned and silly, but I tell you he put his whole life into you and you've turned you backs on him. *She is bent over in the chair, weeping, her face in her hands.* Biff, I swear to God! Biff, his life is in your hands! (Act I. 165). When Howard has fired Willy

he suggests that Willy's sons should support him financially because they are grown-up. Such suggestion indicates that Willy is abandoned by his sons. However in an arrogant and exaggerated way, Willy retorts, "They are working on a big deal I can't throw myself on my sons. I'm not a cripple" (Act II.182). The abandonment of Biff resulted from finding out Willy with a strange woman in a Boston hotel room.

Furthermore, the abandonment of Willy's father has made him search for a father figure or a reassuring father. Therefore he idolizes his older brother Ben and old Dave Singleman. He looks at these figures as successful not as failure like his father who early abandoned him. Ben represents the successful embodiment of the American Dream and the riches that he strongly strives to achieve. Also his idolization of Singleman as a successful salesman and role model is reflected in this quote :

I met a salesman in the Parker House. His name was Dave Singleman. And he was eighty-four years old, and he'd drummed merchandise in thirty-one states. And old Dave, he'd go up to his room, y'understand, put on his green velvet slippers-I'll never forget-and pick up his phone and call the buyers, and without ever leaving his room, at the age of eighty-four, he made his living. (Act II. 180).

So Singleman's career fits Willy's idealized image of his father and a success that is realistic and created an established conviction in his psychological structure that salesmanship could create respect, love and admiration. The evidence that Singleman is so well-liked is "when he died, hundreds of salesmen and buyers were at his funeral" (ACT II.180). Therefore Willy strives for the business success and popularity which Singleman achieved.

As Tyson has stated some core issues are related. Therefore a

certain core issue may lead to the emergence of another core issue or emanate from it. This can be applied to Willy where his father's abandonment leads to the emergence of his insecure or unstable sense of self. Willy's obsession with his image as a successful businessman reflect his insecurity. As the narcissistic person always attempts to bolster the outer aspects of his personality by finding its positive reflection in the external world, because these outer aspects are not internally supported but externally. This feeling of insecurity is emphasized in the regression which takes place after Willy has quarreled with Charley his close neighbor. During this regression Willy entreats his older brother Ben to stay with him. [He] "still feels - kind of temporary about [himself]" (Act I.159). This feeling of temporariness results from his father's abandonment of him. This abandonment has prevented him from having a stable sense of identity. Because this early stage of life is crucial in forming the identity of any person and establishing his self - knowledge and awareness. As John Bowlby states, "early separation can have a long-lasting effect on the sensitivity of the brain receptors, leading to permanently raised anxiety levels" (qtd. in Holmes 95). Willy is really influenced by his father's abandonment which makes him insecure, anxious and inadequate as a father. His inadequacy as a father is shown by his fear that he is not bringing up his sons in the right way. He states, "Because sometimes I'm afraid that I'm not teaching them the right kind of-Ben, how should I teach them?, despite Ben's assurance that his boys are "Outstanding, manly chaps!" (Act I. 159)

His unstable sense of self is also evident, after Howard has fired him. He feels that he is a failure father and husband who is unable to provide his family with the required financial support. In order to escape the present traumatic experience of his firing, he flashbacks to a time when he had the chance to look after Ben's Alaskan

timberland "God, timberland! Me and my boys in those grand out-doors!" (Act II.183). but Linda objects to Ben's proposition saying, "He's got a beautiful job here ... [O]ld man Wagner told him just the other day that if he keeps it up he'll be a member of the firm, didn't he, Willy? (Act II. 183). When Linda reminds him of the story of Dave Singleman he refuses the offer. If Willy were having a stable sense of self he would not listen to Linda and would take a decision which could change his life. His unstable sense of self is also obvious while he is on his road trips as he states in this quote :

Willy : You know, the trouble is, Linda, people don't seem to take to me.

Linda : Oh, don't be foolish.

Willy : I know it when I walk in. They seem to laugh at me. ... I don't know the reason for it, but they just pass me by. I'm not noticed. (Act I.148-9).

Narcissistic persons, as F. Kernberg states, are not able to come to terms with the passage and experience of time. So they always state feelings of emptiness and low self-esteem during the second half of their lives particularly in societies where advance in age represents lack of beauty and charm and fame. This is what Willy shows and suffers (45).

Willy's low of self-esteem can be traced back to his father's early abandonment of him. So he desperately struggles not to allow his sons to go through this experience because he feels ashamed of his fathering to them. He has not attained the same riches as his brother and father. Because he thinks that money provides satisfaction and also preoccupation with financial matters overcomes him. He has to, as Witalec puts it, "sacrifice himself in order to give his sons the material wealth he has always desired" (145). These feelings of low self-esteem and shame have been inculcated in the sons particularly Biff when he failed

math class. Biff feels his self is dominated by his inherited shame ridden sense of identity. This feeling is not acknowledged by Willy. Biff tries to overcome this feeling by holding various jobs but failed. Willy does not clearly estimate the love Linda has for him. He concentrates on the outer appearance when he sees himself as fat and not dressing well. When a buyer describes him as walrus he bitterly beats him across his face. (Act I.149) Such situation reflects his low self-esteem. Psychologically paternal loss has its direct impact on the individuals self-esteem and self-concept. Therefore he believes that he is "less worthy than other people and therefore, does not deserve attention, love, or any other of life's rewards" (Tyson 16). Despite Linda's emotionality and perseverance to keep his life by standing against her sons believing he should receive the required attention due to what he goes through, Willy attempts to maintain his self-esteem by having an affair with another woman.

The issue of betrayal is represented by Willy's affair with The Woman. He starts this affair while he is on his business trips. Before this affair Willy behaves as if he is a famous and perfect man. He tells his sons that all people in New England know him well to the extent that when he leaves his car in any street the cops protect it as if it were theirs (Act I. 145) Willy has caused his ruin and his family due to his false cherished hopes and dreams. He wants to become a salesman like his father and a rich and successful man like Dave Singleman. He also wants to achieve the American Dream, but he failed. He also fails to have a business of his own like his close neighbor Charley who advises him to be a grown-up person in his behavior. Charley always supports him and offers him a job when Howard fires him. But Willy refuses due to his jealousy of Charley and his son Bernard who has become a successful lawyer but Biff is failure. Willy's failure to achieve his hopes and dreams of getting a successful business man makes him lie to himself and

his family. What makes matters worse is that his inadequacy in his business and loneliness make him throw himself in the arms of a prostitute. He states to Linda, "Cause I get so lonely-especially when business is bad and there's no body to talk to. I get the feeling that I'll never sell anything again, that I won't make a living for you, or a business, a business for the boys" (Act I. 150).

When Biff was in high school he was a star football player and was offered many scholarships. This showed that he had a promising and bright future in the realm of football and a career in the business. In his youth Biff shared his father's aspirations for him, and he was occupied with pleasing his father who was flawless in his eyes. Bernard, his school friend, warns Willy that Biff should study hard, otherwise he would flunk math course and would not graduate. Willy accepts the situation in a mocking way calling Bernard an anemic and a pest and Biff states that Bernard is liked, but not well liked. Willy sees Bernard is better but Biff will be five ahead of him in the business world. His reaction also shows a narcissistic aspect in his character. He tries to cover the incompetency of Biff in comparison with Bernard who is an excellent student and a classmate of Biff showing groundless characteristics in Biff's character. Because he sees that Biff is well liked and popular among his schoolmates but Bernard is not. Peter, M. Bradlee and Robert A. Emmons have pointed out that narcissistic persons always have a tendency to surpass others by showing a high degree of competitiveness in various activities. They also highlight their skills and superiority in their performance which may be poor. The purpose is to draw the attention to them while they decrease the good performance and skills of others. This is applied to Willy who decreases the good performance of Bernard at school and his promising future in the business world showing falsely that Biff will excel Bernard.

He says, "I thanks Almighty God you're both built like Adonises". He believes that "the man who makes an appearance in the business world, the man who creates personal interest, is the man who gets ahead" (Act I.146). Willy is convinced that personal attractiveness, popularity and physical prowess are the tools that help man live a stable materialistic and financial life. Willy's wrong upbringing of Biff and Happy makes them bad persons. Biff becomes a thief. He had stolen a football from the school locker room and a suit in Kansas City and remained in prison for three months. Happy has got a sexual obsession for women. Willy disregards Linda's warning that Biff is rough with girls. He angrily retorts, "There's nothing the matter with him! You want him to be a worm like Bernard? He's got spirit, personality ..." (Act I.151). He boasts telling Ben that he is bringing Biff and Happy up to be rugged and well liked persons. He also boasts that they steal from a construction site without being arrested. This shows that Willy is following mistaken principles, values and ideas in bringing up his sons.

When Biff flunked math course in his senior year, he went to Boston to meet his father whom he idolized and seemed flawless. He wants his help to convince the math teacher to pass him. Unfortunately he has discovered that his father has an affair with another woman. This affair has left its traumatic impact upon Biff. He drastically changes his opinion of his father and no longer sees him as he used before. He has seen Willy as an omnipotent father. This admiring image is collapsed on his discovery of Willy's affair. In a shocking reaction to this affair Biff has burnt his favorite football shoes of the university of Virginia and also refused to enroll in summer school to graduate and join the university although he was ready to enroll before discovering this affair. So he has become a drifter for over sixteen years. Thus Willy's adultery leads to the destruction of

Biff's identity which is based on his father's values, teachings and expectations.

Willy's betrayal is regarded as the major event that deteriorated the relationship between him and Biff. When Biff was young, he and Willy had enjoyed a good relationship because Biff was in the centre of Willy's dreams and concerns. As Linda states, "What happed to the love you had for him? You were such pals! How you used to talk to him on the phone every night! How lonely he was till he could come home to you!" (Act I.163)

Willy's betrayal has remained a secret between Biff and Willy for many years. Biff deserts the promising future Willy has hoped for him which confirms his belief in the American Dream. Both Willy and Biff are unable to confront each other. Biff has returned home when he is about thirty-four years. He wants to settle and start a new business of his own and be run by him and Happy instead of working at low-paid jobs. So he decides to meet his previous employer Bill Oliver to support them financially to carry out their business project. Willy, Biff and Happy had decided before they would meet at a restaurant to celebrate the recent development in the family. Because Willy will also ask his boss Howard to have a desk job in New York to avoid the risks of travelling on the road. The two plans have failed. Willy is fired. Biff has failed to get the required loan to start their project. At the restaurant Biff attempts to explain what had happened between him and Oliver, but Willy refuses to hear. Because he has to acknowledge his failure as well. Biff gets furious. He and Happy leave him at the restaurant. Willy flashbacks to the moment when Biff arrests him with *The Woman*. Willy regresses to the past to escape the present shock of his job firing and the loss of Biff's chance of success. Biff's failure with Oliver moves him back to Biff's failure in high school. Willy is blamed for Biff's bad acts because he sanctioned his behavior before without forcing him to know the terrible consequences. Therefore

Willy must bear the main responsibility for Biff's failure.

During this terrible incident Willy attempts to dispel Biff's shock at seeing the prostitute saying "This is Miss Francis, Biff, she's a buyer" (Act II. 207). Willy tries to dismiss her out into the hall without her clothes. But she insists on taking the stockings he had promised her with saying, "you had two boxes of size nine sheers for me, and I want them! (Act II.207). Willy has to hand them to her. She takes her clothes and leaves. This shocking moment makes Biff cry shedding tears saying "You-You gave her Mamma's stockings!" (Act II. 208). Willy's shining and admiring image has collapsed in the eyes of Biff who has known the reality of his father. He has caused the destruction of the sanctity of the Lowman's family life. He accuses his father of being a phony and a liar then he departs. As Stanton has put it "When Willy and Biff meet in Boston, both have failed: Biff has failed math, and Willy has failed marital fidelity...Willy has failed to uphold the family as the sacred cornerstone of success and Biff has failed to be universally well liked" (81). Willy's affair with The Woman is a reflection of his id which operates on the pleasure principle as Freud states. His ego does not succeed to bridle the id. He is away from the reality principle of the ego or morality principle of the superego. The domination of the pleasure principle in his physical and psychological structure makes him commit this grave mistake. On his way home Willy is in a state of excruciating pain. He has bought seeds to plant his barren garden that is sunless. While he is planting his garden he converses with his brother Ben who has recently died and discusses his suicide plan with him. This plan is "a twenty thousand dollar proposition" (Act II. 212). This money will be received from life insurance company after his death. It will help his sons to have a chance at the American Dream and achieve what he aspires to and wants for Biff in particular who will be ahead of Bernard anew saying,

"Imagine? When the mail comes, he'll be ahead of Bernard again!" (Act II. 219). Then he moves to another important matter that is to say, his funeral which will be so massive that Biff will be astonished by the number of mourners. This will reflect that he is well known. He says, "But the funeral-*Straightening up* : Ben, that funeral will be massive!... That boy will be thunder-struck, Ben, because he never realized-I'm known!.... I am known, Ben, he'll see it with his eyes once and for all. (Act II. 213).

Linda gets furious when Biff and Happy return home. They had left their father at the restaurant and went out with "lousy rotten whores!" (Act II.211), as she describes the women they were with. She threw away the flowers offered by Happy and becomes angry. Biff insists on seeing Willy to shake hand with him before he leaves for good. Linda objects but he insists on meeting him. In this confrontation scene Biff confronts his father with the rubber hose telling him if he wants to make a hero of himself, no one will pity him. Willy denies accusing Biff of "trying to put a knife in [him]" (Act II.215). Biff confronts him with the reality of their life, "We never told the truth for ten minutes in this house" (Act II.216). They have been brought up in a mistake way and taught wrong values, dreams and principles. He became a thief and was put in prison for three months and never settled anywhere. He states, "I stole myself out of every good job since high school ... And I never got anywhere because you blew me so full of hot air I could never stand taking orders from anybody! That's whose fault it is!" (Act II.216). He asks Willy to accept him simply as an ordinary man not as the leader of men. He's a dime a dollar and [Willy] too. He will not bring home any prizes. So Willy should acknowledge that his dreams and business success for Biff are self-deception and unrealistic. Gary Carey, in *Cliffs Notes on Miller's Death of a Salesman*, sees that Biff is a tragic figure. His tragedy is caused by Willy's impact upon him so, "Biff's tragedy

is that he has accepted completely all of Willy's values and has not developed any of his own" (65). He breaks down sobbing and asks Willy to let him go, "Will you let me go, for Christ's sake? Will you take that phony dream and burn it before something happens? Willy interprets Biff's tears and sobbing as a sign of love. He says, "Biff-he likes me! ... That boy-that boy is going to be magnificent!" (Act II.217-218). Willy has become very happy that the love of Biff returns and he becomes a boy again. He decides to complete his suicidal plan. As Stanton has put it "Willy is pleased because he now believes that Biff will accept the money; perhaps he has an idea that his suicide will burn away the phoniness from the dream but leaves the dream intact" (92). He has crashed the car and caused his own death.

Self-absorption is a destructive aspect in Willy's character because he sees life from his own perspective, making decisions without considering their repercussion on him and those around him. His extra-marital affair is an example. He justifies it because, "[He feels] lonely, [he is] terribly lonely" (Act II. 209). As Witalec argues, "he is driven by feelings of inadequacy and failure seeking himself outside himself, in the eyes of others. "The Woman" makes him feel that he is an important salesman and a powerful man"(234). If Willy really estimates the love Linda has for him he would not betray her. In addition to that William Heyen states that Willy realizes that he is an aged man that is unable to achieve the success of Singleman and his personality, lacks the courage of Ben who penetrates the jungle and becomes rich and the spirit of adventure and self-reliance of his father. He chooses to continue his dearming till the crucial moment of killing himself (49-50). He turns his hopes for success to his son Biff. The hopes of success can be fulfilled by providing them with the financial support which they will get after his death, to achieve the American Dream he has failed to achieve.

The issue of Oedipal complex is dominant in the character of Happy. He is the second son of the Lowman family. He is in a second position in comparison with his elder brother Biff. Because Biff is in the centre of Willy's attention and he is thoroughly concerned with him. Biff is a football star and all Willy's expectations are put in Biff. This excessive care on the part of Willy and Linda for Biff has its direct and negative impact on the psychological structure of Happy. He tries several times to draw the attention of his parents to him when he was in high school. "I lost weight, Pop, you notice? (Act I.158). He says this before he and Biff go to steal building materials from a close construction site to build their front stoop. He also attempts to draw the attention of Willy and Linda after the confrontation scene between Biff and Willy when the former attempts to make the latter know and acknowledge the reality of them. He (Happy) says putting *his arm around Linda* : "I'm getting married, Pop, don't forget it. I'm changing everything. I'm gonna run that department before the next year is up. You'll see, Mom" (Act II. 218). This is the attempt of Happy to draw the attention and concern of Willy and Linda toward him.

In their initial conversation when they return home, Biff and Happy speak about women and express their desires to marry girls with certain characteristics. Biff wants a girl who is steady and has substance. Happy wants a girl who is having a character and resistance like Mom. He speaks about his adventures with women, his attitude and views on them. This reflects the Oedipal complex aspects in his character. Miller writes in the stage directions about Happy saying, "Sexuality is like a visible colour on him, or a scent that many women have discovered" (Act I. 163). This complex originates when the boy is fixated on his mother and competes with his father for her maternal love. In *The Ego and the Id* Freud has explained how the complex starts. He sees that when the child deals with

his father, he identifies himself with his father. During this time two relationships continue side by side i.e. his identification with his father and his intimate relationship with his mother. This situation continues till the sexual desires of the boy towards his mother become very intense and the father is regarded as an obstacle to them. Here the Oedipus complex happens (21).

Freud has also discovered that infancy and childhood is a period of intense sexual experience where the child is passing through certain stages of erotic development. Then he has referred to three zones in the structure of the child. These zones are associated with gratifying certain physical needs or pleasure in stimulation. If the child is frustrated in gratifying these needs due to certain reasons, later on his adult personality may be warped and will not be normal in its growth, because its normal development is hindered and fixated.

Due to lack of attention and concern on the part of Willy and Linda during Happy's infancy and childhood he becomes sexually obsessed with women in his adulthood and has many sexual adventures with them. He has done his best to achieve the business Willy wanted for him. He has his job, car, apartment and a lot of acquaintances especially women, however he feels lonely and discontent. He works as an assistant to the assistant manager. He believes that he is superior than his manager and executives. His disappointment is that he does not hold a superior position in the department store he works in. While Willy is having an affair with "The Woman" to escape his failed business, insecurities and loneliness as he says "She's nothing to me, Biff. I was lonely, I was terribly lonely" (Act I. 209), Happy's sexual adventures make him feel accomplished and good person. His great delight is to seduce the fiancées of his executives and have sexual relationships with them. This matter is so repeated many times that it becomes like bowling or something else. He does so anytime he feels disgusted. He associates his

"over developed sense of competition" (Act I. 141) with the executives who are superior to him whereas he sees himself better than them. He states, "Sometimes I want to just rip my clothes off in the middle of the store and outbox that goddam merchandise manager. I mean I can outbox, outrun, and outlift anybody in that store, and I have to take orders from those common, petty sons-of-bitches till I can't stand it anymore" (Act. I. 139-140). Therefore he wants to avenge them by violating the value and chastity of their fiancées. Happy's sexual adventures with the fiancées of the executives are an evidence of the domination of the id in his psyche. Therefore he has lost touch with the reality and morality principles of the ego and superego.

What adds insult to injury is that Happy attends their weddings to enjoy his hidden triumph without the knowledge of anyone. In this state he is not a normal man. Therefore he loses his confidence in any girl believing that it is very difficult to find a good girl in a thousand. This is his opinion after he meets Miss Forsythe and Letta who are very beautiful at the restaurant and they go out with them leaving Willy at the toilet. He argues, "Isn't that a shame now? A beautiful girl like that? That, why I can't get married. There's not a good woman in a thousand. New York is loaded with them, kid!" (Act I. 196).

There are two scenes in which Linda commits a grave mistake of indifference and ignoring of Happy's feelings. The first scene is when she explains the difficult conditions Willy has gone through. Because his salary has been taken away and he has been working on a straight commission for five weeks, after working for Howard company for thirty-six years. Happy expresses his astonishment because he did not know. She blames him :

Linda : A small man be just as exhausted as a great man, He works for a company thirty-six years this March, opens up unheard-of territories to their

trademark, and now in his old age they take his salary away.

Happy, indignantly : I didn't know that, Mom.

Linda : You never asked, my dear! Now that you get your spending money someplace else your don't trouble your mind with him (Act I. 163).

The second scene is when Biff and Happy return from the restaurant leaving their father. Linda is thoroughly furious. Happy offers her flowers. She throws them away ignoring him and directs her speech to Biff [She], "*cutting Happy off, violently to Biff :* Don't you care whether he lives or dies?" (Act I. 210)

Willy and Biff's close relationship and Linda's ignorance of Happy make Happy feel as a castrated man. So his sexual adventures with the fiancées of his executives is a means to express his existence and prowess. As Wilfred Guerin and et al., in, *A Handbook of Critical Approaches to Literature*, state that identification of the father with the strict authority is an aspect of the Oedipus complex and hostility to authority is also associated with this complex (161). Happy associates Willy and Biff with the executives, as authority figures. He cannot compete with Willy and Biff because he is out of the concern of Willy. So he competes with the executives in an indirect way by having sexual relations with their fiancées. So his hostility to his executives does not take an overt physical hostility but a hidden one represented by his sexual adventures with their fiancées where he violates their chastity. He does so to express his manhood. But this act is an aspect of the Oedipus complex that defeats him psychologically and he stands powerless, helpless and unable to overcome and get rid of it.

Willy's failure in business and his affair with "The Woman" make him away from Linda whom he considers his main supporter and source of emotionality. On his

return from a failed sales trip he states, "Linda ... On the road-on the road I want to grab you sometimes and just kiss the life outa you" (Act I. 149). Here Willy is a liar if he loves her genuinely, he wouldn't commit the grave mistake of his affair. Willy's failure and affair give Happy a chance to be closer to Linda than Willy. Happy remains in competition with Willy for Linda's love and affection. So the engaged women he has sexual adventures with them represent Linda and their men represent Willy. So he avenges Willy and Linda in an indirect way. The attachment of the engaged women to men allows him to replay his competition with Willy. Once he wins the love and affection of any woman he has a relation with her, he will lose his interest in her and search for another one. This status makes Happy disgusted at his adventures. However he will never be satisfied at all in his sexual adventures. This is the result of the domination of the Oedipal attachment in his psychic structure.

Happy's Oedipal attachments are evident when he says that he is to marry a girl with character and resistance like Mom. It means that he has that kind of sexual attitude towards his mother. According to Tyson, there is a common attitude adopted by men who suffer unresolved Oedipal attachments. They divide girls into two types. Good girls are like Mom, and bad girls are not like Mom. These men enjoy sex with bad girls. However they feel guilty and have to desert them, because they can't associate these bad girls with Mom. Such status creates, "a seduce-and abandon pattern of behavior toward women" (Tyson 15). This stance is applied to Happy who has seduced many women and fiancées and deserted them. This seduction and desertion is an obvious evidence of the existence of the core issue of Oedipus complex in Happy's psyche. After the death of Willy, Happy decided to achieve Willy's dream of success. This means that Willy is still admired and respected by Happy despite Willy's lack of attention to him and his

favoritism toward Biff. This status has caused the Oedipus complex in his psychic make-up translated into a sexual obsession for women.

After the death of his father, Happy also decides to show that Willy's dreams are not in vain but will be achieved one day. He says in the "Requiem", "I'm gonna show you and everybody else that Willy Loman did not die in vain. He had a good dream. It's the only dream you can have-to come out number-one man. He fought it out here, and this is where I'm gonna win it for him" (222) Willy, in his flashbacks, is thoroughly concerned with Biff who is a football star. He always boasts of Biff or advises him without referring to Happy even for once. In his five dream sequences. For example; he advises Biff not to make promises to girls, when Biff returns home penniless and he is unable to help he does not refer to Happy although they both return home to settle and find jobs "I got noth' to give [Biff], Charley, I'm clean, I'm clean" (Act I. 154). He refuses Ben's offer due to Biff's success in Ebbets Field game. Biff who has discovered his affair. Even in his suicidal plan he aims at helping Biff financially to have a hand at the American Dream. Happy is not in the center of Willy's concern in the dream-sequences but Biff.

Willy has used different defense mechanisms throughout the play. Regression is one of them which is the most complex one. Tyson defines regression as, "[T]he temporary return to a former psychological state, which is not just imagined but relieved. [It] can involve a return either to a painful or a pleasant experience... It carries our thoughts away from present difficulty" (15). Defense mechanisms are used by people to reduce their guilt and anxiety-provoking situations. So they are important to enable them to cope with their problems, stressful situations and conflicts. Everyone may resort to defense mechanisms from time to time not continuously. As T. Clifford and et al., state, "If a person comes to depend on them too

much, then those defense patterns may be harmful. They do not resolve the real problems; they only relieve anxiety about them" (519). Willy has used regression many times. The first time when he returns home after his failed business trip and is very anxious about his taken away salary and being put on a straight commission. He regresses to the old happy days when Biff and Happy were young boys and they saw him as a role model and a successful business man. This regressive memory is mixed with a sad memory about Biff's ill-accepted behavior; when he stole a football from the school locker room, and he behaves roughly with the neighbors' girls. The second regressive memory is when he attempts to escape the pain over Biff who returns home penniless and he is unable to help him. This memory takes place while he is playing card with Charley his neighbor business man and Ben appears. He boasts that Biff and Happy are fearless youths they steal building materials from a nearby construction site. This regressive memory is mixed with his sense of being an inadequate father to his sons. But Ben assures him that they are outstanding manly chaps. The third regressive memory is when he is fired by his present boss Howard Wagner. He regresses to a time when he is offered the opportunity to accompany Ben to Alaska he wants to comply with his present traumatic situation. This third regressive memory is also mixed with his refusal of the Alaska opportunity offered by Ben. The fourth regressive memory takes place when he has lost his patience while listening to what has happened in the meeting between Biff and his former employer. He slips in flashback where he relives the sad moments Biff discovered him with a strange woman. This regressive memory does not force him to knowledge that he is responsible for Biff's failure and what has happened to the whole family and the American Dream he eagerly cherishes. The fifth time he uses regression is when he returns home after the restaurant scene. He imagines himself discussing his

suicidal plan with brother Ben and how the money Biff gets from the insurance company will help him to be successful again.

Tyson, in her book *Psychological Politics of the American Dream : The Commodification of Subjectivity in Twentieth-Century American Literature*, has seen that Willy in his various regressive memories that he recalls, reveals his repressed conflicts [which] are a product of [his] present psychological state as well as a reflection of his former condition. When he is confronted with painful realities, these repressed conflicts appear and need to be resolved or discharged. Here appears the significance of regression as an effective means of psychological growth making the individual conscious of his repressed conflicts. Therefore he would be able to confront them. But Willy does not use the knowledge offered by his dream sequences. Thus he represses his conflicts anew and he falls in a vicious and endless circle of psychologically repressed conflicts (69-70)

Willy's repression is evident. Repression is a primary ego defense mechanism. People use it to exclude painful thoughts, memories and ideas from awareness and to push them back into the unconscious. Freud has stated, "Repression is the ego defense that pushes threatening thoughts back to the unconscious" (qtd in Friedman & Schustack 85). People always have painful thoughts and memories. They bury them into the unconscious. The repressed matters are always, very active and direct and control people's behavior. Freud said, "In everyday the unconscious thoughts and forbidden impulses are revealed by accidents and by slips of the tongue or the pen as well as errors in writing, walking, behavior etc. "qtd. in Clifford" (579). Willy's affair is discovered accidentally when Biff went to Boston hotel room to meet him. When Bernard the son of Charley confronts Willy with what happened when Biff failed math course in high school, and a drastic change happened

after his return from his trip to Boston hotel room to meet him, Willy hid the truth of the matter. Although Biff was an adolescent, his discovery of his father with a strange woman had completely changed his life. He refused to enrol in summer school to pass his senior school. He remained a drifter for many years. Willy has repressed this incident for many years, because acknowledging it will show that he is responsible for the destruction of Biff's identity and life and his family as a whole.

Willy uses denial as a defense mechanism to avoid anxiety-provoking situations. G.vaillant has defined denial as, "the individual's refusal to accept the threatening and unpleasant aspects of external reality to reduce his/her anxiety-provoking stimulus" (50). This denial is used by Willy. He has committed a grave mistake when he knows that Biff has certain problems such as stealing, possible flunk math course and rough behavior with girls. He takes the situation easily when Linda tells him about these problems retorting, "There's nothing the matter with him! You want him to be a worm like Bernard? He's got spirit, personality ... loaded with it. Loaded! (Act.I-151-52). This answer on the part of Willy is showing his denial of these problems with Biff and to enable him to keep his anxieties at bay. Willy places all hopes on Biff. But he sometimes follows a wrong strategy as he connives at Biff's theft of the football when Happy tells him, because he wrongly believes that Biff needs it to practice "Willy, *To Happy* : Sure, he's gotta practice with a regulation ball, doesn't he? *To Biff* : Coach'll probably congratulate you on your initiative!" (Act.I. 144). Here Willy commits a great mistake. He should not have supported such behavior on the part of Biff. As Neil Carson has stated, "Willy convinces himself and his sons that success is a product of being well-liked, but at the same time he encourages competitive and even unlawful behaviors"(52).

Willy refuses to acknowledge his shortcomings and limitations. They are

represented by his inability to confront his reality and prevent him from seizing many opportunities to become a rich successful man. He also has wrong illusion that he will be successful character like Dave Singleman. His false pride is that he is better than Charley and refuses Charley's job offer. However he borrows money from Charley pretending to Linda that it is his salary. His false pride is shown in his false exaggeration that he is a famous man. He says, "Go to Filene's, go to the Hub, go to Statter's, Boston. Call out the name Willy Loman and see what happens! Big shot!" (Act.I.166). He has adopted a wrong philosophy represented by being wellliked and personal attractiveness as the best means to achieve success in the business world. He states. He denies that he is unable to achieve any success through his salesmanship career. He uses denial as a defense mechanism to alleviate his anxiety resulting from his painful reality due to his firing, insecurity and his inadequacy. However this denial does not enable him to accept the objective reality with its unpleasant aspects. This denial is also evident after the confrontation scene when Biff attempts to make him acknowledge their reality. Biff cries, weeps and sobs. Willy insists on denying their reality interpreting Biff's tears and sobbing as an aspect of love.

Displacement is a defense mechanism used by Willy. Tyson defines it as "taking it out" on someone or something less threatening than the person who caused our fear, hurt, frustration or anger" (15). On seeing Linda mending her expensive stockings, Willy has become furious and angrily asks her to throw them away or mend them while he isn't at home. He is angry not with Linda, but he internally blames himself and his conscience is pricking him for his affair with The Woman. Mending the stockings causes his anxiety so he condemns Linda because she is less threatening and he is unable to acknowledge his affair. In addition to that the stockings

represent, on the psychological level, not only his adulterous relationship with the prostitute but the disillusionment in Biff's mind who lost all his idolization of Willy and interest in him as well. Therefore Willy suffers a double guilt toward Linda and Biff. In his psychological make-up the stockings have become a symbol of guilt and obvious evidence of his affair.

The origin of the American Dream and its repercussion in *Death of a salesman*. This dream means achieving financial success and material capabilities and comfort. This is represented in having a job, a car and family. It can be achieved by anyone as long as he exerts his utmost efforts. Anyone may start with nothing but he can achieve this dream through a prosperous and happy life for his family and children. This dream started when the early European immigrants came to America with the purpose of finding something better. They dreamed of getting rich, possessing land and setting up trade which should be a source of their spiritual and material happiness and prosperity. Because America / the New world was a land of great possibilities and opportunities. The pursuit of happiness was one of the unalienable rights which were endorsed by the Declaration of Independence issued in 1776 by Thomas Jefferson. The content of this declaration is that, "All men are created equal, they are endowed by their Creator with unalienable rights, which among these are life, liberty and the pursuit of happiness". During 18th and 19th century this dream was transformed into self-reliance. With the rapid development in the 20th century this dream was transformed into material prosperity which dominated the minds and thoughts of Americans who have become obsessed with the American Dream from birth to death. They become keen to achieve fame, great wealth, position and have great expectations of their lives. All that can be achieved through hard work. They devoted their life to this dream. They are occupied with the idea of getting rich

whatever difficulties they are confronted with they would try to overcome them to reach their aims.

James Truslow Adams, in his book *The Epic of America* 1931, defines the American Dream as :

The dream of a land in which life should be better and richer and fuller for everyone, with opportunity for each according to ability or achievement. It is a difficult dream for the European upper classes to interpret adequately, and too many of us ourselves have grown weary and mistrustful of it. It is not a dream of motor cars and high wages merely, but a dream of social order in which each man and each woman shall be able to attain to the fullest stature of which they innately capable, and be recognized by others for what they are, regardless of the fortuitous circumstances of birth or position (214-215).

During and after World War I the American society witnessed huge prosperity. But the Wall Street Market Crash brought about a drastic change in the whole structure of the American society. Therefore many millions of people became jobless and many factories closed down. Wages decreased. The society witnessed cruel and hard days that it was difficult to wipe and rule them out of people's memories. This situation had left its direct impact upon people who began to regard the American Dream as a nightmare. America which was the land of great opportunities and hopes became the land of despair, and poverty and wilderness. Thus it was impossible to achieve this dream.

Willy, as an American salesman, is born obsessed with the American Dream like all Americans. It dominated his mind and thought. In his youth, at the age of eighteen or nineteen, he met a great salesman named Dave Singleman who

achieved fame, popularity and love of salesmen in particular. As Walter Friedman has stated, "being a salesman seemed a lucrative career. If someone had true talents in salesmanship, that person had a chance to make it good" (5).

Dave Singleman was able to sell great amount of merchandise across the States while he was at his hotel room. On his death at the age of eighty-four many buyers and salesmen came from all over the States to attend his massive funeral. Even the feeling of sadness due to his death continued for months across the country. The profession of salesmanship of Dave Singleman convinced Willy that being a salesman was the best career any man wanted. So Dave Singleman's success and popularity affirmed Willy's strong belief in the American Dream and the possibility of achieving it, as Singleman's status was representative of this dream. The second person who increased Willy's faith in this dream was his brother Ben who became rich through his adventures in the jungles of Africa. He achieved the financial success Willy greatly desires. Even Willy considered that Biff would achieve the American Dream because he is well liked and has good appearance since his high school.

Willy has not achieved the American Dream due to the wrong philosophies which he adopted to achieve it. The content of these philosophies is that anyone can achieve financial success on the basis of being well liked and having personal attractiveness. This is what he advises Biff with before meeting Bill Oliver to ask him for fifteen thousand dollars. He says "It's not what you, it's how you say it-because personality always wins the day" (Act I. 169). Then he emphasizes this when he rejected Ben's offer to look after his timberland in Alaska. He stated that he could easily be rich in America according to his understanding. He says, "that's the wonder, the wonder of this country, that a man can end with diamonds here on the

basis of being liked" (Act II.184). Willy has failed to achieve this dream. He has an extra-marital affair which caused the destruction of his family as a whole. So he has decided to commit suicide to enable his favourite son Biff to achieve this dream with the assistance of the life insurance policy. He has believed that Biff would be a matchless person in comparison with anyone of his classmates particularly Bernard. But Biff has said the truth after Willy's death. He states, "He [Willy] had the wrong dreams. All, wrong" (Requiem. 221). So Willy and all Americans like him are the victim of the American Dream. This is what Yaoxin Chang has stated, "The American obsession with the financial success has ruined Willy and people like him" (400). Willy in particular is regarded as the victim of this dream and his wrong philosophies and shortcomings.

Conclusion :

It can be said that the core issues, the defense mechanisms and American Dream are aptly and satisfactorily presented through the characters' psyche as I wished before launching the content of this paper. It was presented throughout the paper how some of these core issues are related and Willy made use of defense mechanisms to reduce his anxiety and any anxiety-provoking and traumatic situations. Also the American Dream is referred to in brief and how it is represented by some characters in the play. So we attempt to make this study as a platform on which further studies can be launched in more deeper and proper ways.

References :

- Adams, James Truslow. **The Epic of America**. Boston : Little Brown and Company, 1931.
- Brandlee, Peter M. Robert A. Emmons. "Locating Narcissism with the Interpersonal Circumplex and the Five Factor Model" **Personality and Individual Differences**. Volume, 13, Issue 7, July 1999, 821-826.
- Carey, Gray ed. **Cliffs Notes on Miller's Death of A Salesman** [M] Nebraska : Cliff Notes, 2001.
- Carson, Neil. **Macmillan Modern Dramatists-Arthur Miller** [M] London : Macmillan publisher LTD, 1982.
- Chang, Yaoxin. **A Survey of American Literature** [M]. Tianjin : Nankai University Press, 1990.
- Cliffort, T. Morgan, Richard A. King, John R. Weiz and John Schopler. "Personality" Introduction to Psychology 7th Ed., New Delhi : Tata McGraw Hill Publishing Company Ltd, 1993, 579.
- Freud, Sigmund. **The Ego and the Id**. New York : W.W. Norton, 1962.
- ————— "The Anatomy of the Mental Personality". **New Introductory Lectures on Psychoanalysis**. New York:W.W. Norton, 1964, 103-5.
- ————— "The Dissection of the Psychical Personality". **New Introductory Lectures on Psychoanalysis**. Trans.and ed. James Strachey. New York : W.W. Norton, 1965, 99-101.
- Friedman, Howards, and Miriam W. Schustack. **Personality:Classic Theories and Modern Research**. 3rd Ed. Boston : Pearson, 1999.
- Friedman, Walter. **A Birth of a Salesman : The Transformation of Selling in America**. Cambridge : Harvard University Press, 2002.
- Guerin, Wilfred L. Earle Labor, Lee Morgan, Jeanne Reesman C. John R. Willingham, **A Handbook of Critical Approaches to Literature**. 5th Ed. New York : Oxford University Press, 2005.
- Heyen, William. "Death of a Salesman and the American Dream". Edited by Harlod Bloom, 47-58. New York : Chelsea House Publication, 1988.
- Holmes, Jeremy. **John Bowlby and Attachment Theory**. New York: Routledge, 1999.

-
- Kernberg, F. **Borderline Conditions and Pathological Narcissism**. Aronson : New York, 1975.
 - Miller, Arthur. **Arthur Miller's Collected Plays**. Volume I. The Viking Press : New York, 1957.
 - Stanton, Kay. "Women and the American Dream of Death of a Salesman" in **Feminist Rereadings of Modern American Drama**. Ed. By June Schlueter. London and Toronto : Associated University Presses. 1989, 67-96.
 - Tyson, Lois. **Critical Theory Today : A User-Friendly Guide**. 2nd Edition. Routledge : Taylor and Francis Group : New York London 2006.
 - ————. **Psychological Politics of the American Dream: The Commodification of Subjectivity in Twentieth-Century American Literature**. Ohio : Ohio State University Press. 1994.
 - Vaillant, G. **Ego Mechanisms and Researchers**. Washington : American Psychiatric press Ince, 1992.
 - Witalec, Janet. **Death of a Salesman by Arthur Miller**, Vol. 179. Detroit : Gale, 2004, 2390-253.
 - U.S. Department of State. "Outline of the U.S. Economy" Chapter 3 : "The U.S.Economy : A brief History" Website : Retrieved on : September 19, 2016at: <http://usa.usembassy.de/etexts/oecono/c hap3.htm>