### CONTENTS

Preface XIX
List of Contributors XXI

### 1

## MOTIVATION AND COGNITION ACROSS CULTURES 1

RICHARD M. SORRENTINO AND SUSUMU YAMAGUCHI

### PART I

# CULTURE FROM A MOTIVATION AND COGNITION PERSPECTIVE 17

### 2

AFFECT-REGULATION, SELF-DEVELOPMENT AND PARENTING: A FUNCTIONAL-DESIGN APPROACH TO CROSS-CULTURAL DIFFERENCES 19

JULIUS KUHL AND HEIDI KELLER

Independent and Interdependent Orientations: Findings from Cross-Cultural Research 20 Diachronic and Synchronic Parenting Styles 21 Different Forms of Affect Regulation 22
Differences in Self-representations Across Cultures 23
Theoretical Analysis: Underlying Mechanisms 24
Action Control: Enacting Difficult Intentions 25

Self-regulation and Self-growth: Development and Maintenance of an Integrated Self 26

Explaining Cross-Cultural Differences 28

The Role of Affect Regulation 29

The Functional Basis of Autonomy 30

Acquisition of Affect Regulation: Systems Conditioning 31 Mechanisms Underlying Cross-Cultural Differences in Affect Regulation 32

Extending the Dichotomy of Independent and Interdependent Orientations 33

Synchronic Socialization and Social-Cognitive Fusion 34
Diachronic Socialization and Social-Cognitive Integration 35
Risks of Autonomy Through Diachronic Integration 37

A Functional Taxonomy of Four Cultural Orientations 38

Two Modes of Agency 39

Modes of Parenting 40

Conclusions and Outlook 41

### 3

## UNCERTAINTY REGULATION: THE MASTER MOTIVE? 49

RICHARD M. SORRENTINO, ANDREW SZETO, JOHN B. NEZLEK, SATORU YASUNAGA, SADAFUSA KOUHARA, AND YASUNAO OHTSUBO

Individual and Cultural Differences in Uncertainty Orientation 52
 A Formal Model of Uncertainty Orientation 56
 Affective Experiences as a Function of Uncertainty Orientation and Societal Uncertainty 59

Affective Experiences as a Function of Uncertainty Orientation, Achievement-Related Motives, and Culture 62

So, What About China? 66

Conclusions 66

### 4

#### IMPLICIT THEISM 71

ERIC LUIS UHLMANN, T. ANDREW POEHLMAN, AND
JOHN A. BARGH

Brief Note on Terminology 73

Cognitive Defaults 74

Existential Needs 78

Conclusion 87

### 5

# DO IMPLICIT MOTIVES ADD TO OUR UNDERSTANDING OF PSYCHOLOGICAL AND BEHAVIORAL OUTCOMES WITHIN AND ACROSS CULTURES? 95

JAN HOFER AND MICHAEL HARRIS BOND

Elements of Personality 96 Culture as Context 97 What Moves People to Act? 98 Two Motivational Systems Combining both Motive Systems Expanding the Predictive Ambit of Implicit Motives 102 Cultural Context and Motivated Behavior 103 Cross-Cultural Research on Implicit Motives Types of Motivation Studied Confronting Cultural Bias 106 Discovering Pan-Cultural Relationships **Next Steps** 108 Conceptualizing a Role for Culture 110 Researching into the Future 112

### 6

## A CROSS-CULTURAL ANALYSIS OF SELF-VERIFICATION MOTIVES 119

TAMMY ENGLISH, SERENA CHEN, AND WILLIAM B. SWANN JR.

Self-Verification Theory 119

Epistemic and Pragmatic Roots 120

Self-Verification Strategies 121

Moderators of Self-Verification 122

Culture and Self-Verification 122

Epistemic and Pragmatic Concerns Underlying Self-Verification Strivings 123

Self-Verification of Different Forms of Self-Views 126

The Form of Self-Verification in East Asian Cultures 128

Self-Verification Strivings in Other Cultures 132

Questions, Implications, and Future Directions 133

Self-Verification and Other Self-Evaluative Motives 133

Identity Negotiation Processes 134

Authenticity 135

Conclusion 136

### 7

# AN ATTRIBUTION THEORIST ADDRESSES THE CO-EXISTENCE OF THEORETICAL GENERALITY AND CULTURAL SPECIFICITY 143

#### BERNARD WEINER

Attribution Theory 145

Intrapersonal Motivation from the Attributional Perspective 146
Interpersonal Motivation from the Attributional Perspective 149
Interrelations of the Theories 152

A Concluding Introductory Remark 152

The Cultural Challenge 153

Ethnic Differences in School Dropout Rates 155

Ethnic Differences in Reactions to Obesity 158

A Final Note 159

CONTENTS

### 8

# RE-THINKING CULTURE AND PERSONALITY: HOW SELF-REGULATORY UNIVERSALS CREATE CROSS-CULTURAL DIFFERENCES 161

E. TORY HIGGINS, ANTONIO PIERRO, AND ARIE W. KRUGLANSKI

Introduction 161

Regulatory Focus Dimensions of Promotion and Prevention 166

The Regulatory Focus Questionnaire 167

Motivational Characteristics of Chronic Promotion and Chronic

Prevention Orientation 169

Regulatory Mode Dimensions of Locomotion and Assessment 171

The Regulatory Mode Questionnaire 171

Motivational Characteristics of Chronic Assessment and Chronic Locomotion Orientation 173

Cross-Cultural Similarities in Relations Between Orientations and Traits

Cross-Cultural Differences in Self-regulatory Orientations 175

Regulatory Focus Differences 175

Regulatory Mode Differences 177

Extraversion 180
Openness 181
Agreeableness 181
Conscientiousness 182
Self-esteem 183
General Discussion and Conclusions 184
Final Comments 186

### 9

### GOAL PURSUIT IN THE CONTEXT OF CULTURE 191

GABRIELE OETTINGEN, A. TIMUR SEVINCER, AND
PETER M. GOLLWITZER

Culture and the Determinants of Goal Pursuit 192

Culture and Desirability 192

Culture and Feasibility 193

Culture and the Processes of Goal Pursuit 201

Committing to Goals: Mental Contrasting of Future and Reality 201
Implementing Goals: Making If-Then Plans 203

Summary: Mental Contrasting and Implementation Intentions 205

Mental Contrasting and Implementation Intentions Across Cultures 205

Conclusion 207

### 10

# Unveiling Agency: A Motivational Perspective on Acculturation and Adaptation 213

MICHELLE GEZENTSVEY AND COLLEEN WARD

The ABCs of Acculturation 214

The ABC Model 214

Acculturation and Adaptation 215

Beyond the ABC Model 217

Introducing Agency as a Cognitive-Motivational Phenomenon 217

Defining Agency 217

Agency and the Acculturation Context 218

Agency in Stress and Coping with Acculturative Changes 220

Coping Strategies 220

Coping and Control 220

Agency and Culture Learning 221

Agentic Antecedents of Culture Learning 222

Goal-Setting, Self-regulation, and the Theory of Planned Behavior 223

Agency and Goal Setting Across Acculturating Groups 224

Agency, Social Identity, and Adaptation 226

Individual and Collective Action: Agency and Empowerment 227

Agency, Acculturation Choices and Adaptive Outcomes 228

Marginalization: The Antithesis of Agency 229

Conclusion 229

### 1 1

# A SITUATED COGNITION PERSPECTIVE ON CULTURE: EFFECTS OF PRIMING CULTURAL SYNDROMES ON COGNITION AND MOTIVATION 237

DAPHNA OYSERMAN AND SPIKE W. S. LEE

Individualism and Collectivism 239

Operationalization 239

Implications of Individualism and Collectivism 239

Evidence from Cross-Cultural Research 241

Values 241

Relationality 242

Self-concept 243
Well-being 243
Cognitive Process 243
Motivation 244

Societies Vary in Salience of Individualism and Collectivism in Various Situations 245

Priming Cultural Syndrome: Culture as Situated Cognition 248

Why Use Priming? 248
Conceptual Priming 250
Mindset Priming 250
Mindsets and Culture 250

Goal Priming 251

Effects Hypothesized by a Situated Cognition Model of Culture 251 Meta-analyses of Cultural Syndrome Priming Literature 252

Effects of Priming Cultural Syndromes on Culture-Relevant Content 254
Effects of Priming Cultural Syndromes on Cognitive Process 254

Effects of Priming Cultural Syndromes on Goals 255 But Which Goals are Primed? 256

An Integration 257

### 12

# THE FUNDAMENTAL TOOLS, AND POSSIBLY UNIVERSALS, OF HUMAN SOCIAL COGNITION 267

#### BERTRAM F. MALLE

The Social-Cognitive Toolbox 268

Conceptual Framework 268 Foundational Processes 271

Mediating Processes: En Route to Mental State Inferences 280

Explicit Mental State Inferences 284
Inferences of Stable Attributes 285

Conclusion 287

### 13

# CROSS-CULTURAL DIFFERENCES VERSUS UNIVERSALITY IN COGNITIVE DISSONANCE: A CONCEPTUAL REANALYSIS 297

BERTRAM GAWRONSKI, KURT R. PETERS, AND FRITZ STRACK

Introduction 297
The Propositional Nature of Cognitive Consistency 299

A Three-Stage Model of Inconsis	tency Processes 301
---------------------------------	---------------------

Inconsistency Identification 301

Dissonance Elicitation 302

Inconsistency Resolution 304

Cross-Cultural Differences Versus Universality in Cognitive Dissonance 305

Differences in Inconsistency Identification 305

Differences in Dissonance Elicitation 307

Differences in Inconsistency Resolution 308

Implications 309

Conclusion 311

### PART II

# MOTIVATION AND COGNITION FROM A CULTURAL PERSPECTIVE 315

### 14

## THE ROLE OF LANGUAGE IN THE PERCEPTION OF PERSONS AND GROUPS 317

MINORU KARASAWA AND ANNE MAASS

Language Driving Attention in the Social World 318

Pronoun Drop 319

Politeness 319

Grammatical Gender 321

Language Guiding Social Inferences 323

Implicit Causality and Dispositionism 324

Verb Transitivity and Inference of Agency 326

Language and Trait Inferences 327

Linguistic Intergroup Bias and Expectancy Bias 329

The Special Role of Nouns in Social Perception 331

Derogatory Language 332

Summary 333

Language Affecting Spatial Imaging of Social Events 334

Concluding Comments 336

Conclusion 363

## 15

# CULTURE AND INTERGROUP RELATIONS: THE ROLE OF SOCIAL REPRESENTATIONS OF HISTORY 343

DENIS J. HILTON AND JAMES H. LIU

Form and Functions of Social Representations of History 344  Social Representations of History: Descriptive Versus Normative Elements 344  From Because to Ought: The Explanatory and Legitimizing Functions of "Charters" 345  Charters, Social Identities, and Legitimacy 346  Mobilizing Charters to Justify Policies 347  "Anchoring" of Social Representations of National History 348  Innovating, Interpreting, and Imposing History: Changing and Contesting Charters 349
Elements 344 From Because to Ought: The Explanatory and Legitimizing Functions of "Charters" 345 Charters, Social Identities, and Legitimacy 346 Mobilizing Charters to Justify Policies 347 "Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
From Because to Ought: The Explanatory and Legitimizing Functions of "Charters" 345 Charters, Social Identities, and Legitimacy 346 Mobilizing Charters to Justify Policies 347 "Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
Functions of "Charters" 345 Charters, Social Identities, and Legitimacy 346 Mobilizing Charters to Justify Policies 347 "Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
Charters, Social Identities, and Legitimacy 346 Mobilizing Charters to Justify Policies 347 "Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
Mobilizing Charters to Justify Policies 347 "Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
"Anchoring" of Social Representations of National History 348 Innovating, Interpreting, and Imposing History: Changing and
Innovating, Interpreting, and Imposing History: Changing and
Contesting Charters 349
The Explanatory Value of Social Representations of History for
Cross-Cultural and Intercultural Psychology 350
Social Representations of World History: A Worldwide Study 351
The Prominence of War in Representations of History 354
Historical Foreshortening: The Focus on Recent Events 356
Eurocentrism Versus Ethnocentrism in Representations of
World History 357
Conclusions and Implications of Social Representations of
World History 357
Implications of Eurocentrism in World History 358
World War Two as a National and Supranational Charter 359
Using Representations of History: Identity Relevance Within Nations 360
Reminding Groups of Threats: History and Ingroup Solidarity 360
Collective Guilt: Dealing with the Memory of Ingroup
Transgressions 361
Confronting a Negative Past: The Duty to Remember 361
Representations of History and Intergroup Reconciliation 362

### 16

# MOTIVATED EXPRESSION OF SELF-ESTEEM ACROSS CULTURES 369

SUSUMU YAMAGUCHI, CHUNCHI LIN, HIROAKI MORIO, AND
TAICHI OKUMURA

Defining Self-esteem 370

Questioned Universality of the Need for High Self-Esteem 371

"Low" Self-Esteem Among Japanese (Relative to North Americans) 371 Importance of Self-Esteem in Japan Relative to North America 380 Integrative Overview and Future Research Directions 386

### 17

#### CULTURE, NARRATIVE, AND HUMAN AGENCY 393

YOSHIHISA KASHIMA, KIM PETERS, AND JENNIFER WHELAN

Neo-Diffusionist Theory of Cultural Evolution 395

Historical Background 396

A Variety of Neo-Diffusionism 397

Narrative as a Medium of Cultural Transmission 400

Cognition 401

Emotion 402

Self 403

Communication 404

Summary 405

Narrative and Human Agency 405

Narrative Structure and Self-regulation 406

Narrative, Goals, and Motivation 407

Narrative, Collective Identity, and Collective Agency 410

Concluding Remarks 413

### 18

## CULTURE, COGNITIONS, AND LEGAL DECISION-MAKING 423

JUSTIN D. LEVINSON

Implicit Bias and Unconscious Motivations 424

Civil Rights, Employment Discrimination, and Unconscious Bias 424 Communications Law, Peremptory Challenges, and Affirmative Action 425 Memory Bias and Legal Decision-Making 427 Summary and Implications 428

Legal Assumptions About the Human Mind 429

Causation and Law 429

Intentionality and Law 431

Summary and Implications 433

Behavioral Economics and Law 433

Hindsight Bias and Framing Effects 434

Building a Better Model: Critiquing Behavioral Economics 436

Summary and Implications 438

Conclusion 438

### 19

# THE PSYCHOLOGICAL PROCESS OF COPING WITH THREAT AND ITS CULTURAL MAINTENANCE FUNCTION 443

EMIKO S. KASHIMA

Symbolic Threats and Reactions 445

Non-symbolic Threat Reactions 448

Psychological Resources and Threat Reactions 451

Culture and Threat Reactions 453

Cultural Variation in Symbolic Threat 454

Cultural Variation in Symbolic Affirmation 455

The Role of Self-Esteem in Fluid Motive Compensation

Across Cultures 456

The Framework of Symbolic Threat 459

Directions for Future Research 461

### 20

### VALUES AND SOCIAL AXIOMS 471

KWOK LEUNG AND FAN ZHOU

Conceptual Foundation of Values and Axioms 472

Values as Generalized Goals 472

Social Axioms as Generalized Beliefs 473

Cross-Cultural Differences in Social Axioms 477

A Functionalist Approach to Values and Social Axioms 478

Relationships Between Values and Axioms 479

The Influence of Axioms on Values 480

The Influence of Values on Axioms 482

Common Cause and the Overlap Between Values and Axioms 483

The Roles of Values and Social Axioms in Influencing Behavior

Differential Roles of Values and Social Axioms 485

The Integrative Effects of Values and Axioms on Behavior 486

Conclusions 487

### 21

COGNITIVE, RELATIONAL, AND SOCIAL BASIS OF ACADEMIC ACHIEVEMENT IN CONFUCIAN CULTURES: PSYCHOLOGICAL, INDIGENOUS, AND CULTURAL PERSPECTIVES 491

UICHOL KIM AND YOUNG-SHIN PARK

Introduction 491

Creativity and Adaptation 492

Cultural Transformations 496

Human Behavior 498

Education and Academic Achievement 498

Culture and Education in East Asia 500

The Role of Parents and Family 501

School Environment and Education 502

Empirical Analysis 503

Qualitative Analysis 504

Cross-Sectional Analysis 507

Longitudinal Study 509

Discussion 510

### 22

DIALECTICAL EMOTIONS: HOW CULTURAL EPISTEMOLOGIES INFLUENCE THE EXPERIENCE AND REGULATION OF EMOTIONAL COMPLEXITY 517

JENNIFER L. GOETZ, JULIE SPENCER-RODGERS, AND KAIPING PENG

Is Emotional Complexity Possible? 518

Theoretical Predictions: Dialecticism Applied to Emotion 519

Dialecticism and the Elicitation of Emotional Complexity 520

Dialecticism and Tolerance for Complex Emotions 522

Levels of Analysis in Emotional Complexity 523

Dialecticism and Experiences of Emotional Complexity 524

Areas of Future Research: Underlying Causes of Emotional Complexity 526

Regulation of Emotional Complexity and Implications for Well-Being 529

Implications for Psychological Well-Being 531

Self-reported Differences in Well-Being 532
True Underlying Differences in Well-Being 533
Conclusions and Future Research 534

## 23

#### CULTURE, EMOTION, AND MOTIVATION 541

DAVID MATSUMOTO AND JESSIE WILSON

What is Culture? 542

A Definition of Culture 542
Culture and Situational Context 543

What is Emotion? 545

A Definition of Emotion 545

The Intrapersonal Functions of Emotion: Priming Behavior 546 The Interpersonal Functions of Emotion: Evoking Responses

in Others 548

Cultural Influences on Emotion-Behavior Links 550

The Cultural Calibration of Emotional Responding and Subsequent Behaviors 550

Evidence 552

The Cultural Calibration of the Perceiver's Behaviors 557 Conclusion 557

### PART III

### MEASUREMENT 565

### 24

## MEASURING COGNITION AND MOTIVATION ACROSS CULTURAL GROUPS 567

RON FISCHER AND VIVIAN MIU-CHI LUN

Challenges in Testing Across Cultural Boundaries 568

The Four Levels of Equivalence and Associated Biases 568

Problems Associated with Not Addressing Equivalence and Bias 575

Review of Cognitive Assessment Research: Intelligence Testing 578

Review of Motivation Research in the Organizational Literature:

Organizational Commitment 581

Future Directions 585