

## Journal of cross-cultural psychology

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### Abstrak

the main claim of the present study is that regulatory focus (i.e., promotion vs. prevention orientation) is an important explanatory variable of cross-cultural differences in actual and self-reported achievement related behaviors and preference, which include a component of autonomy. its adds explained variance in behaviors above and beyond beyond that of individualism/collectivism (I/C), and mediates the relations between I/C and behavior. three studies are reported, the first compared israeli jews and arabs on minimal incitiation (n=255), the second compared israeli jews and japanese on creativity (n=92), and the third compared swiss, mexican, and indonesian samples on preference for mastery goals in education (n=488). all three studies demonstrated the ability of regulatory focus scales to distinguish between cultures and to serve as meaningful predictors of actual and self reported achievement related behaviors. the measured I/C scales were found to be less relevant to behavior prediction than was regulatory focus. in most studies, regulatory focus scales mediated the relations between some of the I/C scales and behavior. the diversity of the measured behaviors and cultures supports the ecological validity of the findings.;the main claim of the present study is that regulatory focus (i.e., promotion vs. prevention orientation) is an important explanatory variable of cross-cultural differences in actual and self-reported achievement related behaviors and preference, which include a component of autonomy. its adds explained variance in behaviors above and beyond beyond that of individualism/collectivism (I/C), and mediates the relations between I/C and behavior. three studies are reported, the first compared israeli jews and arabs on minimal incitiation (n=255), the second compared israeli jews and japanese on creativity (n=92), and the third compared swiss, mexican, and indonesian samples on preference for mastery goals in education (n=488). all three studies demonstrated the ability of regulatory focus scales to distinguish between cultures and to serve as meaningful predictors of actual and self reported achievement related behaviors. the measured I/C scales were found to be less relevant to behavior prediction than was regulatory focus. in most studies, regulatory focus scales mediated the relations between some of the I/C scales and behavior. the diversity of the measured behaviors and cultures supports the ecological validity of the findings.;the main claim of the present study is that regulatory focus (i.e., promotion vs. prevention orientation) is an important explanatory variable of cross-cultural differences in actual and self-reported achievement related behaviors and preference, which include a component of autonomy. its adds explained variance in behaviors above and beyond beyond that of individualism/collectivism (I/C), and mediates the relations between I/C and behavior. three studies are reported, the first compared israeli jews and arabs on minimal incitiation (n=255), the second compared israeli jews and japanese on creativity (n=92), and the third compared swiss, mexican, and indonesian samples on preference for mastery goals in education (n=488). all three studies demonstrated the ability of regulatory focus scales to distinguish between cultures and to serve as meaningful predictors of actual and self reported achievement related behaviors. the measured I/C scales were found to be less relevant to behavior prediction than was regulatory focus. in most studies, regulatory focus scales mediated the relations between some of the I/C scales and behavior. the diversity of the measured behaviors and cultures supports the ecological validity of the findings.

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