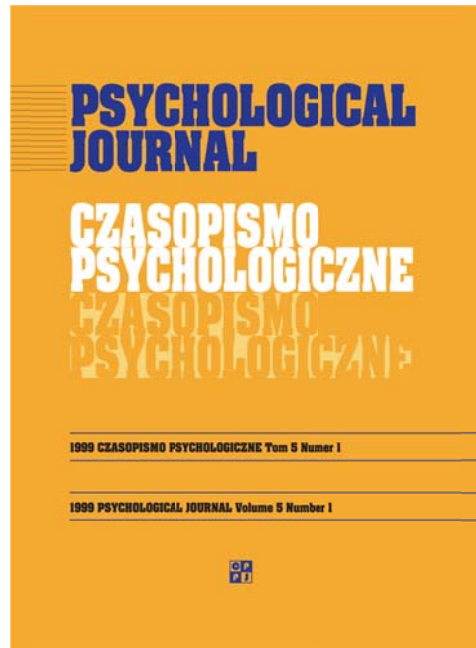


LIST OF ARTICLES IN CZASOPISMO PSYCHOLOGICZNE – PSYCHOLOGICAL JOURNAL (CPPJ)

1999



1999 VOLUME 5 (1)

- 7-30 *Christopher Peacocke*, Magdalen College, Oxford
Treść, obliczanie i eksternalizm
 CONTENT ACCOUNTING, AND EXTERNALISM
Key words: content accounting, and externalism
- 31-41 *Zdzisław Chlewiński*, Katedra Psychologii Eksperymentalnej, Katolicki Uniwersytet Lubelski
Jerry'ego Fodora poszukiwanie natury pojęć
Jerry Fodor's searching for the nature of concepts
 In psychology, there are numerous issues arousing theoretical controversies that stem either from psychological research or from investigations into cognitive science. J. Fodor, an adherent of the representational theory of the mind, treats concepts as the least complex of the psychological beings that show both representational and causal properties. The classical theory of concepts (according to Aristotle or Hume) differs significantly from the contemporary theories – pragmatic in character – of concepts. According to Fodor, what constitutes the difference between both approaches is the "way" in which the notion of concept is constructed. Classical views establish first what the concept is and then what it means to possess this concept; in pragmatic theories, however, these two processes are reversed. This paper presents an analysis of basic theories of concepts in different versions of pragmatism. Fodor's arguments against the explanatory power of specific theories of concepts were specially stressed. All notions of concepts provoke serious theoretical controversies, which may have implications for both the basis of the theory of concepts and cognitive science.
Key words: cognitive science, concepts, Fodor, theory of mind
- 43-54 *Alina Kolańczyk*, Instytut Psychologii, Uniwersytet Gdański, Gdańsk
Świadomość afektu w procesie psychicznym
 AWARENESS OF AFFECT IN A PSYCHOLOGICAL PROCESS
 Affect participates in consciousness as a feeling of pleasure or annoyance connected with bodily sensations. In neo- Jamesian approach, consciousness is treated as a "stream" of meanings dependent on attention and working memory. The statement that conscious meanings always involve awareness of bodily changes have been supported by neuro-psychological researches. Central and peripheral awareness of affect are distinguished. Focusing one's attention on affective changes leads to the experience of emotion. However, when bodily sensations are in the background of thinking, affect may cause a) temporary biased evaluations b) inclusion of affective conditional reactions into the process of thinking. The mechanisms of those processes are discussed as well as suggestions of possible empirical verification.
Key words: awareness, affect, memory
- 55-68 *Czesław Nosal, Beata Bajcar*, Instytut Organizacji i Zarządzania, Politechnika Wroclawska, Wrocław
Czas w umyśle stratega: perspektywa temporalna a wskaźniki zachowań strategicznych
TIME IN A STRATEGIST'S MIND: TEMPORAL PERSPECTIVE AND INDICES OF STRATEGIC BEHAVIOUR
 This article introduces a cognitive model of strategic behaviour in a large-context important temporal perspective. The empirical part of the article presents the results of a path analysis which show casual influences on the indices of strategic behaviour and temporal dimensions. In the space of temporality three factors are enumerated: temporal organization of action, time perspective and time pressure; these factors account for 74% of total variance. In the structure of strategic behaviour four factors are distinguished: strategic planning,

global look on action, goals perseverance and action passivity; these factors account for 71% of total variance. A path analysis shows a model of complex causality between the factorial structure of strategic behaviour and individual style of time perception, which generate both personal time perspective and style of purposive activity planning.

Key words: strategist's mind, time, strategic behaviour

Edward Nęcka, Szkoła Wyższa Psychologii Społecznej, Warszawa

69-76

Postawy wobec twórczości w miejscu pracy

ATTITUDES TOWARDS CREATIVITY AT THE PLACE OF WORK

The paper presents empirical studies on attitudes towards creativity at the place of work. Participants employed by six Polish companies and institutions filled in a questionnaire, which allowed to extract two factors: 1) "creativity at the place of work is important and enjoyable", and 2) "there is no time for creativity at the place of work". A three-factor solution was also discussed, with an attitude labeled: "creativity is bizarre, albeit sometimes useful". The data suggest that positive attitudes towards creativity at the place of work are typically found in employees who are younger, have short career history, and regard themselves as creative and happy. It has also been found that companies and institutions differ in attitudes towards creativity demonstrated by their employees. The paper ends with conclusions concerning some possibilities of practical use of the questionnaire of attitudes towards creativity at the place of work.

Key words: creativity, attitudes, work place

Andrzej Falkowski, Katedra Psychologii Eksperymentalnej, Katolicki Uniwersytet Lubelski

77-89

Stalność percepcji, analogia i odkrycie naukowe

PERCEPTUAL CONSTANCY, ANALOGY, AND SCIENTIFIC DISCOVERY

The paper discusses the historical approach to the growth of scientific knowledge in the perspective of cognitive psychology. It shows how to use research on perception, categorization and analogy to analyze the historically oriented philosophy of science. Therefore, an interpretation of ecological notions, such as meaningful environment, affordances, and invariants under transformation, has been carried out in the theory of growth of knowledge. It is known from research into ecological psychology that in some environments the similarity between perceptual objects or the analogy between complex events allowing problems to be solved is perceived while in others it is not. Consequently, research on the growth of scientific knowledge in the ecological context would allow us to reveal those properties of the environment which facilitate or prevent the process of perceiving the similarities constituting a substantial part of scientific discovery.

Key words: perceptual constancy, analogy, scientific discovery

Robert Mackiewicz, Katedra Psychologii Eksperymentalnej, Katolicki Uniwersytet Lubelski, Lublin

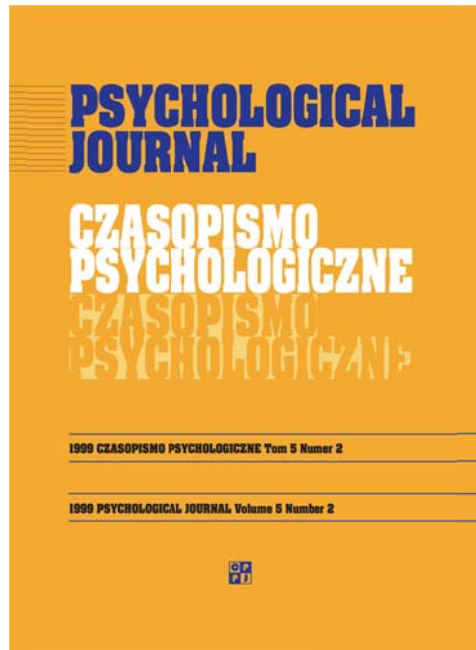
91-99

Iluzoryczne wnioskowania – czyli o zaskakujących konsekwencjach „teorii modeli umysłowych”

ILLUSORY INFERENCES, OR THE SURPRISING CONSEQUENCES OF THE MENTAL MODEL THEORY OF REASONING

The aim of this paper is to present two competing theories of reasoning: the mental logic theory and the mental model theory. According to the mental logic theory, mind is a syntactic device, and mental processes are governed by a set of rules which are equivalent to those known from classical logic. On the other hand, the mental model theory claims that mind works on semantic principles, building mental models of the premises and drawing inferences based on what is represented in such models. One of the results of this process is the existence of specific reasoning "illusions". This paper presents such "illusory inferences" as well as the situations in which they are suppressed. Finally, the place of illusory inferences in building the algorithmic theory of mind and the rationality debate is dealt with.

Key words: illusory inferences, surprising consequences, mental model, theory of reasoning



1999 VOLUME 5 (2)

Marek Kowalczyk, Instytut Psychologii, Uniwersytet im. Adama Mickiewicza, Poznań

- 109-127** **Efekt pogorszenia pamiętania treści związanych z wymogami problemu a hipoteza przedświadomej selekcji pomysłów**
 IMPAIRED MEMORY FOR PROBLEM-DEMANDS RELATED MATERIAL AND THE HYPOTHESIS OF PRECONSCIOUS SELECTION OF SOLUTION IDEAS

In a former experiment by the author, subjects solved a simple divergent problem, performing an ostensibly unrelated speeded classification task concerning each of a series of nouns, and finally free-recalled the nouns. Some of the words corresponded to certain demands of the problem. It was found that the recall of these words was impaired relative to control words/conditions. Three experiments were performed to examine the effect. In Experiment 1, a word stem completion task replaced classification and surprise recall tasks; in Experiment 2, encoding of words preceded solving the problem and not followed it. Neither relative frequencies of problem-related completions in Experiment 1, nor recall scores for problem-related words in Experiment 2 showed any effect of problem solving on the performance. Experiment 3 replicated the finding of impaired recall with another classification task following problem solving. The effect was much stronger in male than in female subjects; furthermore, females showed impaired recall of words that immediately followed problem related words in the classification task. The results suggest that impaired recall of problem-related words is due to inhibitory defense against task-irrelevant processing they cause in the classification task, and impaired recall of neighboring words results from lack or inefficiency of that inhibition. The results do not support the hypothesis of preconscious selection of solution ideas, which inspired the present line of research.

Key words: impaired memory, preconscious selection, solution ideas

Sławomir Śpiewak, Instytut Psychologii, Uniwersytet Jagielloński, Kraków

- 129-139** **Wpływ bodźców supra- i subliminalnych na efekt interferencji w zadaniu Stroopa**
 THE INFLUENCE OF SUPRA- AND SUBLIMINAL STIMULI ON INTERFERENCE EFFECT IN THE STROOP TASK

The purpose of the two experiments described in this paper was to check the influence of supra- and subliminal stimuli on selective attention. The procedure aimed at modification of the magnitude of interference effect in the Stroop task by the use of priming stimuli that might be either congruent or incongruent with the meaning or color of the Stroop words. The results indicate no influence of the subliminal primes (15 ms) on the magnitude of interference effect, whereas the supraliminal primes (450 ms) slowed down the participants' responses, regardless of their congruence. The results thus confirmed the hypothesis that the stimuli presented below the threshold of consciousness differ in their consequences for human behaviour from the stimuli presented above this threshold. However, no influence of subliminal stimuli on the system of attention could be observed in this study.

Key words: subliminal stimuli, interference effect, Stroop task

Magdalena Śmieja, Instytut Psychologii, Uniwersytet Jagielloński, Kraków

- 141-152** **Trójwymiarowy model inteligencji społecznej**
 THREE-DIMENSIONAL MODEL OF SOCIAL INTELLIGENCE

The article deals with social intelligence viewed as a three-dimensional ability. The first dimension – decoding – is concerned with a process of noticing and interpreting relevant stimuli coming from social context. The second dimension – planning – involves creating behavioral strategy in previously decoded situation. The third dimension – performance – refers to monitoring and cognitive control over the execution of the plan. A new method to examine social intelligence was designed on the basis of the three-dimensional model. The results indicate high correlations between the three dimensions, which suggest uniformity of social intelligence. However, correlations between the indicators of social intelligence and the sociometric test (adopted as a criterion of social competence) proved to be of low value and mostly insignificant.

Key words: social intelligence, behavioral strategy, uniformity

Iwona Soltysińska, Instytut Psychologii, Uniwersytet Jagielloński, Kraków

153-164 **Wpływ dobowych zmian poziomu pobudzenia na wykonanie zadania poznawczego**

THE INFLUENCE OF CIRCADIAN RHYTHMS OF AROUSAL ON COGNITIVE PERFORMANCE

According to Nęcka's (1994) theory of intellect, the influence of arousal on cognitive functioning depends on the level of intelligence. Less intelligent people are expected to be more dependent on the fluctuations of arousal, whereas more intelligent people are hypothetically less dependent on such fluctuations. In the present study, this assumption has been verified through the measurement of circadian rhythms of arousal and their influence on cognitive task performance. The task designed for this study allowed to manipulate with the extent to which either working memory or attention was engaged. The data suggest that the time of day influences cognitive performance only in interaction with personality-related arousal, connected with the dimension of extroversion. As to intelligence, high IQ participants appeared less susceptible to arousal influences than less intelligent ones. Thus, the results confirmed the theoretical predictions only in part.

Key words: circadian rhythms, arousal, cognitive performance

Zofia Wodniecka, Instytut Psychologii, Uniwersytet Jagielloński, Kraków

165-176 **Potrzeba stymulacji a funkcjonowanie uwagi wzrokowej**

NEED FOR STIMULATION AND EFFICACY OF THE VISUAL ATTENTION SYSTEM

The study was designed to test a theoretical prediction that extroverts and sensation seekers demonstrate better functioning in a visual selective attention task, as compared to introverts and people characterized by low sensation seeking tendency. Such a difference should be particularly visible if an attention task is demanding in terms of its complexity and speed of stimuli presentation. In order to test this prediction, 100 high school participants, differing in sensation seeking and extroversion, were given a difficult version of the selective attention task. Results did not clearly confirm the predictions, because there were no differences between the groups differing in personality in reference to intentional functioning. However, interesting results emerged when the IQ was taken into account. Intelligent introverts committed fewer errors in the attention task than less intelligent introverts. As to extroverts, there were no differences associated with intelligence level.

Key words: stimulation, attention system, visual efficacy

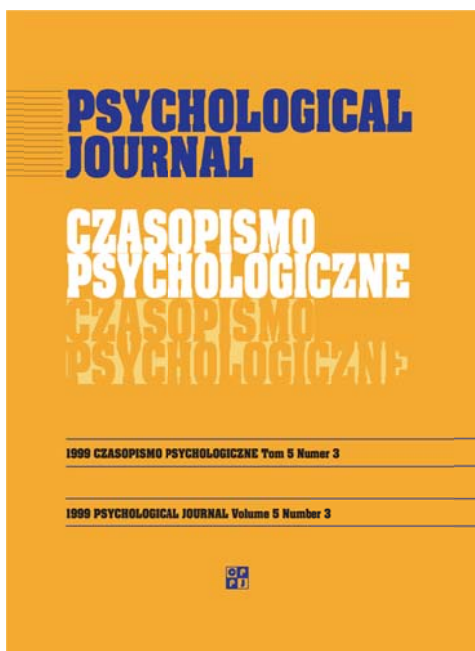
Krzysztof T. Piotrowski, Instytut Psychologii, Uniwersytet Jagielloński, Kraków

177-186 **Zadania konwergencyjne i dywergencyjne a pamięć robocza. Badanie metodą generowania interwałów losowych**

WORKING MEMORY AND CONVERGENT *VERSUS* DIVERGENT TASKS. AN INVESTIGATION WITH THE USE OF THE RANDOM GENERATION OF TIME INTERVALS METHOD

The aim of the study was to find out whether the specificity of a currently solved problem influences the extent to which the central executive of working memory is occupied. It was assumed that the degree of occupation of central executive would be lower in the case of a divergent task compared to a convergent one. It was also hypothesized that central executive would be generally less engaged in the case of more intelligent individuals, regardless of the task condition. The degree to which central executive is currently occupied was assessed through the random generation of time intervals task (RGTI). According to this method, the more occupied one's central executive is the less able one is to generate random sequences of intervals. The results confirmed the first hypothesis: the degree of occupation of central executive was lower in the divergent task condition. The effects of intelligence did not exceed the required level of significance, although they were congruent with the expectations. It also turned out that the extent to which central executive was occupied depended interactively on participants' gender and level of intelligence.

Key words: working memory, tasks, RGTI



1999 VOLUME 5 (3)

Janusz Reykowski, Instytut Psychologii PAN. Szkoła Wyższa Psychologii Społecznej, Warszawa

201-208 **O zmieniającej się roli psychologii w zmieniającym się świecie Referat inauguracyjny na 30 Jubileuszowym Zjeździe PTP**
 PSYCHOLOGY: A CHANGING ROLE IN A CHANGING WORLD

During the last fifty years psychology in Poland has developed as a major theoretical and applied discipline. Especially, we may notice a large increase in number of professionals with MA degree in psychology (from several dozens in fifties to more than 10000 in nineteen's), in demand for psychological services (as manifested in a number and variety of positions offered for psychologists), in social prestige of psychology, in the amount and quality of psychological research etc. There are good reasons to expect that in incoming decades the social demand for psychological services may increase. Such expectations are based on the analysis of the long-term developmental trends characteristic for our civilization. These trends (growing importance of the human factors in the work system, relative decline in the regulatory role of the traditional norms, increase of individualism, increase of appreciation the role of psychological factors in health protection) have common characteristic: they entail a growing importance of psychological knowledge and competence.

Key words: psychology, changing role, changing world

John A. Bargh, New York University

209-256 **Automatyzmy dnia powszedniego**
 AUTOMATICITY OF EVERYDAY LIFE

Since 1960's the explanations of social cognition phenomena based upon the concept of free will and conscious choice have been continuously losing their validity. Massive evidence supports the thesis that some situations may provoke psychological effects without any conscious information processing. In this article a detailed overview of automatic psychological effects on perceptual, evaluational and motivational processes is presented. As both social psychology and automaticity theory and research, are concerned with phenomena that occur whenever certain situational features or factors are in place so the author claims that social psychological effects must be essentially automatic in nature.

Key words: automaticity, everyday life, information processing

Małgorzata Fajkowska-Stanik, Szkoła Wyższa Psychologii Społecznej, Warszawa

257-268 **Polska adaptacja Kwestionariusza Autorytetu Osobistego Systemie Rodzinnym Williamsona, Bray'a, Harvey'a, Malone'a**
 A POLISH ADAPTATION OF PERSONAL AUTHORITY IN THE FAMILY SYSTEM QUESTIONNAIRE BY WILLIAMSON, BRAY, HARVEY, MALONE

The Personal Authority in the Family System Questionnaire (PAFS-Q) is a self-report instrument designed to assess important relationships in a three-generational family system. It operationalizes aspects of current intergenerational theory into psychometric scales for use in research and clinical practice. There are three versions of the PAFS-Q. Version A is for adults with children, B for adults without children, and C for college students without children. The key concepts and behaviours, the so called relational patterns, underlying the PAFS-Q, include: individuation, fusion, triangulation, intimacy, isolation, personal authority and intergenerational intimidation. As the paper shows, the Polish adaptation process of this technique comprised translation and back translation, evaluation of means and standard deviations for each item and construct. The collected data were subject to a variety of statistical procedures in order to establish validity (content and construct) and reliability of each version. One approach to validate the test were factor analyses (EFA and CFA). All the results presented below are satisfactory and comparable with the American findings. The PAFS-Q seems to be a valid and reliable instrument to measure intergenerational patterns of relations. The PAFS-Q might be used in empirical studies involving Polish subjects.

Key words: personal authority, Family System Questionnaire, Polish adaptation

Irena Dzwonkowska, Instytut Psychologii Uniwersytetu Opolskiego, Opole

269-274 **Tolerowanie błędów osób dorosłych i dzieci a charakterystyka negatywnych konsekwencji**

TOLERANCE FOR MISTAKES MADE BY ADULTS AND CHILDREN AND THE CHARACTER OF NEGATIVE CONSEQUENCES

Tolerance attitude toward a perpetrator's mistake is one of factors forming interpersonal relations. This article is concerned with the problem of some situational conditions of tolerance attitude toward a human mistake. It shows the results of an experimental investigation with an analysis of variance. It emphasizes the fact that tolerance attitude toward a human mistake depends of the observer's gender, the characteristics of the victim, the perpetrator's age and the kind of mistake consequence. Women's tolerance attitude toward somebody's mistake is higher than men's. A situation when a child is the victim of the perpetrator's action is the cause of a more intolerant observer's attitude than some situations with another kind of victim. Sometimes a child's action evokes a more tolerant attitude, but sometimes an adults mistake is more tolerable. The results of the investigation are also discussed.

Key words: adults mistake, children tolerance,

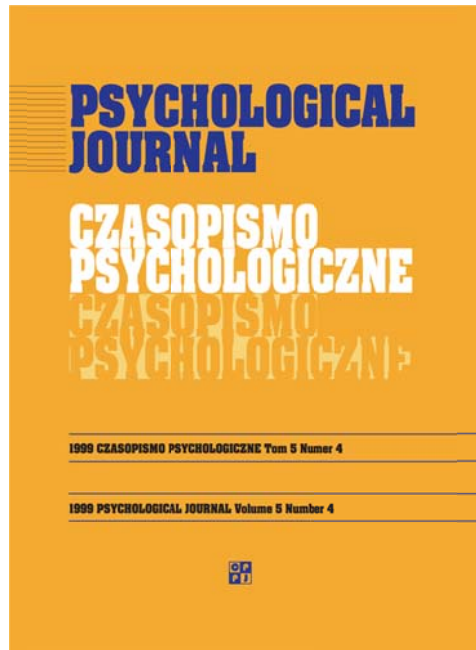
Oleg Gorbaniuk, Katedra Psychologii Eksperymentalnej, Instytut Psychologii KUL, Lublin

275-280 **Struktura czynnikowa postaw wobec reklamy telewizyjnej**

FACTOR STRUCTURE OF CONSUMER ATTITUDES TOWARD TV ADVERTISING

358 Ss from the general population in Poland (mean age 44.89 yrs; 49.47% males and 50.53% females) completed a mail questionnaire containing statements about TV advertising. A varimax factor analysis yielded a 3-factor solution, including factors of destruction, information/entertainment and persuasion. The results demonstrate that factor structure varies with for the age groups 19-35, 36-50 and 51-80 yrs. An analysis of variance identified significant differences in Ss' perceived TV advertisements across the socioeconomic status, level education and Ss could be classified as zappers and nonzappers.

Key words: advertising, consumer attitudes



1999 VOLUME 5 (4)

Andrzej Falkowski, Ewa Stachiewicz, Instytut Psychologii Eksperymentalnej, Katolicki Uniwersytet Lubelski, Lublin

291-302 **Lojalność wobec marki w aspekcie zachowań konsumentkich: Procedura operacjonalizacji pojęcia**

BRAND LOYALTY REGARDING CONSUMER BEHAVIOUR: THE OPERATIONALIZATION PROCEDURE

The paper discusses operationalization of the brand loyalty concept in the context of psychological conception of attitude. A semantic differential for empirical research was developed to examine 3 brands of the same type of product, one of which was the most frequently purchased. The same differential was used to examine consumer's concept of loyalty as well as his/her self-concept. Then, a method of choice of these brands was used which allowed to determine the preference map based on the multidimensional scaling. The key element of the operationalization procedure was to determine the conformity of the cognitive-emotional dimension with the behavioural dimension. It consisted in explaining in multiple regression equation consumer's distance from the particular brands by 1) the similarity of self-concept to the image of a given brand, 2) the similarity of the loyalty concept to the image of a given brand and by 3) the set to it. The results demonstrated that an important determinant of the choice of the most frequently purchased brand was the similarity of the concept of loyalty to the image of this brand. A subsequent data analysis demonstrated that this brand is – first of all – emotionally close, valuable and distinct.

Key words: consumer behavior, brand loyalty, operationalization procedure

Zbigniew Zaborowski, Instytut Profilaktyki Społecznej i Resocjalizacji, Uniwersytet Warszawski, Warszawa

303-307 **Wpływ społeczny i samoświadomość**

SOCIAL INFLUENCE AND SELF-AWARENESS

The problem of social influences is one of the most important in social psychology. It has a rich tradition, especially in laboratory investigations. Natural experiments of D. Doliński made on the streets of two big cities are connected with D. Bem's theory of autoperception. The subject of Doliński's investigations was the helping behaviour. The author tried to provoke a natural helping behaviour by asking an address information. As a conclusion of natural experiments, the author suggests that a technique of social influence basing on not realized intentions is connected with submission to the next request of giving help. Using his general theory of contents and forms of self-awareness the author critically appreciates the conditions and the results of the experiments and suggests that altruistic motivations were not relevant to the experimental conditions. In these and other experiments in social psychology, the function of composing the structure of contents and forms of self-awareness must be analyzed.

Key words: self-awareness, autoperception, altruistic motivation

Romuald Derbis, Zakład Psychologii, Wyższa Szkoła Pedagogiczna, Częstochowa

309-332 **Wartościowanie pracy a doświadczanie bezrobocia**

VALUATION WORK AND EXPERIENCING OF UNEMPLOYMENT

The aim of the paper is to present the relationship between valuation of work and experiencing unemployment. The research is based on the assumption that the experience connected with lack of work is as diversified as experiencing work itself. There were three questions asked: What factors, and to what extent, determine the place of work in the lives of the unemployed; what position does work occupy among the predictors of happiness of the unemployed; What variables are important in experiencing freedom connected with work? A survey type of investigation was carried out on a representative national group of the unemployed ($N = 2503$). The applied single-question and multi-question scales were concerned with different dimensions: a sense of quality of life, responsibility, freedom of action and the importance of work. MR and ANOVA were used for data processing.

Key words: work valuation, unemployment, happiness

Błażej Smykowski, Instytut Psychologii, Uniwersytet im. Adama Mickiewicza, Poznań

- 333-344 **Wpływ kontaktu z INNYM rówieśnikiem na przekształcenia podstaw organizacji zachowania dziecka w wieku przedszkolnym**
THE IMPACT OF PEER-CONTACT WITH "OTHER" CHILDREN ON THE TRANSFORMATIONS OF THE FOUNDATIONS OF BEHAVIOURAL ORGANISATION AT PRE-SCHOOL AGE

Peer-contacts of pre-school children with "other" children are analyzed from the point of view of the process of psychosocial identity formation and individual's readiness to solidarity with others in adulthood. Erikson's epigenetic plan, Leontiev's differentiation between sense and meaning and Vygotsky's theory of thinking development and the role of developmental crises are the basis for theoretical considerations and empirical questions. Pre-school children, aged 6 years, from integrating (n = 14) and nonintegrating (n = 24) kindergartens were subjects of this study. Research methods were an experiment (some kind of the game) and a short interview with the child. The quality of cooperation with other children was investigated. The results obtained and a statistical analysis show that the integrating kindergarten plays a particular, i.e. stimulating, role, especially towards children with slow development in comparison with peers. On the other hand the specific? Impact of this kind of kindergarten is connected with such children's higher ability to change the content of peer – cooperation pattern.

Key words: peer-contact, others, behavioral organization, pre-school children

Danuta Bocheńska, Instytut Psychologii, Uniwersytet Opolski, Opole

- 345-354 **Rola płci w spostrzeganiu etnicznym**
THE ROLE OF GENDER IN ETHNIC PERCEPTION

A group of 406 Polish university students (210 women and 196 men) described typical representatives of selected ethnic groups, and their typical female and male members. The results indicate an effect of masculinization of ethnic images, i.e., the descriptions of typical representatives of ethnic groups resemble the images of typical men of those nationalities significantly more than they do those of typical women, even for the most democratic nations with a high social status of women. The differences registered between the images of typical representatives of ethnic groups and their male and female members concerned mainly the attributes basic for gender stereotypes. The images of women were significantly more favorable than those of men. The gender-of-stereotype-holders-bias in ethnic perception was also indicated. Although the level of masculinization of ethnic images was similar among the female and male participants, the men perceived more (than the women) similarity between women, men and nations. Several differences were revealed between women's and men's perception of typical representatives of ethnic groups, and of ethnic gender subgroups, 'without, however, the predicted effect of gender in-group favoritism. Instead, the effect of ethnic in-group favoritism of Poles was related to gender, both of the participants and of ethnic target-groups.

Key words: gender, ethnic perception

Eufrozyna Gruszecka, Instytut Psychologii, Uniwersytet Gdański, Gdańsk

- 355-367 **Wzorce przeżywania poczucia krzywdy a sprawca krzywdy i wybaczenie**
THE PATTERNS OF EXPERIENCING HARM AND THE PERPETRATOR OF HARM AND FORGIVENESS

The article gives an account of the data of the research aimed at (1) explaining the origin, dynamic of feeling being harmed and determinants of forgiving harm, (2) describing the patterns of experiencing harm (3) ascertaining how the relationships between the victim and the perpetrator weigh with the way of transforming and forgiving harm. 180 adults were asked to describe (by way of answering 40 questionnaire questions) a harm from their past caused either by parents or a partner or a principal. The questions were to measure (especially) the cognitive, emotional and behavioural responses to the harmful experience. The results suggest that the patterns of experiencing harm are connected with the type of "wrongdoer". The patterns of experiencing harm are quite similar to each other in the case of harm caused by a parent or a partner. The results suggest that forgiving harm depends on the way of transforming rather than feature of harmful experience, especially on the attribution of causality, emotional response to the harm, the type of compensation for it and the way of coping. Forgiving harm is connected with the kind of perpetrator and depends on his behaviour after having caused the harm as well.

Key words: harm experiencing, harm perpetrator, forgiveness

Irena Pilch, Renata Rosmus, Instytut Psychologii, Uniwersytet Śląski, Katowice

- 369-374 **Różnice w zachowaniach rywalizacyjnych i kooperacyjnych podejmowanych przez grupy menedżerów i młodzieży**
DIFFERENCES IN COOPERATIVE AND COMPETITIVE BEHAVIOUR IN GROUPS OF MANAGERS AND STUDENTS

The article presents a comparative analysis of cooperative and competitive behaviour of groups of managers and students in the "prisoner's dilemma" game. The eight-stage "blue – and – green" game used in this research, left free choice and changes of strategy during the contest to the examined teams. Seventy two teams of 3-5 persons took part in this research: 36 teams of managers and 36 teams of students. Both managers and students definitely preferred the competitive strategy in the contest. In spite of this, significant differences between the compared groups appeared. The teams of managers chose the cooperative options more often and, consequently, this group achieved definitely better results than the group of young people. The teams of students less frequently used the option of communicating with the partner provided in this game, and if they decided to enter into a contract, they would break it more often. The results of the research are in agreement with the expectations of the social exchange theory, according to which in a competitive situation the proper aim of the group can be substituted by the will of getting advantage over the partner, even at the cost of one's own loss. Another possible reason for such a strong domination of the competitive strategy in the game might have been the tendency to social competition initiated in the situation of research. The following possible reasons for different results between groups of managers and students have been suggested: different life and professional experience of the members of these groups, more intensive training of competitive behaviour in the group of young people, the age of examined persons as a factor predisposing to taking up competition as a form of defense of group identity.

Key words: cooperative behaviour, competitive behaviour, managers, students