

## Goal and Self control

**(Bold and italics are concepts that I predict Robert Smith will ask on the test)**

### A. Goal setting

*Why do we set goal?*

- direct attention
- increase effort and interest, perseverance
- increase planning
- judge satisfaction

Goal motivation and progress

→ have high motivation but will gradually wear out

→ when closer to the finishing point, people will have higher motivation (goal gradient hypothesis)

( U-shaped curve)

- When to set goal?
  - new start
  - temporary landmark
  - measure predictions

Key of goal setting: ***SMART***

i) Specific

- implementation process:
- goal intention: specify endpoints
- ***implementation intention: specify when, where, and how***
- recognize opportunities and automate response

ii) Measurable

Why?

- ***Mere measurement effect***: measure predictions or intentions changes behavior

iii) Attainable

iv) Relevance

How?

- public commitment
- set personal goal
- extrinsic incentives?

***What is the potential problem of extrinsic incentives***

v) Time-bound

- refer to specific in time

## **B. Self- Control**

### 1) Terminology

- self-control: voluntary regulation of behavior, emotional and attentional resources
- self-control dilemma: having a long term goal but a short term temptation interferes with it

### 2) Nature

- *ego depletion (self-control is like a muscle, which has limited strength)*

- *What are the consequences of ego depletion?*

- reduce ability to resist temptation or persevere
- negative emotions
- difficult decision making
- no self reflections
- reduce ability to help others

### 3) Self-control influences and strategies

- make goal pursuit a habit (implementation intentions)
- trust early decisions
- avoid temptations
- controlling thoughts and remind long term goal/ feel connected to future self
- *grit (tendency to retail interest and actions towards long term goal)*

#### *How to improve grit?*

- correct maladaptive belief

e.g. intelligence is not fixed, frustration and confusion are not the reason to quit, mistakes should not be avoided

- use pleasure as reward

→ more motivation toward goals and enjoyment of indulgences

### **Challenging Questions to think about:**

1) In SMART, we say goal has to be attainable, with a moderate to difficult effort to accomplish.

Then what happens if goal is unattainable?

*Hint: Recall Motivation III: subconscious Chapter. How is that related to frustration?*

2) What kind of needs do setting goals help to fulfill?

- Physiological need
- Safety needs
- Belongingness needs
- Love needs
- Self-actualization needs*

3) Why is the goal have to be measurable? *Hint: recall one function of goal setting is to evaluate whether we reach the standard of judging satisfaction*