



## The Capacity for Self Direction: 245-67 (Classic Reprint) (Paperback)

By Sara K Winter

Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*. Excerpt from The Capacity for Self Direction: 245-67 This study compares self-descriptive essays written by business-school students who were subsequently successful (N=13) and unsuccessful (N=11) in attaining personal change goals during semester-long self-analytic groups, using a new method for self-directed behavior change. Content analysis comparisons of the two groups revealed three significant differences: (a) High-change subjects more frequently stated goals with implicit recognition that the goal had not yet been attained; (b) Low-change subjects more frequently described themselves with little recognition of alternate possibilities; (c) Low-change subjects were higher in tentativeness and uncertainty about themselves ( identity diffusion ). These findings were then cross-validated in a second sample of students who were successful (N=9) and unsuccessful (N=22) in reaching their change goals. The results are interpreted as suggesting that successful self-directed personal change is motivated by awareness of the cognitive dissonance which is created when an individual commits himself to a valued goal that he sees as different from his present behavior. The low-change subject is one who does not create cognitive dissonance in the process of...



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