

## Original Papers

*Polish Psychological Bulletin*

2018, vol. 49(1) 1–2

DOI - 10.24425/119465

Hanna Brycz\*  
Rex Wright\*\*

### The interplay between motivation and social perception: New ideas

This special issue is the result of cooperation between the Society for the Study of Motivation (SSM) and Polish social psychologists at the University of Gdansk and Jagiellonian University. Cooperation between these parties dates back to the point at which the SSM was first established, in 2007. It has yielded fruitful idea exchanges, including ones that occurred during a series of international conferences concerned with human motivation. The most recent international conference had the theme “Motivation and Social Perception” and took place in Gdansk – July, 2016.

Following the theme of the most recent conference, this special issue is devoted to motivation and social perception. The existing psychological literature contains many relevant approaches. Examples are approaches concerned with goal-directed behavior (Aarts & Eliot, 2012), social judgments and decision making (Krueger, 2012; Weiner, 1995), lay theories of intelligence (Dweck, 2000), self and identity (Alicke, Dunning, & Krueger, 2005), work and achievement (Locke, Latham, 1990), and goal-striving and health (Wright & Gendolla, 2012). Broad psychological theories address broad meanings of motivation and social perception (Higgins, 2012; Higgins & Kruglanski, 2000; Van Lange, Kruglanski & Higgins, 2012; Weiner, 1972). It is impossible to understand core motivational processes such as the establishment and operation of motives without understanding related social perception processes (Baumeister & Vohs, 2004; Fiske, 2013; Weiner, 2014).

The articles in this special issue address multiple links between motivation and social perception, demonstrating the depth and richness of theory in both domains. In the passages below, we briefly describe these articles, noting the central focus of each.

One of the fundamental questions in psychological science is how human motivation and associated emotions

are influenced by attributions, including those generated by people’s perspective as actors or observers (Nisbett & Ross, 1980). **Bernard Weiner** addresses this question, applying his classic attribution model. Weiner’s classic model built on ideas presented in Heider’s (1958) seminal book, “The psychology of interpersonal relations” and shows every sign of standing beautifully the test of time moving forward. **Marcin Bukowski, Rosa Rodríguez-Bailón, Soledad de Lemus, Guillermo Willis, Gloria Jiménez-Moya, and Russell Spears** do something similar. Specifically, they address the problem of emotions generated by attributions towards powerless groups, considering the role of power asymmetries. Ideas expressed by these authors are highly relevant to the social integration of refugee youth and lead nicely to the following chapter by **Jaana Juvonen**. Jaana discusses successful models of social integration and reviews lessons learned about school-based interethnic relations in the USA.

Goals and goal striving processes are central to human functioning (Belanger, Lafreniere, Giacomantonio, Brizi, & Kruglanski, 2016). **Arie Kruglanski, Conrad Baldner, Marina Chernikova, Calogero Lo Destro, and Antonio Pierro** address the essential function of goals and describe their new perspective on the attitude–behavior relation. A key to understanding goal striving is understanding two self-regulatory focuses, one oriented toward advancement and accomplishment and the other oriented toward safety and responsibility (Higgins, 2012). **Tory Higgins** elaborates in context of his promotion versus prevention regulatory focus theory and considers different applications. **Monisha Amlinger-Chatterjee and Nicola Baumann** consider self-regulation in a different light. They discuss individual differences in the ability to moderate emotions taking the state versus action orientation championed by Kuhl (1981). The Authors elaborate on populations that

\* University of Gdansk

\*\* University of North Texas

place high value on benevolence and conclude that state- and action orientations work in the same way regardless of population. **Guido Gendolla** focuses on the intensity dimension of goal striving, considering the influence of implicit affect. He presents compelling evidence that implicitly processed emotional expressions affect appraisals of task difficulty, with different degrees of effort and associated cardiovascular responsiveness following.

Motivation and social perception relate nicely to recent research on meta-cognition (Brinol, DeMarree, 2012). **Hanna Brycz, Magdalena Wyszomirska-Góra, Roman Konarski, and Bogdan Wojciszke** discuss this relation. They first explain the concept of the metacognitive self, that is, the concept that one can be more or less aware of personal – or self – bias. They then show that the greater the level of self-awareness, the greater is the tendency to look for self-diagnostic information, especially when behavioral feedback is negative. Strongly related to work on the meta-cognitive self is work on self and identity. **Tomasz Besta, Julianna Bojko, Aleksandra Pytlos, Elżbieta Tomiałowicz, Natasza Kosakowska-Berezecka, Emma Bäck, and Alexandra Vazquez** address this topic following the self-expansion model. The Authors posit that people are motivated to increase their sense of personal agency by expanding their sense of self through the acquisition of new identities. The Authors explore whether the feeling of self-expansion resulting from multiple group memberships is related to self-efficacy and test whether agentic and communal self-stereotyping mediates this relation.

Final articles concern self-regulation, health, and happiness. **Rex Wright, Christopher Mlynski, and Ivan Carbajal** discuss an analysis of fatigue influence on the intensity of behavioral restraint, considering implications for health, self-control, and recent criticism levied against Baumeister's limited resource analysis of regulatory control. Regarding the latter, they conclude that the limited resource analysis might wisely be retained and afforded the chance to mature – among other things, incorporating elaborated effort components. **Aleksandra Pliarska and Roy Baumeister** propose and defend a Polish adaptation of the Self-Control Scale created by Tangney, Baumeister and Boone (2004). Similarly, **Aleksandra Dymek and Pawł Jurek** provide a Polish validation of the Delaying Gratification Inventory created by Hoerger, Quirk, and Weed (2011). Regarding happiness, **Aleksandra Peplińska, Dorota Godlewska-Werner, Piotr Połomski, and Aleksandra Lewandowska-Walter** discuss the role of work involvement in subjective well-being of two-career couples. They provide evidence that such involvement

contributes positively to subjective well-being and improves perceived quality of marital relationships.

Clearly, this special issue presents a wide variety of perspectives. The variety is healthy and hopefully will be useful for expanding related insights and debates. We thank all the Authors for their valuable contributions and extend a special thanks to anonymous reviewers who provided thoughtful comments and suggestions.

## References

- Aarts, H., Elliot, A. (Ed.) (2012). *Goal – Directed Behavior*. Taylor & Francis.
- Alicke, M., Dunning, D., Krueger, J. (Ed.) (2005). *The Self in Social Judgment*. Psychology Press, Hove: NY.
- Baumeister, R., Vohs, K. (Ed.) (2004). *Self – Regulation. Research, Theory, And Applications*. The Guilford Press: NY.
- Brinol, P., DeMarree, K. (Ed.) (2012). *Social Metacognition*. Taylor & Francis.
- Dweck, C.S. (2000). *Self- Theories. Their Role in Motivation, Personality, and Development*. Taylor & Francis.
- Fiske, S. (2014). *Social Beings. Core Motives in Social Psychology*. Wiley.
- Higgins, E.T., Kruglanski, A.W. (Ed.) (2000). *Motivational Science. Social and Personality Perspectives*. Taylor & Francis.
- Higgins, E.T. (2012). *Beyond pleasure and pain. How Motivation Works*. Oxford University Press.
- Heider, F. (1958). *The psychology of interpersonal relations*. New York: Wiley
- Hoerger, M., Quirk, S.W., & Weed, N.C. (2011). Development and Validation of the Delaying Gratification Inventory. *Psychological Assessment*, 23(3), 725–738.
- Jocelyn, J., Bélanger, J.J., Schumpe, B.M., Giacomanonio, M., Sapienza, A.B., Lafrenière, M., Kruglanski, A. (2016). Beyond Goal Commitment: How Expectancy Shapes Means Evaluation. *Motivation Science*, 2, 67–84. doi.org/10.1037/mot0000031
- Krueger, J. (Ed.) (2012). *Social Judgment and Decision Making*. Psychology Press: Francis & Taylor Group: NY.
- Kuhl, J. (1981). Motivational and functional helplessness: The moderating effect of action vs. state orientation. *Journal of Personality and Social Psychology*, 40, 155–170.
- Locke, E.A., & Latham, G.P. (1990). *A theory of goal setting and task performance*. New York: Prentice-Hall.
- Nisbett, R., Ross, L. (1980). *Human Inferences: Strategies and Shortcomings of Social Judgment*. Prentice-Hall, INC, Englewood Cliffs, New Jersey.
- Tangney, J.P., Baumeister, R.F., Boone, A.L. (2004). High self-control predicts good adjustment, less pathology, better grades, and interpersonal success. *Journal of Personality*, 72(2), 271–322.
- Van Lange, P., Kruglanski, A., Higgins, T. (Ed.) (2012). *Handbook of Theories of Social Psychology* (v. 1, 2). Sage.
- Weiner, B. (1972). *Theories of Motivation. From Mechanisms to Cognition*. Rand McNally College Publishing Company: Chicago.
- Weiner, B. (1995). *Judgment of Responsibility. A foundation for a theory of social conduct*. The Guilford Press, NY.
- Weiner, B. (2014). An anecdotal history of motivation. *The Review of Psychology (Przegląd Psychologiczny)*, 57, 299–320.
- Wright, R.A., Gendolla, G.H.E. (Ed.) (2012). *How Motivation Affects Cardiovascular Response. Mechanisms and Applications*. APA: Washington D.C.