

# Contents

## *Chapter 1*

<b>Introduction</b> .....	1
The Social Nature of Self-Referent Behavior .....	1
Structure of Self-Referent Behavior .....	2
Self-Referent Behaviors as Undifferentiated Stimulus- Response .....	2
Self-Referent Behaviors and the Self .....	5
Self-Referent Behaviors as Active Forces .....	6
Conceptual Confusion .....	6
Formulation and Testing of Theoretical Statements .....	8
Operational Definitions of the Self .....	9
Purpose and Organization .....	11
Summary .....	13

## *Chapter 2*

<b>Social Antecedents and Consequences of Self-Referent Cognition</b> .....	17
Social Antecedents of Self-Conceiving Responses .....	18
Personal Traits, Behaviors, and Experiences .....	18
Perceived Situational Context .....	37
Personal Conceptual Systems .....	43
Self-Enhancing Motivation .....	47
Social Consequences of Self-Conceiving Responses .....	53
Personal Traits, Behaviors, and Experiences .....	53

Self-Evaluative Responses .....	54
Self-Enhancing Responses .....	54
Summary .....	55

### *Chapter 3*

<b>Social Antecedents and Consequences of Self-Evaluation .....</b>	<b>57</b>
Social Antecedents of Self-Evaluation .....	57
Self-Evaluation as Motivated Behavior .....	58
Self-Evaluative Standards .....	61
Empirical Findings .....	68
Social Consequences of Self-Evaluation .....	81
Personal Traits, Behaviors, and Experiences .....	81
Self-Feelings .....	81
Summary .....	82

### *Chapter 4*

<b>Social Antecedents and Consequences of Self-Feelings .....</b>	<b>85</b>
Self-Evaluation and Self-Feelings .....	85
Self-Values and Needs .....	85
Self-Evaluation and Stimulation of Need .....	87
Self-Feelings as Responses to Self-Evaluation .....	88
Research Findings .....	92
Social Consequences of Self-Feelings .....	98
Personal Traits, Behaviors, and Experiences .....	98
Self-Protective–Self-Enhancing Responses .....	99
Summary .....	99

### *Chapter 5*

<b>Nature and Antecedents of Self-Protective–Self-Enhancing Responses .....</b>	<b>101</b>
Nature, Form, and Function .....	101
Definition, Origins, and Continuity .....	102
Forms of Self-Protective–Self-Enhancing Responses .....	105
Deviant Modes .....	125
Determinants of Self-Protective–Self-Enhancing Responses ....	129
Self-Feelings .....	130
Self-Referent Cognitions .....	162

Evaluation of Self-Protective–Self-Enhancing Patterns ..... 169  
Summary ..... 174

*Chapter 6*

**Toward A General Theory of Self-Referent Behavior** ..... 177  
Self-Referent Behavior in Social Psychological Context ..... 177  
    The Person as Social Product ..... 178  
    The Person as Social Force ..... 178  
    Intervening Influences of Self-Referent Behaviors ..... 179  
Social Psychological Antecedents and Consequences of Self-Referent Behaviors ..... 179  
    The Person in Social Context as Influencing Self-Referent Behaviors ..... 180  
    Self-Protective–Self-Enhancing Responses as Influencing the Social System ..... 183  
Conclusion: Theory and Research in the Study of Self-Referent Behavior ..... 188

**References** ..... 191

**Author Index** ..... 205

**Subject Index** ..... 209