# CONTENTS

# 3

## UNCERTAINTY REGULATION: THE MASTER MOTIVE?   49

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

# 4

## IMPLICIT THEISM    71

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

# 5

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

### JAN HOFER AND MICHAEL HARRIS BOND

# 6

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

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

# 7

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

BERNARD WEINER

# 8

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

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

# 9

## GOAL PURSUIT IN THE CONTEXT OF CULTURE    191

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

# 1 0

## UNVEILING AGENCY: A MOTIVATIONAL PERSPECTIVE ON ACCULTURATION AND ADAPTATION 213

### MICHELLE GEZENTSVEY AND COLLEEN WARD

# 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

# 12

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

### BERTRAM F. MALLE

# 13

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

### BERTRAM GAWRONSKI, KURT R. PETERS, AND FRITZ STRACK

# 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

# 15

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

### DENIS J. HILTON AND JAMES H. LIU

# 16

## MOTIVATED EXPRESSION OF SELF-ESTEEM ACROSS CULTURES   369

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

# 17

## CULTURE, NARRATIVE, AND HUMAN AGENCY   393

YOSHIHISA KASHIMA, KIM PETERS, AND JENNIFER WHELAN

# 18

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

JUSTIN D. LEVINSON

# 19

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

### EMIKO S. KASHIMA

# 20

## VALUES AND SOCIAL AXIOMS   471

### KWOK LEUNG AND FAN ZHOU

# 21

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

### UICHOL KIM AND YOUNG-SHIN PARK

# 22

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

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

# 23

## CULTURE, EMOTION, AND MOTIVATION   541

### DAVID MATSUMOTO AND JESSIE WILSON

# PART III

## MEASUREMENT   565

# 24

## MEASURING COGNITION AND MOTIVATION ACROSS CULTURAL GROUPS   567

### RON FISCHER AND VIVIAN MIU-CHI LUN