

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 setting personal goals, either (a) because the goal is imperfectly differentiated from present behavior; or (b) because he can tolerate an unusually great amount of internal self-contradiction without experiencing dissonance. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at www.forgottenbooks.com This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the original format whilst repairing imperfections present in the aged copy. In rare cases, an imperfection in the original, such as a blemish or missing page, may be replicated in our edition. We do, however, repair the vast majority of imperfections successfully; any imperfections that remain are intentionally left to preserve the state of such historical works.

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