Asian Journal of Social Ps cholog (2017), 20, 63 74

Same meaning but different feelings: Different expressions influence satisfaction in social comparisons

Yi Song,^{1,2} Xiaofei Xie^{1,2} and Hui Zhang^{1,2} ¹Sc P c g ca a C g Sc c , P g U , a ²B g K Lab a B a, a M a H a , P g U , B g, C a

a, ^M Mar. м. ₩____b (J. I. h. thr. t. a,] fr t 5ffr 1 a, ۲. · ,). r lt ff. r t 5-"ar a, 5a,15 1a,11 **a**, **a**_1 r r ' $\begin{bmatrix} 5a,1' & a,1 & p & 1 \\ & & & & \\ & & & & \\ & & & & \\ & & & & & \\ & & & & \\ & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & & & & \\ & & &$ 5..... 5 a, a,ff 1a, ttr ' '). a,11, , , ar 5 r r "ar **þ**, 5a,1 F 5 5 12 1 , **t** r 11 a, L r. ", "ar "¹, I 5 л b ttr 12 b ttr ta Ja, a_r 1 ar. . 1 л r a, " 5 pa. 14.1. f .fr 🖏 L 1a, 1 1 М, ,a, 1,5a, 1 59. tr .r .

Ke words: direction of comparison, framing effect, social comparison.

ліл **a**,1 1 r all t . At 1. 1 1 1 t r r Lt 1 a.a. 5 At rk, 1. *r*r 1 b rfr 🎽]]a 5 a ar . 1 r . ۲ 5 12 1 , 1 a, f. . . 11 1.7. b "ar a,1 & 1 (1 ra th Fk , 2014). It a, r r 1 , D k \mathbf{P} , & Br | 15, 2012). $(\mathbf{B}_{\mathbf{i}} \mid \mathbf{k}, \mathbf{D}_{\mathbf{k}} \mid \mathbf{k}, \mathbf{D}_{\mathbf{k}} \mid \mathbf{k})$ ma_r − 1 5ff r . **t** a, a,1 а, 1 a, ^M fr 🖏 L Fr 1, b Mr Ta *m*/r,r It a, ja, / r b ĴΜ. Ma_la, I a, 1 5 tr51211 in_{a, .} `, a. lt. a, 🐴 11 1 r ٢. 5ff r 1 ar .r 1fr 1 а. а, 5a.)II 'f 1-٦r 1 1. a, 11 a f tr 1 1 a,1 k 1 "ar 12 1 a. 11 r . lr 1 ma. fr 🖏 -I a, 55 L a,1 |r L ", , I' (1. fr 1 f t r " a_r 15 b ft. ۲. 1 1 1 r a. 1-1 , 1t ar r t r. t f f 1 1 r (_. . Fr · '). ą, , a, 1 ٩İ, 112, , , 1 r r r h м, , 15 a, 1 r , ar b ttr / ja. **a**, r b ttr / r r'r / ja, 1 , D.ar 1^M 1 F Correspondence: 2 f 1, . 5 a., a, 5, B 100871, k., **r**, **t**,

 $\mathbf{C} = \mathbf{a}_1 \cdot \mathbf{E}^{\mathbf{a}_1} \cdot \mathbf{I} \cdot \mathbf{a}_1 \cdot \mathbf{f} \cdot \mathbf{N}^{\mathbf{a}_1} \cdot \mathbf{K}^{\mathbf{a}_1} \cdot \mathbf{5}_1 \cdot \mathbf{I}$

 $5 10 \frac{3}{20} 2016; r = 24 F_{\rm H} a r - 2017; a = 1.5$ $28 F_{\rm H} a r 2017$

11.0 **a**,1 lr t r ' b' 1 5ff r fr 1 1 а, 5a,1 ' a, 1 a, 1 1 12,1 \$ffr . 1 5a. 1 f fr 🖏 ш 12,1 , a, 51 l.r a,ff 1 a,1 f, 1 11 Fritr-Л 12 1 1 tr ar 51 r, ff f 1 fr 4,1 ai **a**_1 1 r 1 r ",) r I'r f 1 1. r r . '). (_. . 1 f

Social comparison

"ar 21 -5 b - Frit ' r r 1 .r . . . (1954) 1 tfr '-k þ, fr th 1.15 b' 🛍 ttr.Alt F a,1 ar ... F . . 1. 1 "ar 1 f. / 5 1 r f 1 5 a.b.11 t r rr tl a 1 4 r , 5 a, 5 $a_r a_r f_r a_r$ a_r _ 1 11, 1ª, b lr, 2000). Crr 5tr fr ta , "ar . 1 a_ra, tr r. 1 r 1 (B k & G_{bb} , 2007). 1 r

r r ar B, 5 11 1 . 1 r 5, $\mathbf{t} \mathbf{r} \mathbf{a}_{\mathbf{r}}$ a / 1 1 1 ù. 1 r a /1 r 1. f (C 11, 1996). ar I 1, 1, "a_r 1 a 5 r $-|ar|^{ar}$ a., ar 1. f **a** . 붷,, r ta, 5 r , 5 _11 , (1981). "ar ш 5, 1 a,1 А 1 fr -.r ", ш ¥.1 **a**, fl , a, 5 rь 5ff r b
 5ff r a, t. 4 r b

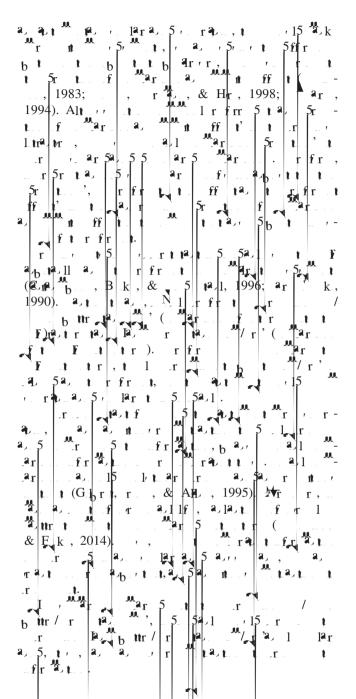
- - 1

Subject versus referent: Different orders of the objects

1 ,r ar r f. . 512.11 1 b 5ff r , 5, 5r Î.Î. t , 15 b ft a, 🏢 11 1. hr - b bra .r r lt,, ш r r °--` . ↓ . b 1 л. 5 1 12, vice versa. It lr. 1 4 r b лл , 11 5 **a**, ff ar . r k & C. t, 1978). k M_{at} Fr Η 1 fr Ъ._?, ? Η ar a, I r

, 15 , f. 11 fr r 1 . 1 1 rat $(H_1) = k \& |\tilde{G}_r|^5$ 1-1 ft **I**r 5 1983; **@** ||1 k, 198₿). r / 11 🐇 12,1 1 fr r 'n **F** (I/ r. 1 12 / . **t** r t 🚽 Fr 1a, a, 5a.1 ff 1 1A .1 м r 1 a, а, ۴r 1 fr 1. 1977), 8. L (& r kr 1 r ' I , ' - r , t r | lt fa, 5_ 5a,1' 1 1 -¥ (₩r k & **rf**, 1987). 1 1 ^ar LUL M f ar a 1 1 TT. м a.a. 1 ff 1 1? A . r f 1 1 .1ª,, " 1983 f 1 // ۹r , 1 1994). **1** ar //_1r r fr r MM. **.a**, 5 🔒 1 r t, 1a . t . Gl 1⁴, Gl 1⁴ 1996; , 🕶 🛙 r **A**r / 1 (. 1983; **a**r , 1994). C Ш 52,1 5 9.1 1 . f . 1 , 1. t. лí, .r . ---ttb t= . 1 r fr L(B 51 & G 1 r, 1997; r k & G L, 1978), a a k 1 1 1 12 1 a kr f. 11 r .ra, 4, 1 1 (a) .1 .1.1 F. 1 а, $|\mathbf{a}\mathbf{r}| = 1$ 1 b -1 r fr 1 .), 1 🖏 a, , . ̃ r**?**≩_ t|+ ₊ 1. r 1





The influence of motivation to process the information on satisfaction

f fr 🖏 t **a**, 12,1 а. 5a,1a,1A,1 a,ff 15? r а, La,L 1 1 r ar a, 1 f r r 5 m r 58.1 .r 1 a, . 1 ţ. r fr r Mar 15 b aff 1 a,1 1 b , lt . r 51 (E 1) a, 51 ll 10 5 🛓 . 1.

fr 🖏 L blr. t r t 1 5 ar ı₽.1r.,t, 1 *.1 5 16 m. 1 1 a, , 5 #tralratit t fr , **a**, 5 t r 1 л 5 $t = r_{-} r_{-} lr_{-} t, tr_{-} r_{-}$ 1 t B J. fr _t_r 1 r а, 1r 1986; I а, (**n** & C, & **u** r 1999). 5a, 1 , 5 а. л 5 a,a, 992; La,L а, $(\mathbf{I}$ ★ k, 1 tt 1 1986). A 5 r л 12,1 fr 1 a, n lr 1 1 r r r ar fil fr ar 2 r a,1 a a, 1 f 11 а, 1İ. tr fr $|\mathbf{r}|$ r ų. 12,1 , 15 fr k k 12 n ja, t r h a.1 B, 2 ttr 1 л **A**, 1 f .r 1 r ttr / r r 1 r b Th ttr 12 .r м, ttr / r 8 ja, r r b 5 ja, **a**, a 1 a а, 52 а, f r , 15 r 1 r JU, 5 a. f, 11 ,a, 5 1 f 1 1 а, a, 1 lt , 15 a 1r r 5 a, 1 **A**, 12,11 f à. 1 5_b t ff r fr t : . 1 **a**r H1Ι ar t. f t 52,1' ttr 1a), b **m**/ h, fa 1 .r b *H2*: I 5a, 1 ٠r I lr t h a, b 🔐 1a , Ш _fr 🎝 🕯 *H3*: 121 f ۲. -5ff r a,t t r 11 b 1 1 ۲, a, 1 A, 1 a, 11 , t 1 $\mathbf{a}_{\mathbf{f}}$ 5r r 2 5a,1 а, 1 fr 1 t. r 12 ja, ja r 1 1 r 5. 1 B, / / r 14, 1 ¥., La,L .r 1 r 和東朝の a 1 f © 2017 &

Better versus worse: Different framings
$\begin{bmatrix} a, 55.t. & t & t & f & t & f & t & b & y & 5 \text{ ffr} & t \\ .r & & , t & & a_{2} & t & 5 \text{ ffr} & b & t \\ .r & & -b & \text{ mr}' & r & r' & I & t & t & t \\ .r & & -b & \text{ mr}' & r & r' & I & t & t & t & t \\ .r & & -b & \text{ mr}' & r & r' & I & t & t & t & t & t & t \\ .r & & -b & \text{ mr}' & r & r' & I & t & t & t & t & t & t & t \\ .r & & -b & \text{ mr}' & r & r' & I & t & t & t & t & t & t & t & t & t$
5ff r 5 ff r 5 $5a$ l'a ta b tr 'a, 5 r 'a, 1 5 $5a$ l'a ta ta ta ? 5 ff r 6 t b t b tr 'a, 5 r 7 ff t ff t $(r k & a)$ a
$\begin{array}{cccccccccccccccccccccccccccccccccccc$
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$
$\begin{array}{cccccccccccccccccccccccccccccccccccc$
$\begin{array}{cccccccccccccccccccccccccccccccccccc$
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
H4: I 5 $a_{r} 5$ $a_{r} 7$ $a_{r} $
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

(H3,), 5

(H3_b).

rath t. .

Which effect is stronger?

ra, n a, ^M , f 1 fr-1 a, 5ff r 11 'b Il r.

1. E., 152 5 A a Α a. 1 1, **a**,1 f -

 $a_r 5$

5ffr	t .r 5ffr	r, 15 1a, 5 t	r 5ffr 1 a, 1a, 11
a,, t f r t fa, M	5ffr a t f	∠ t t r f	r i ff i
	fr. r ^a b. , trfr. tff	μ. 5 fa, μ. ,	1 / ar 5 ff 1 / -
2		~ ~	~
-			
			2

 Aftr ar 5, art a, t r a, k 5 t
 t

 r b, ' t 5ffr b t t 5 5 3, 1.

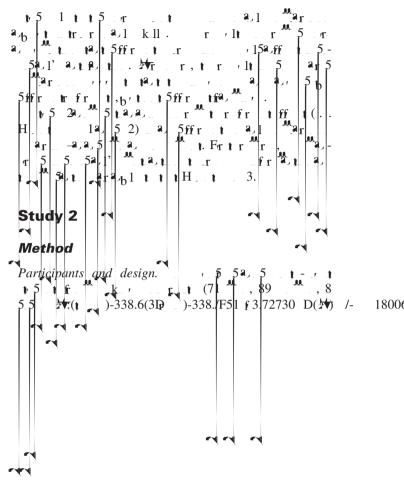
 r b, ' t 5 t

 tr r.b-/ ar ., $\mathbf{a}_{\mathbf{r}} = \mathbf{a}_{\mathbf{r}} \mathbf{$ fr tr, r || a | 1 k | 1 , Ha, 5-1- · · · / · · . , (____ 5.1.)? _1 1 . 1. b 1 t t t t r = ver satis ed), 5 a_1 (1 = ver r = 2) $f \quad r \quad f \quad r \quad hr \quad r \quad a, l \quad k \ln 2^{\circ} (1 = ver \ bad,$ a man r fitt i t. 7 = ver good). a, 5a, 1, 5b, 5a, 1, 5b, 5a, ara_{b1} , (r = .87). F.a. II, art a, 1, 1, 5b, 5a, ara_{b1} , (r = .87). F.a. II, ar 1 a, 1 5_{r} a, a, 5_{r} a, 5_{r} -

Results

a, 5 r t r 5r, M_, # 21.41 **a**r , \$D = 1,85). A 2 a, 1 wst : 1 ar 5 5r | . r / . 1 . . ar ar 1 ft ×-2 (4b r -tr) b $f = f a_r a_r$ (A) a, (A 11. rr 1 1 5 arab1,a|5trfr r 1,55 5 5 ar r 1 . `a, <u>|</u>1a, a, || 5 r . b* ---1,5,5 a.a.1 $\begin{array}{c} M = 4.80 \\ M = 4.80 \\ M = 3.32, \\ SD = .85 \\ M = 3.32, \\ SD = .85 \\ M = 3.32, \\ SD = .85 \\ M = .60, \\ p = 439, \\ m^2 = .006 \\ M = .60, \\ p = 439, \\ m^2 = .006 \\ M = .60, \\ m^2 = .006 \\ M$ "a_r a_r 5 12,1 **[**2] - tial, F_/ r 3. r a, (M = 3.56,\$_1_ · м,` r ta 51 $\begin{array}{c} \mathbf{a}_{1}, \mathbf{b}_{1}, \mathbf{c}_{2}, \mathbf{c}_{3}, SD = 1.18) **a "**, 5.1 (M = 4.47, SD = 1.02), r 🚚 🕸 / $F_{1,54} = 7.57, p = .008, p^2 = .12, r + r, SD =$ 1a, 52 (..., fr , tf , tf , t, b' , t = tH , t = -4 (... fa, ^M , ff 1).

Discussion



t

",a, 5 I , 1 10 a, , , t 10, . 1 1 ja, r а. r 1a , 1 art a, k t 5ff r . Aftr 12,1 r - h - / 1 . r h 1.6. k: I ar r /] ja, t r 51 b ttr / r)/ 12 1 /1 а. r , tr r). 1. <u>11</u> 1 7 $= v_{i}$ a_r (1 = ver)unsatis_ed, r 1 satis ed)a, 5 a, 1 a, ja, j f 2 r r \mathbf{r} ?' (1 = ver bad, 7 = ver good).ra, ft r t $a_{rabl} (r =$.79). Aftr ar л. 1 fr .r 5 . 1 f 1 r 2000 1 k. -ю 51 a,1 a, f 1 f 1 f 76. 1 a 1 r 1 strongl л disagree' 7 = strongl1 1 tr $a_r \ge 1$ Ι t ť, 5), a, ſ r ar 1 1 ar (a, 1 r r 1 1 2,1 = ver 1 5 . F.a.11, t dif cult, $7 \models ver$ *eas`)*. r fr 🖏 L 5 11 a 15(... 5r a. a. 5). 11

Results

%, 5 11 ar 1 а, .t 1 1_ k, tr а, a, 11 (_. a. j r a, r 11 5. ŀ r fr , 86 f 162 ar 1 t (68 , ni r M., **a**,1 f r / r 5ff r r 1 ar <u>ь</u>1 r rr 1 r 5 r b 11 t r r / lt ... 2 r . 1 图. Satist . 1 ff tfr Ľ а. $F_{1,149} = 178.52,$ p < .001,L $1 r r^{1,149}$ 5 12,1 1 "ar (M = 5.14, SQ = .886) (a) © 201]7 A P. B. 1 & 152, 5 A2, A . 2,1. . f

 \mathbf{E}_{1} | $\mathbf{1}_{1}$, $\mathbf{1}_{1}$, $\mathbf{1}_{1}$, $\mathbf{1}_{2}$ | $\mathbf{1}_{$ a. 1 1 tra, 1 $F_{1,157} = 11.72, p \models 001, \eta^2 = .07$ Fr 4. Frtra, a, 1 5 12.1 / ar "ar $\begin{array}{c} & , a_{r, t} \\$ r r LA L t ttr ta, $(M \models 3.51, SD = .94)$ h м,t. la, " (M = 2.95)1**a** . 51 SD = .90), $F_{1,80} = 7.65$, $p \models .007$, $\eta^2 \models .09$. I m r "a_r..., r, Prt a, 1 a, 1 ar r NH. jii' м, b ttr ta, 1 Ia, (M = 5.26,51 м, SD .97) 12 1 51 12. r = 4.85, SD = .80), $F_{1,78}$ = 4.45, p = .038, $\eta^2 = .054$, (M1. r15.r2 1 1. H, 1a) 5 2, 1 . **1** H . . **1** 4. b' 1 -

Motivation to process the information (mediation). if 5ffr. i ff 111 trt 51 a, 1 a 1 a 1 12/11 11 f b 붷, 1 ar fr .r ä., ar 11 1 1 5 fr а, ŀ а. 5 T 11 18.1 ą, I b (0 La,L th = other)2. a, 2 f T а. a ą, ðr 1 b .08. 5r (1 (2013) 1 10 ۱, b r 5000r f а. 5 5r 3 1 1 1 b $\frac{\mathrm{tr}}{\mathrm{M}} = \frac{1}{2} \frac{\mathrm{(CI)}}{\mathrm{tr}}$.45,a) 2 , 1 .0072 .6015 fr r 1 hat. (_. |. H 3). ar 5 -7

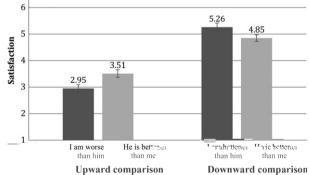
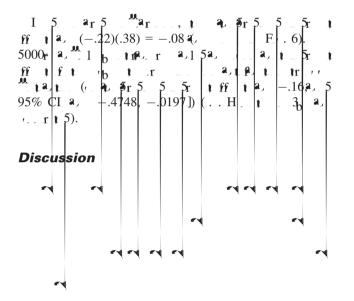


Figure 4 The results of satisfaction in four conditions in Study 2. Bars indicate standard errors.

a_1

. 1. /



). t. tr r 1 1 r , 11a, 5 а. а, a, 5 r 1 r 1 ar 1 **a** . 1 ra 1] r rr 16% pa , 1 ft t ta, r b 👖 ja, rr 102.1) f 16% **a**, ar ja, ttr r r b м, tra, t fa 1 rr 1 r 16% 1 ja. **1**.), r 16% 1 r rr tra, t 12 a 1 r м. (r f f 1 r f.r а. r а, 12 2 52 5ff r , rr JI. t 2 lt. Fr 2 t b 5 ar . 1 , f ar L 11 12,1 1 tra, 16% ta, 1 r r 5 1a, 1 f (ja .ttr 1 r b 1a, tr ar r, / 15r , lt 1 1 I, 16% 1a, 1 rr tra а. 1 r r ia, ja 1 (r 1 2 k:

r / 1 % 1 r , f rr r t 1 r r 1 1 (Ax r 5. 1 rfr r r , 12 1 1 1?)h 2 1 '8) , 1 'na, 5 ar à. 1 ' na, r 1 flr ΨŊ . F.a. 11 , 1 5 ta, k 5. 51 r ĥ f

Results 1

F a, 1 ar t ŀ f a 1.1 1 1 k. b 101 ar , (35 21 3.17). 66 Q SD 2 t ar r) X r a b l 1 r Υ. , tl r rr 1 a,1. rfr, 11 lt. r a,a,1

5a, Satisfaction. ff tfr , 1 "ar a,1 6.99, | p = .01, $\eta^2 = .067,$ 5 J r alt **a**, a a, tar 1. 1 . . 1 (M =4.25, SD = 1.201. 1 (M = 3.66, SD = 1.14).12, 5 5 쁔, Ìf à 11 r b $F_{1,97} = 1.49, p$.226])15. =© 2017 1 & B. ip. 5 Aa A a. L. A 1

rall, tr /lt 5a, a, 1 tradition $F_{1,97} = 4.40, p = .043, \eta^2 = .07$, a,15 1a,1 F 7 ll neit. Frtra, a, 1 r r "ar , ar 1 .a. 1 a ar r 1 b 🏨 51 t ja, , ' (M = 3.76,М, SD = [1.05) 12. 5 -, ar t r $(M = 3.56, SD = 1.23), \mathbf{b'} \mathbf{1} \mathbf{1}$ 5ff r 1. 1 $.54, h^2$ ra, a, . , $F_{1.48} = 3.83$, p .bØ8. P.15 1. H rt H 1 1... "ar 5 a 5 ar. 5a,1 2 r t , ar ja, th M = 4.64,SD = 1.15 12 1 , Ī 5 (M = 3.88,SD = 15.53 $F_{1,49}$ $\eta^2 = .101,$ p = .023,1 H. . 1

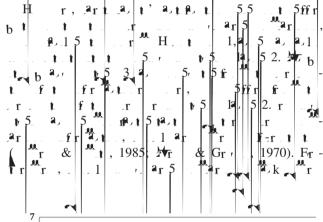
Discussion

f

a,1

. 1. /

3 5 Þ 11 A. 1 r ia, lţ, r r a . 5 fr ff 11 r r 1 1 r 1 ¥., (H 2) fr f 1 fr 1 r r



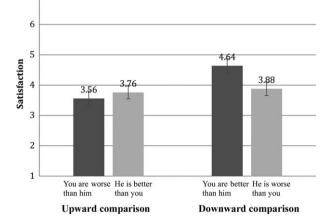


Figure 7 The results of satisfaction in four conditions in Study 3. Bars indicate standard errors.

ffriit.r.i iir F-i (D. r, 1984; 🚈 & $a_r k_r$, 1984; M_r & G_r , 1970). r f r, . 1 🖏 tr tr Atflitt "a_r , ar 1), _ r 5r t F-r t t 1 1 5, 1512, a, a, r t r /lt _fr 🎝 t. r 🔤 r . Al., 1 r 1 r.1. r 🍋 11 🥤 🕇 1, 5. . , 11. 5 ₽r – r 5, 1 1 fr b ttr ta, ff. t E,1 | (**t** n tr 1 k '), ⊄ b ttr hr (.,) Ar / rt.L a , 11 **A**r arlr ta, t 1 ¹⁴ 5 12 1 1 r fr 1 ff 1 `,). rfr, $\mathbf{a} = \mathbf{a}$ a | 1 - E. 1 1 Study 4 1 -1 Method Participants and design. -, 5 5a, 5 ft - ar 1 a, 1 (78 , 81 , 81 , $M_{1,1} = 32.96$ ar, SD = 9.86)r r 1 5 tr 1 t . 1. ₩ a, r 1 tr . 1

r, a, , fra, 🛣 1,a, 1. a, b 1 5 a, a, 1 1 "ar It arabl 1 (, -....a LU. ar ′h⁻ F f.r (t r ' 1 1). r b ttr ta , ar 1 r 12 b ur ja. r ja, ar

Procedure and materials. I a, 4 쎻 ra, 월, a, **a**,1 1a, 52, art a, t r a, k5t1, ar 1 a, p ar . I 1 ar $r = a_1 a_1 t 5_b$ 11a, , `, a, h a. 🕌 1. rfr 🖏 🛛 a, 10, a, 1. ar b tir 12 5.1. , 15**1** a, a, 1a, 1 , '. a_r b 🚚 ja, 1 , 15 r a, 5 tr 2 r a , '. a, **a**, -1a, r b шr 1 1 Aftrra, 5 a_{1} , a_{1} , a_{2} , a_{3} , a_{4} , a_{5} , a_{7} , b_{8} , b_{1} , b_{1} , b_{1} , b_{2} , b_{2} , b_{1} , b_{2} , b_{1} , b_{2} , b_{1} , b_{2} , b_{2} , b_{2} , b_{1} , b_{2} , b1 in" <u>50. 1</u>... ara 11 k, t 1 12,1 fr 1 r

2, C. B. $\mathbf{a}_{\mathbf{t}} = \mathbf{t} [\mathbf{a}_{\mathbf{t}}]$ ra, ¥ 5 5 $t = a_{b1} + (t)$ a, 1 f. $a_{1} = .85$), t 1, 5, 3, r = .87), 15, 5, r = .87), 17, 5f 11 1 м ј 1^ma, 1 а, **g** 1 a_{rabl} (a_{rt} 11 1 ш **a**r ... a f a, a,1 1 r -

© 2017

 rfr^{ab} , $a_{b,1}a_{b,1}a_{b,1}$, trrallf). Eall, l-1 t5tr5^{ab}, $ra_{b,1}a_{b,2}a_{b,1}a_{b,1}$.

Results

art 4, 18, 151 4. $M_{\rm eff} = 33.01$ ar , D = 9.87). A 2 (a.1 ar 1.:, ar 5 - · · r · $) \times 2 (|_{b} | t$ t. : Fr 1 ⊾_A a, . n. 1 at a b1 a 1 $a_{rab}1||a_{r}$ 5ffr bl r 1,55 **a** a a 1 . rfr r 1 r $\begin{bmatrix} 5 \\ f \end{bmatrix} = \begin{bmatrix} 1 & r \\ r \end{bmatrix} = \begin{bmatrix} r \\ r \end{bmatrix} = \begin{bmatrix} r \\ r \end{bmatrix} = \begin{bmatrix} 1 \\ r \end{bmatrix} = \begin{bmatrix} r \\ r \end{bmatrix} =$ 1, 5 a, ,a,a,1 11 r a, , t . Satisfaction. al ^mar $\gamma^2 = .62, \dots$ M = 5.77, SD = 1.21(M = 2.64, SD = 1.33). A1 ar $1 \quad r' \quad f, \quad F_{1,154} = 4.00,$ ff p = .047, η^2 5a, <u>1</u> J. Mr r ll a, $\begin{array}{c} \mathbf{f}_{1,154} = 4.94, \ p = 0.028, \ \eta^2 = 0.031. \\ \mathbf{f}_{1,154} = 8, \ \eta^2 = 0.031. \\ \mathbf{g}_{1,154} = \mathbf{g$ 1 - a, . 11²/ 1. . А M = 2.66, SD = 1.13)ab the la , a_r ja, r 5 (M = 2.62, SD = 1.53) 5 5 5ff r $F_{1,76} = 02, p = 89. A + 5 3, 1$ 1 1 1 1 5 1 1. H r, 5. | a_r 5 $\begin{array}{c} & & & \\$. / Pr 5_{1} (M = 6.19, SD = 1.01)5. ta, M = 5.35,SD = 1.27), $F_{1,78} = \begin{bmatrix} 1^2 \\ 0.68 \end{bmatrix}$, $p = \begin{bmatrix} 002 \\ \eta^2 \end{bmatrix}$, $\begin{bmatrix} M \\ \eta^2 \end{bmatrix}$ a, a, ____, r t 5 H [t ___2.

Motivation to process the information (mediation). 1. $a_{r} = a_{r} = a_{r} + a_{r$ ar 1, a, 1, a, a, â, il ar 5 r 1 5 1 larable 1 a, a, . 11 _,a)a,1 9, 1 Fir 1 ('b л $\begin{array}{l} 0 = the \ selfa, \ 5 \ 1 = other) & , \ 15 \ r \\ \beta = -.24, \ t = -2.15, \ p = -0.35. \ Fr \ t \ r \end{array}$ r, 12,1 $|\beta| = .40, t = 3.80, p < .001.$ r fr , t 1. $|\mathbf{t} \ \mathbf{f} \mathbf{f} \ \mathbf{t} \ \mathbf{a}| (-.24)(.40) = -.10|$ ðr. 1. a. . . f t ... 5₁ A 5000_F a 1 b t F -prel 1 .r 5^{1} 5^{1} 5^{1} 1^{2 r = 1r, 5r -.5106, -.0288. ı ff a 1 12,11 **,** | H| _ ₿₀). r L 1-1-A 18 B, 159, 5 A2, A . 2.1. £ 21 1 & 1,

2

Discussion

General discussion



t ff t f ... t l... t (a.k.ff, 1987; a. -a. kr., 1987). ar r a. 1... t 5.5 t f. tr ta.t. a.t. a.1. ar... (... B_{rr} k & G_{bb} ..., $lr \& Ma_k$, 1992; 5, 1989). 2007; 1 5 f. 5 pa, p. 1 5ff r "ar ш ,]a,≸_ $a_{\text{ff}} = 1$ 1 a,ar ar ara, f a, 1 r ţ 5_ 1a, 5 2,a, <u> </u>ፈ 1 fr (_. . r .r I/ '), 1 5ff r 15 Pr 52, b ١, ar Η r t [¥,1) (_. '), ar а, fr 1) 56 5 ar 5 t ۹r 5 r "ar ¥, , **|a**r r |lt a, 1 *****, $5a_1a_r$ fr fr. tr. 1 a, 1 : , **1**a) t r r 1 쎻 ar - f r F-r t r . ш r - & 1970). 1985; Mr & Gr , ¥۲. "ar ĸ 1a it A $|\mathbf{a}_{\mathbf{f}}|$ 5 **a**,, a hora ١, -D_ $a_1 = 5 + 1$ r $[F - a_1 a_2 + 1]$ r, 1984; M & 1. ar kr , 1984; 🕅 & Gr , , 1970; r , Mr , & w^{at} r fr , r '. 🔭 r , 1988). $a_r 5$. . . a. . 1 toy r b f 1. **1** r . ٦r a. 1 ĴL. a), ffrit i tir 🗐 🕹 🕺 fr, år**a**, 1 5.5 tr . r 1 5ff r 1 1 1 62 ha_r 붷, F_rtrr ar $a_r 5$, **a**, <u>1</u>. Mr 5 f. . r alr 1 1 ftrfr. (5ªh 1 rª, k 1 r r $\begin{array}{c|c} \mathbf{b} & \mathbf{1} & \mathbf{t} & \mathbf{a} & \mathbf{r}^{\mathbf{a}}, \mathbf{r} & \mathbf{b} & \mathbf{r}^{\mathbf{a}}, \mathbf{r} & \mathbf{b} & \mathbf{r}^{\mathbf{a}}, \mathbf{r}^$ a, 5 **a**,1' a,], -, , Al k , & 1 k r , 2015). a. L. a 11 E, , ar 5 51 a, 1a, 1 5 **~**]₁| м r 1 **1** 1 1^a/b1 а, b 1 a_b a, ra, ta, a, _ra, . tra, L b \mathbf{I} | \mathbf{r} | \mathbf{f} \mathbf{r} | \mathbf{f} | \mathbf{f} | \mathbf{f} | \mathbf{f} _1 f t r fr I. . I a 55 a, . 51 r.fr. 1 9.1 rt 15 s f **4**, a, A k f ff a_r þ 1.2.1 / ifr t r n ,a, f ar Frtr 53 , ' (r r F')a b ₩_{tr}a₁ fr 🐇 1 *et al.*, 2002 H r , 1995). B a, (., H. 5, t. n (л .r ar 1, 1 1 1 5 I , 15 b a f , a 5_ / f 1 rr. 1 5 1ª, 1a,1. h "ar a, . . r 9 L fr 1 1 F_{r} 1 1 5-44 a ar 5 a_{r -} ()), 1 Ia. the the last м, 1 t-) $\frac{1}{r}$ | $\frac{1}{r}$ | $\frac{1}{r}$ | $\frac{1}{r}$ | $\frac{1}{r}$ | $\frac{1}{r}$ G t. 5**a**,1 ft 5. r b r л 5 r 5__5a,1 a, 1 🖡 Fra, r -r -1 a. 1 1 15 a. t 1 1 iar Ar),a, a, , . b, a, -, ' · ar 5 - 12 1 / -b Mr 🕬 r b IL ia

 $\begin{array}{c} . & \mathbf{\hat{r}}_{r} \mathbf{\hat{a}}_{b} \mathbf{1} \mathbf{\hat{a}}_{c} \mathbf{5} \mathbf{1} & \mathbf{\hat{r}}_{r} \mathbf{\hat{m}}_{b} \mathbf{1} \mathbf{5}, \\ \mathbf{\hat{a}}_{c} \mathbf{1} \mathbf{1} & . & . \mathbf{\hat{r}}_{a} \mathbf{\hat{f}}_{r} \mathbf{\hat{a}}_{c} \mathbf{5} & \mathbf{\hat{m}}_{c} \mathbf{1} \mathbf{\hat{a}}_{c} \mathbf{\hat{f}} \end{array}$ H r . 12,5, f 12,1 r ffrt. 1 r "", ", k f 11 a.h. ja, \mathbf{r} 50 rkar 5r. 51 "ar 1 151 r ra. 5r r ft "ar $\begin{array}{c} \mathbf{r} & \mathbf{i} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \end{array} = \begin{array}{c} \mathbf{i} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \\ \mathbf{h} \end{array} = \begin{array}{c} \mathbf{i} \\ \mathbf{h} \\ \mathbf{$ 5.5 , b' **t** 11 a, ¹¹ , 15 t r t . lr 1 ₩. 5 b 5- r **f** (... || **r** || **t**-|**r** fr I') . **t** r a, 5 · · ') 15 a) (_. 5ff r b L 12, t ... r t= r -b & 5- r I JI. (kr, 2007; kr (kr (1999), ¥. 5ff r 5ffr 1 52, 1r. 1 1 . . \mathbf{n} Acknowledgements r = r = r = a, $a_1 = a_2 = a_1 = f_1 = 5 = 5 = f_1 = 0$ r = 0 (71172024 r = 0 (71172005) $a_2 = 5$ r = 1 = 1 = 1r na ... 5 (9,1224002) f a, 1, a -E. Seh f C a. -1 References $\mathbf{B}_{, r} \stackrel{\mathbf{M}}{\longrightarrow} .9(.) \mathbf{r} \mathbf{k}_{, r} - 45 \mathbf{q}_{, r} \mathbf{t} + -8.. \mathbf{r} \mathbf{F} \cdot \mathbf{B}_{, r} \mathbf{a}_{, r}$ 9.5(7.7(2) rin

- H 1 k, . ., & Gr 5 , . C. (1983). Alr fr . . . 1 . Journal of Personalit and Social Ps cholog, 44, 881–887.
- H r . , (1995). (1995). (1995). (1995). (1995). (1995). (1995). F-tra, and al ar Journal of Personalit, 63, 793–817.
- . Journal of Personalit and Social Ps cholog 109, 753-766
- H, t, D. A., r , . ., & B. kr, (1989). Journal of E perimental Social Ps cholog, 25(2), 121–141.
- It, . A., \mathfrak{C} , ..., \mathfrak{K} , $\mathfrak{a}_{1,1}$, ..., (1998). El traff traff traft traff traft traf A . Personalit and Social Ps cholog Bulletin, 24, 855–879.
- b^ar: r^a. 5 r^ar. Advances in Consumer Research, 11, 703-708.
- $r = \frac{1}{2} k_{2}, \quad (1990).$ Fr fr r = 142.5 t = 42.5 t = 5.5 t =ar k, (1990). Fr fr of Personalit and Social Ps cholog, 58, 975–983.
- A. k ff, G. (1987). Women, re, and dangerous things What categories reveal about the mind. C 2, r, I : r if C 2, r. a, a, kr, . . . (1987). r b. Language. 63(1), 53–94.
- a, a, kr, . . (1991). Foundations of cognitive grammers: Descriptive application. Q frr 5, CA: Q fr 5 r t r
- Social Psycholog , 49, 660. -
- , I. ., 5_{Γ} , ..., & 1, G. . (1998). All f^{2} , n = 1 Γ^{2} , 15, 2, 149–188.
- , C. (1983). Pragmatics. C. \mathcal{C} r .
- $1 \cdot \mathbf{a} \cdot \mathbf{1} \cdot \mathbf{r}$. Annual-Review of Ps cholog , 38, 299–337. $M_{\rm T}$, H. ., & $a_{\rm r} \, kr$, . . (1984). D tr $a_{\rm r}$ t f t 5 t F-
- $\frac{1}{1} \frac{1}{1} \frac{1}$ f - 5 'l Pr 1 " A II? Journal of Personalit and Social Ps cholog , 47(1), 213.
- "m ₩ k, D. G. (1992). 1 f 'b t
- $M_{\rm r}$, ., & G_r , . . (1970). -41 -41 -41 -41a, 5 1 . I f F. Journal of Personalit and Social
- Ps cholog, 16(1), 148. \mathfrak{n} , E. & C. ..., . . (1986). $\mathfrak{A}_{\mathbf{b}} \mathfrak{n} \mathfrak{n} \mathfrak{n}$ 1 k 1 $\mathfrak{h} \mathfrak{n} \mathfrak{n} \mathfrak{s}$. Br k (E5.), Advances in e perimental social
- \mathfrak{n} , E. & , r, D. (1999). $\mathfrak{a}_{\mathfrak{h}} \mathfrak{n} \mathfrak{n} \mathfrak{n} \mathfrak{n} \mathfrak{n}$ 51: Crr - A. 1 a. 5 . . t. r - I. Ca.k. & - r. (ES .), Dual-process models in social ps cholog (...41-72). r k: G Fr 5.

- "an"a, r 🖏 , . ., & H_r , . (1998). Dr 🚛 a an i ratial 5 th i r. l.f 1. . . **t r** . Social Cognition, 16, 353–362.
- r, B., r, A., & rkr, . (1977). Frfr Social Ps cholog, 35, 677-688.
- $\begin{bmatrix} & & & \\ & & & & \\ & & & \\ & & & \\ & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & & & & \\ & &$ Review, 5, 296-320.
- Ps cholog, 26(8), 123–162.
- r
- al 51 ar frir r frie 5 5-r a ar American Journal of Ps chotherap , 61(2), 163–179.
- . & Ir , . (E5 .) (2000). Handbook of social comparison: Theor and research. Dr 5 t, t r 4, 5: 1 r A2, 5'bl r . - n n n
- $\mathbf{f}_{\mathbf{r}}^{\mathbf{M}}$, $\mathbf{r}_{\mathbf{r}}^{\mathbf{M}}$, $\mathbf{f}_{\mathbf{k}}^{\mathbf{K}}$, $\mathbf{f}_{\mathbf{k}}^{\mathbf{K}}$, $\mathbf{f}_{\mathbf{k}}^{\mathbf{M}}$, $\mathbf{f}_{\mathbf{r}}^{\mathbf{M}}$, $\mathbf{f}_{\mathbf{r}}^{\mathbf{M}}$, $\mathbf{f}_{\mathbf{r}}^{\mathbf{K}}$, 146.
- r, A., Mr, M. & Mr, . (1988). Aff 1 en e f al ar a fur en r
- a, a, 5, 1a, r f b , 1. Journal of Personalit and Social Ps cholog , 54(1), 49.
- r k, A. (1977). Fa hr of Ir t. Psychological Review, 84, 327-352.
- r k, A. & G. t, I. (1978). t 5. f . I. E. & B. 1 5 (E5 .), Cognition and categori ation. H 11 5,1, $: \mathbb{E} \mathbb{R}^{n^2}$ r k, A, & a . 🖏 , D. (1981). 🛛 🛍 5 a, 5 r f 1 1 f . Science, 211, 453–458.
- rr, F & 5, H. . (2001). An introduction to cognitive linguissics. B ..., : Fr , a, a, a, a, 5 ar r Ar A, F. ., & ar, . (1999). Fr 1- r ... 1. 5 . . : a,
- . Journal of Consciousness Studies, 6(2-3), 1-14. , & Mark, (1992), a.1 ar lr , r 🌮 lf Journal of Personalit and Social Ps cholog, 62, 760. - 1 a,1
- 1 . Ps chological Bulletin, 90(2), 245. 1 k., ., & 2_b., . . (2000). Message processing qualit : Con rmator analysis of an elaboration depth measure. 2, r
- lu_{ar}. $\mathbf{f} = \mathbf{r} + \mathbf{a}_1 \mathbf{a}_1 \mathbf{u}_{\mathbf{b}'} \mathbf{1}$. Ps chological Bulleting 106(2),
- 231. 11, E., Al k, $\frac{1}{2}$, D., & $\mathbf{t} \cdot \frac{1}{2}$, r, E. (2015). fr $\mathbf{t} \cdot \mathbf{t}$ 1 t: $\mathbf{r} \cdot \mathbf{r}^{2}$, \mathbf{r}^{2} , $\mathbf{t} \cdot \mathbf{t}^{2}$, \mathbf{t}^{2} Ps cholog , 56, 18–23.