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Volition and Personality: Action Versus State Orientation

Julius Kuhl

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Volition and Personality: Action Versus State Orientation Julius Kuhl
This text presents a new approach to analysing human behaviour. The fundamental concept is to focus on how people link motivation with action, and why they do or do not stick with their original intentions. The studies included here attempt to separate people into two groups: state-oriented individuals who focus under stress on the past, present or future states, rather than options available for action; and action-oriented individuals who focus under stress on action alternatives. The experiments which were performed include ones analysing the memory mechanisms that underlie the rigid versus flexible maintenance of intentions. Also discussed are studies in which the new scale system has been applied to phenomena such as helplessness, depression, alienation, procrastination, self-regulation, decision making and athletic performance. This book will be of interest to both behavioural and cognitive psychologists, and specialists in sports as well as aviation psychology. In the latter case, for example, neurological tests can be applied in connection with the fundamental concepts of this book in an effort to predict pilot skill. The approach explained in great detail here has also provided the framework for a number of computerized psychological assessment instruments.

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