

Value of Failure

Students Course

Module 6: Coping with failure

Module 6: Coping with failure

Content

1. The self
2. Principles of self-perception
3. Self-presentation

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1. The self

- **Goals and Expectations:** Have you met your goals in the past?
 - **Looking back:**
 - Did you have a detailed plan in the past?
 - Did you achieve your goals?
 - What was different from what you expected?
 - If you could do something differently...
 - what would it be?
 - why would you like to change it?

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1. The self

- **Goals and Expectations:** What are your goals and expectations?
 - **Looking back:**
 - What are your goals
 - What do you want to achieve...
 - this semester?
 - for the year?
 - in the next 5 years?
 - What are your expectations about your achievements?

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1. The self

- **The self:** Concepts, schemas and possible selves
 - **Definitions:**
 - **Self-concept:** an organized collection of beliefs about the self
 - **Self-schemas:** the self-concept is composed of various self-schemas, or beliefs about the self
 - These beliefs include
 - » personality traits
 - » abilities
 - » physical features
 - » values
 - » goals
 - » social roles
 - **Possible selves:** refer to one's conceptions about the kind of person one might become in the future

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1. The self

- **The self:** Self-perceptions and self-discrepancies
 - **Important terms to understand:**
 - **Self-perceptions:** Individuals have the following self-perceptions
 - **Actual self:** Qualities people think they **actually** possess
 - **Ideal self:** Qualities people **would like** to have
 - **Ought self:** Qualities people think they **should** possess
 - **Self-discrepancies:** Mismatch between the actual, ideal, and/or ought self
 - Self-discrepancies can have various effects:
 - » “actual self” falls short of the “ideal self” → dejected and sad
 - » “actual self” falls short of the “ought self” → irritable and guilty

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1. The self

- **The self:** Effects of self-discrepancies

- **Effects:**

- According to E. Tory Higgins (1989), discrepancies between actual and ideal selves produce disappointment and sadness, whereas discrepancies between actual and ought selves result in irritability and guilt. Such self-discrepancies can make individuals vulnerable to more serious psychological problems, such as depression and anxiety-related disorders



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1. The self

- **The self:** Factors shaping the self-concept
 - **Festinger's social comparison theory:**
 - Festinger's (1954) social comparison theory states that we compare ourselves with others in order to assess and/or improve our abilities
 - A reference group is a set of people who are used as a gauge in making social comparisons
 - If we want to improve, we choose reference groups of superior quality
 - If we want to bolster self-esteem, we choose inferior groups
 - Usually, our self-perceptions are distorted in a positive direction
 - Feedback from others is important in balancing our own observations

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1. The self

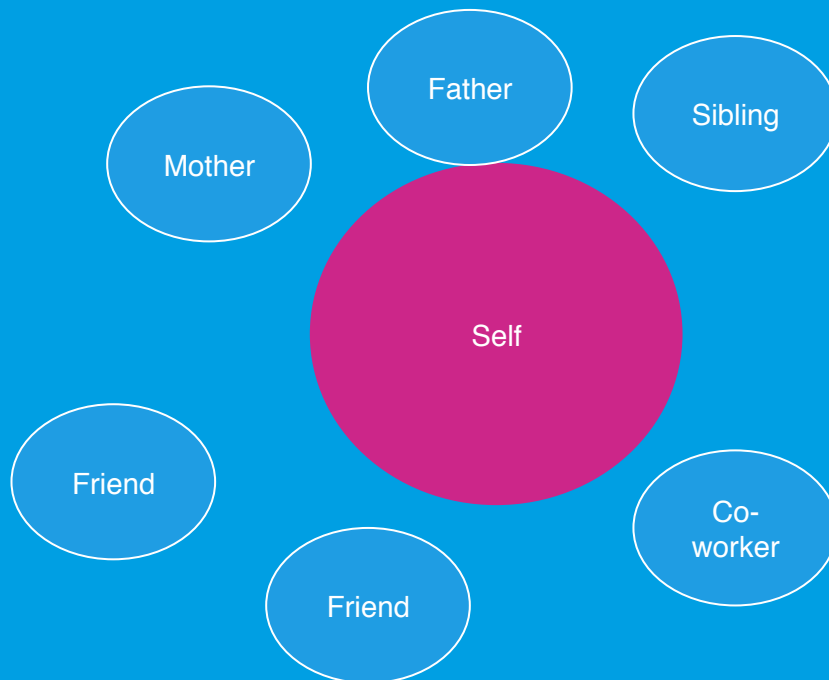
- The self: Factors shaping the self-concept (continued)
 - Festinger's social comparison theory:
 - Social context
 - We may view ourselves more, or less, critically, depending on the situation
 - Cultural values and self-concept
 - Cultural values
 - In cultures that value identity is defined more in terms of personal attributes
 - In cultures that value identity is defined more in terms of the groups one belongs to
 - People raised in individualistic cultures
 - » Have an independent view of the self
 - » View themselves as unique, self-contained, and distinct from others
 - People raised in collectivist cultures
 - » Have an interdependent view of the self
 - » View themselves as more connected to others

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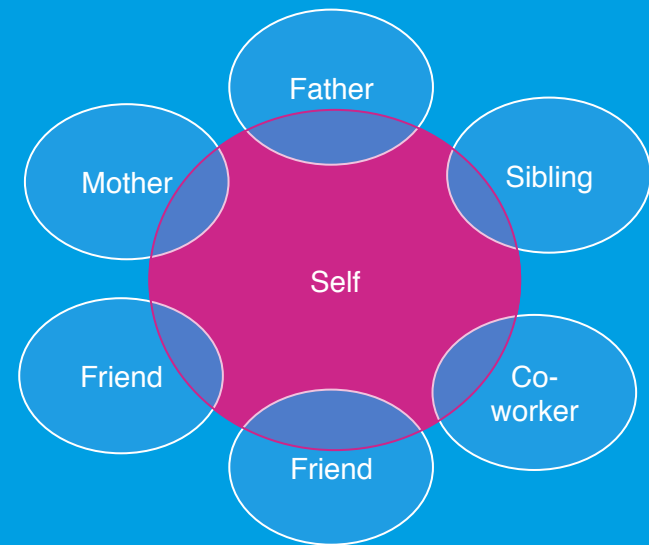
1. The self

- The self: Factors shaping the self-concept (continued)
 - Independent and interdependent views of the self

Independent self-system



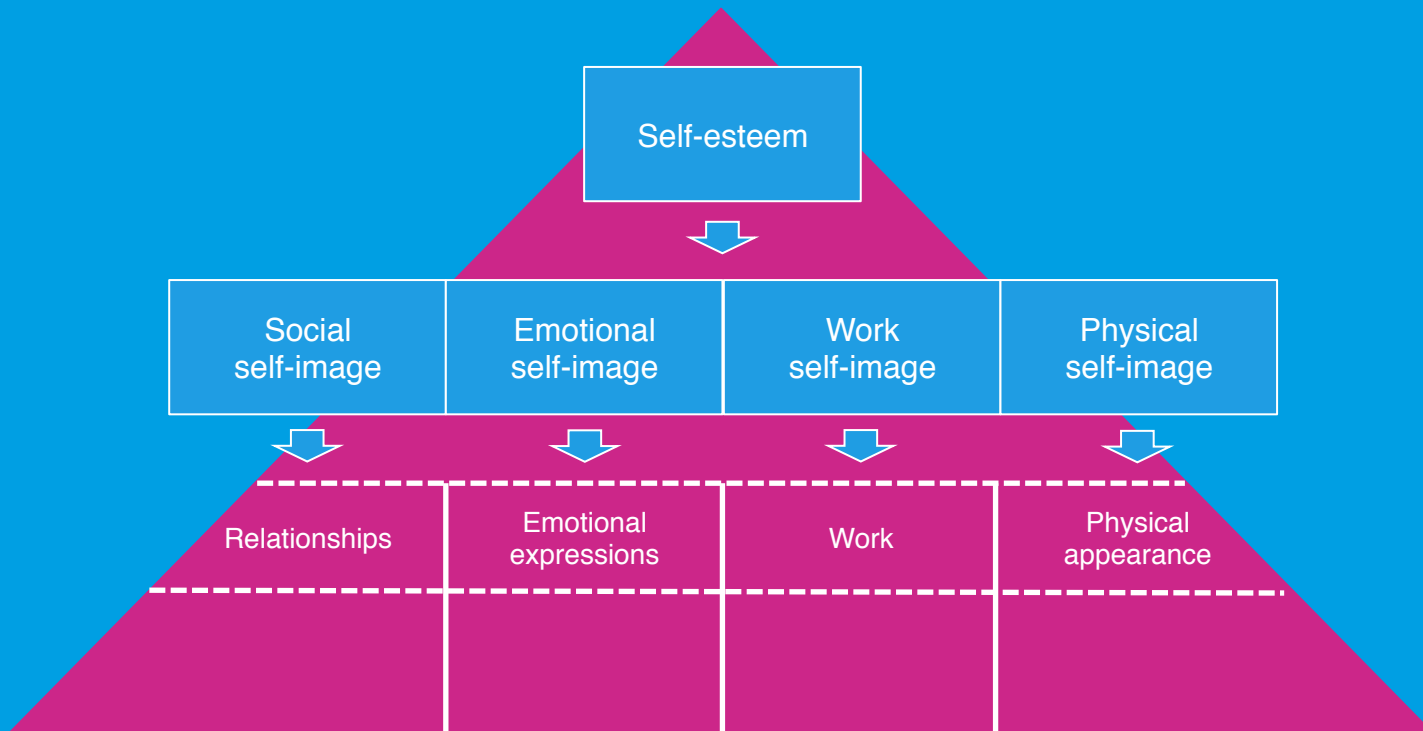
Interdependent self-system



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1. The self

- Self-esteem: What affects the view on ourselves?
 - The structure of self-esteem



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1. The self

- **Self-esteem: What affects the view on ourselves? (continued)**
 - **Self-esteem and adjustment**
 - Self-esteem is strongly and consistently connected to happiness
 - People with high self-esteem also feel more likeable and attractive, have better relationships, and make better impressions on others
 - People with high self-esteem persist longer in the face of failure and cope better with setbacks
 - **Self-esteem is not linked to achievement**

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2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves?
 - **Processes of self-perception**
 - Cognitive processes affect the ability to maintain a view of the self
 - Two different types of processes are at work:
 1. **Automatic processing** – default mode in which we handle information without much deliberate decision-making (e.g., going through our morning routine)
 2. **Controlled processing** – active thinking required for important decision-making and analysis

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2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves?
 - **Self-attributions**
 - inferences that people draw about the causes of their own behaviour
 - Three key dimensions of attributions:
 1. Whether they are internal or external.
 - » **Internal attributions** – ascribe the causes of behaviour to personal dispositions, traits, abilities, and feelings
 - » **External attributions** – ascribe behaviour to situational demands
 2. Whether they are stable or unstable.
 - » **Stable attributions** – the cause of behaviour is unlikely to change over time
 - » **Unstable attributions** – the cause of behaviour is variable, or subject to change
 - » This dimension interacts with the internal-external one and yields four types of attributions about success and failure
 3. Whether they are controllable or uncontrollable
 - » This dimension simply considers whether or not the individual has any control over the behaviour

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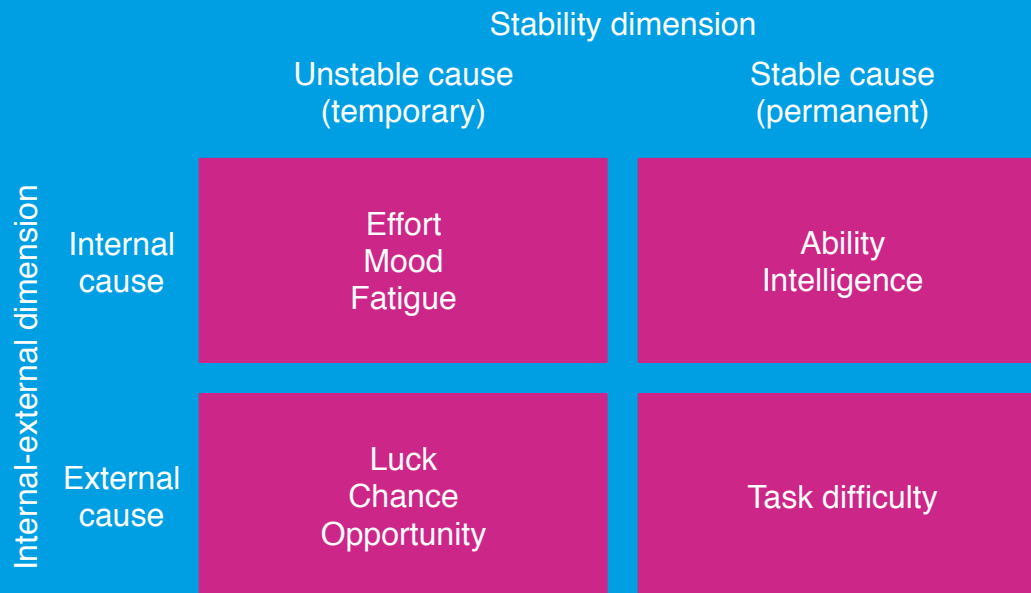
2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves? (continued)
 - **Self-attributions**
 - Weiner's model assumes that people's explanations for success and failure emphasize internal versus external causes and stable versus unstable causes
 - Example:
 - » if you attribute an outcome to great effort or to lack of effort, you are citing causes that lie within the person
 - » Since effort can vary over time, the causal factors at work are unstable

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2. Principles of self-perception

- Self-perception: What changes the view on ourselves? (continued)
 - Self-attributions



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2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves? (continued)
 - **Explanatory style**
 - Explanatory style – refers to the tendency to use similar causal attributions for a wide variety of events in one's life
 - People who use an optimistic explanatory style attribute setbacks to external, unstable, and specific factors.
 - People who use a pessimistic explanatory style attribute setbacks to internal, stable, and global factors

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2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves? (continued)
 - Effects of attributional style on expectations, emotions and behaviour



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2. Principles of self-perception

- **Self-perception:** What changes the view on ourselves? (continued)
 - **Motives of self-understanding**
 - Four motives guide self-understanding:
 1. **Self-assessment:** desire for truthful information about oneself
 2. **Self-verification:** preference for feedback that matches our self-view
 3. **Self-improvement:** looking to successful others in order to improve ourselves
 4. **Self-enhancement:** desire to maintain positive feelings about oneself

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2. Principles of self-perception

- **Self-perception: What changes the view on ourselves? (continued)**
 - **Methods of self-enhancement**
 1. **Downward social comparison:** a defensive tendency to compare oneself with someone whose troubles are more serious than one's own
 2. **Self-serving bias:** tendency to attribute one's successes to personal factors and one's failures to situational factors
 3. **Basking in reflected glory:** tendency to enhance one's image by publicly announcing one's association with those who are successful
 4. **Self-handicapping:** tendency to sabotage one's performance to provide an excuse for possible failure

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2. Principles of self-perception

- **Self-regulation:** How we control our behaviour?
 - **Definitions**
 - **Self-regulation:** the process of directing and controlling one's behaviour
 - According to the ego depletion model, people have a limited amount of self-control
 - » Example: if you successfully resist temptation to indulge yourself with sweets today, it is more difficult to do so tomorrow
 - **Self-efficacy:** one's belief about one's ability to perform behaviours that should lead to expected outcomes
 - Self-efficacy is important to healthy adjustment
 - » Self-efficacy can be learned and changed
 - » This is important to adjustment because increasing self-efficacy is beneficial to one's physical and mental health

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2. Principles of self-perception

- Self-regulation: How we control our behaviour? (continued)
 - Sources of self-efficacy
 - Self-efficacy can be developed and usually comes from four sources:
 1. Mastery experiences
 - » Learning new skills increases self-efficacy
 - » It is especially important to persist in the face of mistakes or failure
 2. Vicarious experiences
 - » watching others to learn a new skill
 3. Persuasion and encouragement
 4. Interpretation of emotional arousal
 - » When we try new things, we may become nervous
 - » It is important to attribute this to normal arousal needed to do well, rather than fear

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2. Principles of self-perception

- **Self-regulation: How we control our behaviour? (continued)**
 - **Self-defeating behaviours**
 - **Definition:** seemingly intentional actions that thwart a person's self-interest
 - Three models of self-defeating behavior:
 1. **Deliberate self-destruction**
 2. **Trade-offs**
 - » engaging in short-term, potentially harmful behaviours, in order to pursue healthy long-term goals
 3. **Counterproductive strategies**
 - » persisting in ineffective strategies to achieve a goal

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Content

1. The self
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3. Self-presentation

- **Self-presentation: How others see us (continued)**
 - **Definitions**
 - **Public self:** an image presented to others in social interactions
 - Public selves can vary according to the situation, or role, that people are in. Thus, we have multiple public selves
 - However, adjustment is best when there is considerable overlap, or integration, in the various public selves
 - **Impression management:** usually conscious efforts by people to influence how others think of them
 - Research on impression management has identified the following patterns of behaviour:
 - » People try to make positive impressions when interacting with strangers
 - » People shift toward modesty with those who know them well
 - **Self-monitoring:** the degree to which people attend to and control the impressions they make on others
 - High self-monitors
 - » are more concerned about making favourable impressions and are good at interpreting what others see
 - Low self-monitors
 - » are more likely to express their true feelings or attitudes

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3. Self-presentation

- **Self-presentation: How others see us (continued)**
 - **Impression management strategies**
 - Impression management strategies include
 1. **Ingratiation**
 - » behaving in ways to make oneself likeable to others
 2. **Self-promotion**
 - » accenting your strong points in order to earn respect
 3. **Exemplification**
 - » demonstrating exemplary behaviour in order to boost your integrity or character
 4. **Negative acknowledgment**
 - » admitting your flaws
 5. **Intimidation**
 - » using physical or emotional threats to get what you want from others
 6. **Supplication**
 - » acting weak or dependent in order to get favours from others

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3. Self-presentation

- **Building self-esteem: How to change your personal self (continued)**
 - **Guidelines to build self-esteem**
 - Seven guidelines for building self-esteem:
 1. **Control your self-image**
 - » You can change your self-image to a more positive one
 2. **Learn about yourself**
 - » People with low self-esteem don't know as much about themselves as do those with high self-esteem
 3. **Set your own goals**
 - » Don't let others set your goals
 4. **Recognize unrealistic goals**
 - » It's ok not to try everything. Do the things that can be done
 5. **Modify negative self-talk**
 - » Remember to use an optimistic explanatory style when confronting successes and failures
 6. **Emphasize your strengths**
 7. **Approach others with a positive outlook**

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Learned

- What we discussed today
 - how we our “self” works
 - self-perception
 - how we present ourself
- Thank you for your attention

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