

W6, Elliot and Harackiewicz (1994)

True/False Choice Questions

1. The main hypothesis of the study is that

- A. Performance goals are not bad
- B. Mastery goal is always better
- C. It depends

2. **Achievement orientation** leads to individual differences in

- A. avoiding social comparison and comparative information
- B. seeking social comparison and comparative information

3. Which of the following statements is true according to this study?

- A. Mastery (learning) goal is always better, though performance goals sometimes can work for some individuals
- B. Overall performance goals do not have detrimental effects
- C. For some individuals mastery goals are better and for others performance goals are better

4. The implications of the findings are that

- A. Competition can interfere with one's performance and motivation
- B. Competition is a good motivator
- C. Competition is good as long as it makes the task appear more important and helps gear up effort to outperform others

Impetus and concepts of the Study

What is the main research question? (p. 970)

The moderation hypothesis:

Individual diff in achievement orientation



Goal condition → Intrinsic motivation

Questions

How Mastery vs. Performance Goals are manipulated (p. 971 on “goal manipulation)?

What is Achievement Orientation (need for achievement) and how was it measured?

What is Perceived Competence and how was it measured?

What is “Competence Valuation” and how was it measured?

How was “Task Involvement” measured?

How was “Intrinsic motivation” measured?

Focus

Moderation vs. mediation (p. 976)

Conclusion

Goal orientation (mastery vs. performance) and

Individual differences