

CONTENTS

Chapter 1

| | |
|--|---|
| Self-Handicapping: Historical Roots and Contemporary Branches | 1 |
|--|---|

Raymond L. Higgins

| | |
|---|----|
| Introduction | 1 |
| The Clinical Tradition | 3 |
| The Masculine Protest | 4 |
| The Goal of Superiority | 5 |
| The Concept of Psychological Defense | 6 |
| The Social Psychology Tradition | 9 |
| Impression Management | 9 |
| Causal Attribution | 11 |
| Self-Serving Attributions | 12 |
| Self-Handicapping | 13 |
| The Clinical–Social Interface | 16 |
| “Updating” the Self-Handicapping Concept | 16 |
| Berglas’s Critiques | 18 |
| Recent Developments in Self-Handicapping Research and Theory | 25 |
| Self-Handicapping for Self-Esteem or Social Esteem? | 25 |
| Does Self-Handicapping “Work?” | 26 |
| The Characteristics of Self-Handicappers | 27 |
| The Characteristics of Self-Handicapping Situations | 28 |
| Summary and Conclusions | 29 |
| References | 31 |

*Chapter 2***Situational Influences on Self-Handicapping 37***Elizabeth A. Self*

| | |
|---|----|
| Introduction | 37 |
| Factors That Elicit Self-Handicapping | 38 |
| The Importance of the Self-Concept | 38 |
| Creation of Uncertainty | 41 |
| Competitive and Cooperative Tasks | 47 |
| Socially Created Standards | 49 |
| Public Knowledge of the Handicap | 50 |
| Factors That Inhibit Self-Handicapping | 53 |
| Explicitly Offering a Handicap | 53 |
| Lack of an Alternative Explanation for Handicapping | 56 |
| Preexisting Handicaps | 57 |
| External Incentives | 60 |
| Desire for Diagnostic Information | 61 |
| Summary and Conclusions | 63 |
| References | 65 |

*Chapter 3***Self-Handicappers: Individual Differences in the Preference
for Anticipatory, Self-Protective Acts 69***Frederick Rhodewalt*

| | |
|---|----|
| Introduction to Individual Differences in Self-Handicapping | 69 |
| Preferences for Domain-Strategy-Specific Self-Handicapping | 71 |
| Symptoms as Domain-Strategy-Specific Self-Handicaps | 72 |
| Individual Differences in the Strategic Use of Symptom Reports | 73 |
| Summary | 74 |
| Generalized Preferences for Self-Handicapping Behavior | 75 |
| Reliability and Validity of the Self-Handicapping Scale | 76 |
| Self-Handicapping and the Self-Handicapping Scale | 81 |
| Self-Handicapping and Self-Esteem | 86 |
| Summary | 91 |
| Alternative Approaches to Self-Handicapping Behavior: | |
| Differences in Self-Handicapping Motives | 92 |
| Protection of Desired but Uncertain Self-Conceptions | 93 |

| | |
|---|-----|
| Protection of Desired Public Images | 94 |
| Protection of Self-Efficacy | 95 |
| Self-Handicapping and Sex Differences | 96 |
| Summary and Conclusions | 99 |
| References | 103 |

Chapter 4

| | |
|--|-----|
| Self-Handicapping Processes and Sequelae: On the Taking of a Psychological Dive | 107 |
|--|-----|

C. R. Snyder

| | |
|---|-----|
| Introduction | 107 |
| Perspectives on Self-Handicapping | 109 |
| Components | 109 |
| The Anticipatory Set | 110 |
| The Behavioral versus Self-Report Mode of the Handicap | 112 |
| Originating Source of the "Self"-Handicap | 113 |
| Locus of Self-Handicap | 115 |
| Timing of Self-Handicap | 115 |
| Audiences for Handicap | 117 |
| Underlying Motives | 118 |
| An Elaborated Definition | 119 |
| Self-Handicapping Sequelae | 122 |
| The Causal Linkage | 122 |
| Self-Esteem and Affective Responses | 124 |
| Competence and Control | 127 |
| Performance | 130 |
| Overview and Critique of Sequelae Research | 134 |
| Self-Handicapping and the Negotiation of Causal Reality | 139 |
| The Causality Connection and Reality | 140 |
| Small Pockets of Reality: Reality Negotiation and the Individual | 141 |
| Large Pockets of Reality: Reality Negotiation and Society | 142 |
| Self-Handicapping as Reality Negotiation | 143 |
| References | 145 |

Chapter 5

| | |
|---|-----|
| Self-Handicapping: Etiological and Diagnostic Considerations | 151 |
|---|-----|

Steven Berglas

| | |
|---|-----|
| Introduction | 152 |
| The Multiple Meanings of Positive Evaluative Feedback | 156 |
| Unbalanced Messages Conveyed by Praise | 158 |
| The Stress of Being Told, "You're a Success" | 158 |
| Overjustification Effects | 160 |
| Social Factors Affecting the Impact of Praise | 161 |
| Task-Based versus Person-Based Praise | 162 |
| Criterion of the Feedback | 163 |
| The Perspective of the Evaluator | 163 |
| Nurturing Evaluators | 164 |
| The Continuum of Praise-Induced Disordered Behavior | 165 |
| Narcissistic Personality Disorders | 166 |
| Success Depression | 169 |
| Self-Handicapping | 172 |
| Hypotheses Regarding the Origin of Praise-Induced Disorders | 174 |
| Hypothesis I | 175 |
| Hypothesis II | 178 |
| Hypothesis III | 179 |
| Conclusion | 182 |
| References | 182 |

Chapter 6

| | |
|---|-----|
| The Maintenance and Treatment of Self-Handicapping: From Risk-Taking to Face-Saving—and Back | 187 |
|---|-----|

Raymond L. Higgins and Steven Berglas

| | |
|---|-----|
| Introduction | 187 |
| A Clinical Case of Self-Handicapping | 187 |
| Looking Ahead | 189 |
| The Maintenance of Self-Handicapping Behaviors | 190 |
| Reality Negotiation as a Fundamental Coping Process | 190 |
| Personal Illusions and the Role of Self- and Other-Deception | 191 |
| Interfacing the Internal and External Audiences | 194 |
| Counterproductive Self-Handicapping | 195 |
| Characteristics of Counterproductive Self-Handicaps | 197 |
| Instigations to Incorporated Self-Handicapping | 206 |

| | |
|---|-----|
| The Treatment of Self-Handicappers | 214 |
| Self-Handicapping as an "Enduring Pattern" | 215 |
| General Therapeutic Considerations | 218 |
| The Fundamental Therapeutic Goal: | |
| Cognitive Reorientation | 221 |
| How Other People "Fit" within the | |
| Self-Handicapper's World | 228 |
| Summary | 231 |
| References | 232 |
| | |
| <i>Chapter 7</i> | |
| Self-Handicapping from a Heiderian Perspective: Taking | |
| Stock of "Bonds" | 239 |
| | |
| <i>Raymond L. Higgins and C. R. Snyder</i> | |
| Introduction | 239 |
| Balance Theory: A Review | 240 |
| The Nature of Relations | 240 |
| The Concept of Balance | 241 |
| Balance in Triads | 241 |
| Balancing via Differentiation ("Splitting") | 244 |
| Extrapolating Balance Theory to Self-Handicapping | 245 |
| Required Assumptions | 245 |
| Definitions | 246 |
| Balancing in the Absence of an External Audience | 247 |
| Balancing in the Presence of an External Audience | 251 |
| The Problem of Deliberate Self-Handicapping | 258 |
| Summary | 261 |
| Toward a Perspectivistic Taxonomy of Self-Handicapping | |
| Behavior | 262 |
| The Ties (Bonds) That Bind | 264 |
| The Desirability of the "Unwanted" Self | 267 |
| Concluding Remarks | 270 |
| References | 271 |
| | |
| Author Index | 275 |
| | |
| Subject Index | 281 |