0+   417564							
a);756A							
						<u> </u>	
	1						

Report CO-ONR-005

AD A113564

m. The

Stress, Anxiety, and Cognitive Interference: Reactions to Tests

Irwin G. Sarason Department of Psychology, NI-25 University of Washington Seattle, Washington 98195

April 1, 1982

Technical Report

Approved for Public Release

Prepared for:

OFFICE OF NAVAL RESEARCH 800 North Quincy Street Arlington, Virginia 22217

This program was sponsored by the Organizational Effectiveness Research Program, Office of Naval Research (Code 452) Under Contract No. NO0014-80-C-0522, NR 170-908

82

04

19

APR 1 9 1982

E

018

Reproduction in whole or in part is permitted for any purpose of the United States Government.

Report CO-ONR-005

Stress, Anxiety, and Cognitive Interference: Reactions to Tests

Irwin G. Sarason Department of Psychology, NI-25 University of Washington Seattle, Washington 98195

April 1, 1982

Technical Report

Approved for Public Release

Prepared for:

Contraction of the second

OFFICE OF NAVAL RESEARCH 800 North Quincy Street Arlington, Virginia 22217

This program was sponsored by the Organizational Effectiveness Research Program, Office of Naval Research (Code 452) Under Contract No. N00014-80-C-0522, NR 170-908

Reproduction in whole or in part is permitted for any purpose of the United States Government.

REPORT DOCUMEN		READ INSTRUCTIONS BEFORE COMPLETING FORM
REPORT NUMBER		NO. 3. RECIPIENT'S CATALOG NUMBER
CO-ONR-005	HD-4113	564
TITLE (and Subtitie)		5. TYPE OF REPORT & PERIOD COVERED
Stress, Anxiety, and Cognitive Interference: Reactions to Tests		Technical Report
Reactions to lests		5. PERFORMING ORG. REPORT NUMBER
AUTHOR(s)		8. CONTRACT OR GRANT NUMBER(*) N00014-80-C-0522
Irwin G. Sarason		10001+-00-C-052E
PERFORMING ORGANIZATION NAME AND		
Department of Psychology, N		10. PROGRAM ELEMENT, PROJECT, TASK AREA & WORK UNIT NUMBERS
University of Washington		NR 170-908
Seattle, Washington 98195		
CONTROLLING OFFICE NAME AND ADD		April 1, 1982
Organizational Effectivenes Office of Naval Research (C	is Research Programs Rode 452)	13. NUMBER OF PAGES
Arlington, Virginia 22217	-	
MONITORING AGENCY NAME & ADDRES	S(11 different from Controlling Offic	
		Unclassified
		154. DECLASSIFICATION DOWNGRADING SCHEDULE
		1
Approved for public release Reproduction in whole or in States Government.	; distribution unlimi part is permitted fo	r any purpose of the United
DISTRIBUTION STATEMENT (of this Repo Approved for public release Reproduction in whole or in States Government.	; distribution unlimi part is permitted fo	r any purpose of the United
Approved for public release Reproduction in whole or in States Government.	; distribution unlimi part is permitted fo	r any purpose of the United
Approved for public release Reproduction in whole or in States Government.	; distribution unlimi part is permitted fo	r any purpose of the United
Approved for public release Reproduction in whole or in States Government.	; distribution unlimi part is permitted fo act entered in Block 20, 11 different	r any purpose of the United
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetry SUPPLEMENTARY NOTES	; distribution unlimi part is permitted fo act entered in Block 20, 11 different	r any purpose of the United
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetry SUPPLEMENTARY NOTES	; distribution unlimi part is permitted fo act entered in Block 20, 11 different	r any purpose of the United
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetry SUPPLEMENTARY NOTES	; distribution unlimi part is permitted fo act entered in Block 20, 11 different	r any purpose of the United
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse elde II no	; distribution unlimi part is permitted for act entered in Block 20, 11 different eccessary and identify by block numb	r any purpose of the United Trom Report)
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse elde if no	; distribution unlimi part is permitted for act entered in Block 20, it different eccessary and identify by block numb	r any purpose of the United from Report)
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse elde if no ABATRACT (Continue on reverse elde if no Test anxiety, its natu	; distribution unlimi part is permitted for act entered in Block 20, 11 different eccessory and identify by block numb cesseary and identify by block numb re and relationships	r any purpose of the United (rom Report) (rom Report) (
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if no METRACT (Continue on reverse eide if no Test anxiety, its natu interference, are analyzed new instrument to assess din	; distribution unlimit part is permitted for act entered in Block 20, 11 different eccessory and identify by block numb re and relationships from the standpoint co mensions of reactions	<pre>r any purpose of the United from Report)  rev rev to performance and cognitive f attentional processes. A to tests is presented, and</pre>
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if no Test anxiety, its natu interference, are analyzed new instrument to assess din its psychometric properties	; distribution unlimit part is permitted for act entered in Block 20, 11 different eccessory and identify by block numb re and relationships from the standpoint co mensions of reactions are described. The	r any purpose of the United (rom Report) (rom Report) (
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if no Test anxiety, its natu interference, are analyzed new instrument to assess din its psychometric properties fests questionnaire (Worry,	; distribution unlimit part is permitted for act entered in Block 20, 11 different eccessory and identify by block numb re and relationships from the standpoint of mensions of reactions are described. The Tension, Test-irrele	<pre>r any purpose of the United from Report)  rev to performance and cognitive f attentional processes. A to tests is presented, and scales of the Reactions to evant Thinking, Bodily Symptoms</pre>
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if ne Test anxiety, its natu interference, are analyzed new instrument to assess din its psychometric properties rests questionnaire (Worry, were compared with regard to	; distribution unlimit part is permitted for act entered in Block 20, 11 different ecceedary and Identify by block number re and relationships from the standpoint of mensions of reactions are described. The Tension, Test-irrele o intellective perfor	r any purpose of the United from Report) (or) to performance and cognitive f attentional processes. A to tests is presented, and scales of the Reactions to vant Thinking, Bodily Symptoms mance and cognitive interfer-
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if ne Test anxiety, its natu interference, are analyzed new instrument to assess din its psychometric properties rests questionnaire (Worry, were compared with regard to	; distribution unlimit part is permitted for act entered in Block 20, 11 different ecceedary and Identify by block number re and relationships from the standpoint of mensions of reactions are described. The Tension, Test-irrele o intellective perfor	<pre>r any purpose of the United from Report)  rev to performance and cognitive f attentional processes. A to tests is presented, and scales of the Reactions to evant Thinking, Bodily Symptoms</pre>
Approved for public release Reproduction in whole or in States Government. DISTRIBUTION STATEMENT (of the ebetro SUPPLEMENTARY NOTES KEY WORDS (Continue on reverse eide if ne Test anxiety, its natu interference, are analyzed new instrument to assess din its psychometric properties rests questionnaire (Worry, were compared with regard to	; distribution unlimit part is permitted for act entered in Block 20, 11 different eccessory and Identify by block numb re and relationships from the standpoint of mensions of reactions are described. The Tension, Test-irrele o intellective perfor sistent with the idea	r any purpose of the United from Report) (or) to performance and cognitive f attentional processes. A to tests is presented, and scales of the Reactions to vant Thinking, Bodily Symptoms mance and cognitive interfer-

Unclassified

SECURITY CLASSIFICATION OF THIS PAGE (When Date Entered) is, to a significant extent, a problem of intrusive thoughts that interfere with task-focused thinking. In the last of the three studies reported, it was shown that self-preoccupying intrusive thinking can be reduced by means of a task-focusing experimental condition. The studies suggest that the Reactions to Tests questionnaire may be useful in defining anxiety more sharply and improving understanding of how it relates to performance. Accession For B NTIS GRA&I DTIC I'B Unannounced Justification DTIQ By\_ Distribution/ COPY INSPECTED Availability Codes 2 Avail and/or Special Dist 2

S/N 0102- LF- 014- 6601

State State State

Unclassified

SECURITY CLASSIFICATION OF THIS PAGE(When Date Entered)

Stress, Anxiety, and Cognitive Interference: Reactions to Tests

Despite a large and growing literature, the concepts of stress and anxiety remain very diverse and, often, in conflict. Researchers differ widely about such matters as basic definitions, mechanisms, and outcomes. Stress, for example, has been defined as a stimulus, a response, and a hypothetical state. An important reason for this diversity and conflict is a failure to specify the contexts in which stress and anxiety are presumed to occur. It seems reasonable that whether stress and/or anxiety occur depends on the <u>personal salience</u> of a given situation for an individual. Personal salience, in turn, is a product of those personality variables that shape perceptions of self and world.

Test anxiety is a widely studied personality variable, in part because it provides a measure of the personal salience of one important definable class of situations, those in which people are evaluated. Research on test anxiety has proven to be a convenient vehicle for investigating a variety of general problems (Sarason, 1980). This article begins with an overview of available evidence concerning the relationship of test anxiety to performance, the mechanisms that cause this relationship, and the dimensions of test anxiety. Reactions to Tests, a new measure that builds on available knowledge, is then presented. This instrument, which yields information on multiple dimensions of evaluative situations, is designed to improve the assessment of test anxiety. It may provide a basis for clarifying some theoretical issues concerning stress-anxiety relationships.

From a cognitive perspective, stress can be understood in terms of a <u>call for action</u>, a person's awareness of the need to do something about a given state of affairs (Sarason & Sarason, 1981). Calls for action occur in response to situational challenges and can lead to both task-relevant and task-irrelevant cognitions. From this point of view, the most adaptive response to stress should be task-oriented thinking, which directs the individual's attention to the task at hand. The task-oriented person is able to set aside unproductive worries and preoccupations. The self-preoccupied person, on the other hand, becomes absorbed in the implications and consequences of failure to meet situational challenges. Anxious people worry about possible difficulties they may be called upon to confront. The anxious person's negative self-appraisals are not only unpleasant to experience, but also have undesirable effects on performance because they are self-preoccupying and detract from task concentration.

The situational challenges to which the person reacts may be either actual or perceived. Many anxious people describe themselves as being tense and feeling that something terrible will happen, even though they cannot specify the cause of their reaction. Whether the challenge is real or imagined, the anxious person's self-preoccupation interferes with an orderly, task-oriented approach to situational requirements. It seems clear that an understanding of the effects of stress and the prediction of behavior must take into account the individual's perceptions of both the nature of the challenge and his or her ability to meet it (Magnusson, 1981; Magnusson & Stattin, 1982).

#### The Role of Cognitive Interference in Test Performance

Experimental studies of test anxiety have provided evidence that cognitive interference is an important factor in lowering the performance of highly test anxious people. An experiment by Sarason and Stoops (1978) illustrates the type of relationship that has been uncovered. Subjects differing in their scores on the Test Anxiety Scale (TAS) (Sarason, 1978) performed in experiments in which they worked on a series of tasks presented as measures of intelligence. The dependent measures were their performance, estimates of how long they had worked on the tasks, and post-experimental reports of task-irrelevant thoughts they may have had during performance. These thoughts were assessed using the Cognitive Interference Questionnaire (CIQ) (Sarason, 1978). Consistent with many other findings in the literature, the performance of high TAS scorers was deleteriously affected by these achievement-orienting instructions. High TAS subjects also overestimated the period of time during which they worked on test materials. Most important for this discussion was the greater amount of cognitive interference shown by the high anxious subjects.

The evidence obtained from the CIQ is of particular interest from the standpoint of what people informally report thinking about while working on a task. Under test-like conditions, high TAS scorers, moreso than low and middle scorers, report being preoccupied with how poorly they are doing, how other people are doing, and what the examiner will think about them (Sarason, 1978). Under neutral conditions, groups differing in test anxiety show little or no

differences in performance or cognitive interference. Thus, highly test anxious subjects in situations that pose test-like challenges perform at relatively low levels and experience relatively high levels of task-irrelevant thoughts. In non-test situations, groups at different test anxiety levels show either smaller or no differences in performance and cognitive interference.

This type of evidence has led Wine (1971, 1982) to an attentional interpretation of test anxiety, according to which people at high and low levels of test anxiety differ in the types of thoughts to which their attention is directed in the face of an evaluative stressor. Consistent with this interpretation are the results of Ganzer's (1968) experiment which showed that, while performing on an intellective task, high test anxious subjects make many more irrelevant comments than do low test anxious scorers. A high percentage of these comments are self-deprecatory. Other researchers have found that high are more likely than low test anxious people to blame themselves for their performance level (Doris & S. Sarason, 1955), feel less confident in making perceptual judgments (Meunier & Rule, 1967), and set lower levels of aspiration for themselves (Trapp & Kausler, 1958). These empirical findings have resulted in a variety of productive research directions, including anxiety's effects on cue-utilization (Geen, 1976), its developmental antecedents (Dusek, 1980), and clinical and educational interventions that influence its intensity and consequences (Meichenbaum, 1977; Denney, 1980).

#### Components of Test Anxiety

Anxiety is usually defined as a complex state that includes

cognitive, emotional, behavioral, and bodily reactions. As Wine (1982) has pointed out, it is not immediately obvious how to identify the active or most active ingredients in this complex. She has suggested that test anxiety might fruitfully be reconceptualized primarily in terms of cognitive and attentional processes aroused in evaluational settings.

One heuristic distinction that has been pursued is that between worry and emotionality (Deffenbacher, 1977, 1978; Kaplan, McCordick, & Twitchell, 1979; Liebert & Morris, 1967; Morris, Davis, & Hutchings, 1981). Worry refers to the cognitive side of anxiety (preoccupations, concerns); emotionality refers largely to a person's awareness of bodily arousal and tension. In their reviews of the literature on the worry-emotionality distinction, Deffenbacher (1980) and Tryon (1980) showed that while worry and emotionality are correlated, worry, but not emotionality, is related to performance decrements in the presence of an evaluational stressor. Deffenbacher & Deitz's (1978) research in a naturalistic setting, together with laboratory evidence (e.g. Marlett & Watson, 1968; Sarason & Stoops, 1978), suggests that cognitive interference may be the key factor in lowering the performance of highly test anxious people.

Worry and emotionality, like anxiety, are concepts. They may or may not be unitary. Wine (1982) has argued that a concept as complex as anxiety may obscure important processes, have too much excess meaning, and, therefore, be misleading. An approach that would reduce these problems is one that deals more explicitly with the scope of phenomena that may pertain to traditional definitions of test anxiety. As presaged by work related to the worry-emotionality distinction, an

and the second second second

additional useful step would be to define more reliably the reactions people have when placed in evaluational situations. The studies described in this article concern a new instrument, Reactions to Tests, designed to assess multiple components of a person's reactions to tests, correlate these components with intellective performance and cognitive interference, and attempt experimentally to influence these relationships.

#### Study I

In the first study, a pool of items dealing with personal reactions to tests was constructed. Some items were based on items on the Test Anxiety Scale (Sarason, 1978), and many new items were written. On the basis of pilot work that weeded out items that were ambiguous, poorly phrased, or otherwise posed problems for subjects, 91 items were selected for further study.

#### Method

<u>Subjects</u>. The subjects were 390 Introductory Psychology students. The 91 items were group administered with instructions that asked subjects to circle the alternative that best reflected how they react to tests. The alternatives were:

- 1 not at all typical of me
  2 only somewhat typical of me
- 3 quite typical of me
- 4 very typical of me

The subjects also filled out the 37-item Test Anxiety Scale (TAS) (Sarason, 1978).

<u>Procedure</u>. A principal components factor analysis with orthogonal varimax rotation was performed on the 91 items. Composite scores were computed for each of the 23 factors that had eigenvalues greater than 1. A new factor analysis was then carried out on these composite scores. This second factor analysis permitted examination of the higher order factor structure of the instrument.<sup>1</sup>

#### Results

The first factor (18 items), tentatively labeled Tensiou, had an eigenvalue of 5.32 and accounted for 23.1% of the variance. The second factor (11 items), with an eigenvalue of 1.80 and accounting for 7.8% of the variance, consisted of Worry items. The third factor (10 items), with an eigenvalue of 1.47 and accounting for 6.4% of the variance, consisted of items that referred to test-irrelevant thinking. Several factors dealt with bodily symptoms. Each of them had an eigenvalue of approximately 1.0 and accounted for over 4% of the variance. However, only 1 or 2 items loaded on each of these bodily symptom factors. The items with high loadings on these factors were organized into a composite scale (12 items) of bodily reactions to evaluative situations. Table 1 gives examples of items on the four scales derived from the factor analysis.<sup>2</sup> Table 2 presents the intercorrelations among the four groups and the TAS.

#### Discussion

If tests are seen as evaluative situations to which persons

respond both overtly and covertly, assessment tools more complex than those typically employed in research on test anxiety are needed. The findings of this study indicate the existence of four discriminable components of test anxiety. Distinctions between the first and fourth components, Tension and Bodily Reactions, have typically not been made in research based on the concepts of Worry and Emotionality. For example, the Morris, Davis, and Hutchings (1981) Emotionality scale includes items that refer to both general tension level ("I feel panicky") and specific body reactions ("I am so tense that at my stomach is upset.") The latter type of item seems less ambiguous than the former. People who describe their reactions to tests in terms of general tension may or may not differ in their psychological reactions from those who emphasize their worries. Are the phrases "I am tense" and "I am worried" simply different semantically, or do they refer to different phenomenological and physical experiences?

While the measures of reactions to tests were intercorrelated, they might differ in their usefulness in various types of research settings, for example, those in which either the subject's performance or physiological reactivity are of central interest.

#### Study II

A new instrument, Reactions to Tests, was constructed on the basis of the Study I findings. It consists of 4 ten-item scales, each with a possible score range of 10 to 40. The scales, each made up of the ten items that had highest loadings on the factors described in

Study I, are: (a) Tension, (b) Worry, (c) Test-Irrelevant Thinking, and (d) Bodily Symptoms. Study II was conducted to obtain information about the scales' psychometric properties and to determine their relationships to cognitive interference.

In addition to Reactions to Tests (RTT), the subjects were also administered the Cognitive Interference Questionnaire (CIQ) (Sarason, 1978). Cognitive interference can be defined as intrusive thoughts that keep the individual from directing full attention to the task at hand.

Previous research had found that highly test-anxious college students report high levels of cognitive interference when performing under achievement-orienting conditions (Sarason & Stoops, 1978). Higher levels of both anxiety and cognitive interference have also been associated with decreased accuracy of perception in eyewitness accounts of complex incidents (Siegel & Loftus, 1978). Of the two measures, the cognitive interference acore was more highly related to performance deficit. The intrusive thoughts of high scorers on test anxiety instruments to a large extent involve worrying, and this worrying seems to interfere with task-relevant thinking and cause lower performance. In Study II it was possible to determine the relationship of each RTT scale to cognitive interference.

#### Method

<u>Subjects</u>. The subjects were 385 Introductory Psychology students: 241 females and 144 males.

<u>Procedure</u>. The subjects were tested in groups of 15-20 students. First the RTT and the Test Anxiety Scale (TAS) were administered. Then subjects were given a difficult version of the Digit Symbol Test for a 6-minute period. Immediately after this, the subjects responded to the Cognitive Interference Questionnaire. Previous research had shown that highly test anxious subjects perform at a lower level on this task under achievement-orienting conditions than do other subjects (Sarason & Palola, 1958). Instructions similar to those used by Sarason and Palola were used.

#### Results

ġ.

For both males and females, the correlations among the four RTT scores and the TAS closely resembled those of Study I (Table 2). The alpha coefficients for the scales ranged from .68 to .81. For all 40 items, alpha equalled .78. Table 3 provides information from the entire Study II sample for RTT total score and scale means, standard deviations, and ranges.

High and low scorers on the RTT and its subscales and the TAS were compared with regard to Digit Symbol Test performance and CIQ scores. For each measure, 20 high and 20 low scorers were compared. These subjects were drawn from the upper and lower 15% of each selection variable. Subjects differing in TAS score, RTT total score and RTT Worry scale score showed significant differences in performance on each measure. For the two TAS groups, the <u>F</u> for Digit Symbol performance was 4.53 (df 1, 39, p<.05), and for CIQ scores, it was 4.41 (df 1, 39, p<.05). High TAS scores were associated with poor digit symbol performance (high TAS <u>M</u> = 125.40; low TAS <u>M</u> = 168.75) and high levels of cognitive interference (high TAS <u>M</u> = 33.45; low TAS <u>M</u> = 20.45). For the RTT total score, the <u>F</u>'s for Digit Symbol and CIQ

were 4.89 (df 1, 39, p<.05) and 4.77 (df 1, 39, p<.05) respectively. The direction of the results was similar to the TAS findings. The high and low RTT digit symbol means were 135.11 and 164.54, while the comparable CIQ means were 32.98 (high RTT) and 20.14 (low RTT). The Worry scale was related to performance and cognitive interference in the same way as the TAS and RTT total score. The Worry scale <u>F</u>'s were 7.94 (df 1, 39, p<.01) and 8.13 (df 1, 39, p<.01) respectively. For the digit symbol test, the means for high and low Worry groups were 121.04 and 170.53, respectively. The comparable CIQ means were 33.68 and 19.84. The other RTT scales were unrelated to performance and were related to the CIQ at significance levels ranging from p<.10 to p<.06.

Table 4 presents the correlations between RTT and its scales and the TAS with cognitive interference for males and females. For each sex, the Worry scale showed the highest correlation with cognitive interference. To assess the significance of the difference between nonindependent r's, a series of <u>t</u> tests were computed (Edwards, 1960). For males, the Worry-CIQ correlation was greater (p<.01) than each of the CIQ correlations involving the other RTT scales. The same result was obtained for females.

#### Discussion

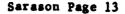
If test anxiety is conceptualized in terms of worrisome self-preoccupying thoughts that interfere with task performance, the Worry scale should be negatively related to performance and positively related to cognitive interference. This is what was found. While all of the RTT scales were positively correlated with reports of cognitive

interference, the correlation involving Worry was significantly higher than the other RTT scales. Perhaps a similar prediction could have been made for the Test-Irrelevant Thinking scale. However, the higher correlations of the Worry scale with the CIQ suggests that, in an evaluative situation, cognitive interference and lowered performance are most likely to be related to thoughts reflecting fears of failure and comparison with others rather than thoughts that are merely irrelevant to the situation.

The present results are consistent with growing evidence that test anxiety measures dealing with the thoughts people have while being evaluated are more consistently related to performance than are test anxiety measures dealing with emotional reactions in the same aituations. This is not too surprising, since, by definition, worry over performance is specific to evaluation situations, whereas tension and emotionality are not. High tension combined with high worry might be quite debilitating. High tension in the absence of worry might have neutral or even facilitative effects by increasing motivation. This is particularly likely if the person has overlearned appropriate responses, as in athletic skills or a foreign language vocabulary list, and the situation then confronted is low in uniqueness and calls for only these responses to be executed as practiced.

#### Study III

There is evidence that pre-performance instructions (e.g. reassurance) de-emphasizing the evaluative component of performance



has a facilitative effect on highly test anxious subjects (Sarason, 1958, 1972, 1973). While reassuring pre-performance instructions help high test anxious scorers, they seem to lower the performance of low scorers (Sarason, 1958, 1978).

There is also evidence that under evaluation conditions, subjects high in test anxiety show increases in cognitive interference as assessed by the CIQ (Sarason & Stoops, 1978). If self-preoccupying worry produces poor performance because of cognitive interference, any technique that aids the subject's attention to the task at hand should have a facilitative effect. As another alternative, Wine (1971, 1982) has suggested the possibility of developing instructional or training aids that would help worry-prone people to attend more completely to assigned tasks.

Study III was carried out in an effort to compare groups differing in the tendency to worry about tests after they have received either (a) instructions directing them to attend completely to the task on which they will perform, or (b) a reassuring communication prior to performing on the task.

#### Method

<u>Subjects</u>. The subjects were Introductory Psychology students. Prior to and independent of the experiment, they had been administered Reactions to Tests. From the group of 612 students who responded to RTT, 180 were selected for participation in the experiment. These included males and females with scores in the upper, middle, and lower thirds of the Worry scale distribution.

Procedure. The task used in the experiment consisted of a series

of difficult anagrams on which subjects worked for 18 minutes. Previous research had shown that high test anxiety scorers perform poorly on this task when they are tested under achievement-orienting conditions (Sarason, 1961). There is also evidence that under these conditions, subjects high in test anxiety show increases in cognitive interference as assessed by the CIQ (Sarason & Stoops, 1978).

In the present experiment, after working on the anagrams task, the subjects responded to the CIQ. They were told that performance on the anagrams task was a measure of the ability to do college-level work. After this communication (similar to those used by Sarason, 1961 and Sarason & Stoops, 1978), one third of the subjects were given an attention-directing condition, one third were given reassurance, and a control group received no additional communication.

The experiment was conducted using group administrations to 15-20 subjects. Instructions for the anagrams task were contained in the test booklet. The attention-directing and reassuring communications were given by the experimenter after the subjects had read the task instructions, which included the achievement-orienting message. Subjects under the Reassurance condition were told not to be overly concerned about their performance on the anagrams. The experimenter made such comments as "Don't worry" and "You will do just fine". Subjects under the Attention-Directing condition were told to absorb themselves as much as possible in the anagrams task and to avoid thinking about other things. The experimenter said, "...concentrate all your attention on the problems...", "think only about the anagrams", and "don't let yourself get distracted from the task".

#### Results

The experiment followed a 3 x 3 x 2 analysis of variance design with 10 male or female subjects per group. There were three levels each of Worry (high, middle, and low scorers) and Conditions (two experimental and one control condition). These groups were divided equally between males and females.

An analysis of variance of anagram performance scores yielded a significant effect for Conditions ( $\underline{F} = 3.41$ , df 2, 162, p<.05). The group that received Attention-Directing instructions had a mean of 5.79 correct anagram solutions. The comparable Reassurance and Control condition means were 4.88 and 5.14, respectively. The only other significant effect was for the interaction between Worry and Conditions ( $\underline{F} = 3.84$ , df 4, 162, p<.025). As Table 5 shows, the three Worry groups performed comparably under the Attention-Directing condition. However, the high Worry group performed at a significantly higher level (Newman-Keuls test, p<.05) under the Attention-Directing than under the Control condition. The high Worry-Control group's performance was significantly lower (Newman-Keuls Test, p<.05) than the comparable middle and low Worry conditions. Reassurance tended to have a facilitative effect for high Worry subjects and a detrimental effect for low and middle Worry subjects.

There were two significant effects in the CIQ analysis. The Worry main effect ( $\underline{F}$  = 3.25, df 2, 162, p<.05) was due to the tendency of high Worry subjects to report more cognitive interference than the middle and low scoring groups, with means of 26.78, 22.58 and 20.70, respectively. The Worry Conditions effect ( $\underline{F}$  = 4.71, df 4, 162, p<.01) was primarily due to the high Worry-Control group CIQ mean

(33.62). Table 6 presents the means for this interaction.

#### Discussion

The findings in Study III show that reassuring instructions have different effects for high, middle, and low Worry subjects. This is consistent with previous work in which the Test Anxiety Scale, rather than the Worry Scale, of the RTT was the individual difference variable on the basis of which subjects were selected (Sarason, 1958, 1978). The detrimental effect of reassurance on people who are not worriers may be due to these subjects' taking the reassuring communication at its face value; i.e., they take the task too lightly and lower their motivational level.

The Attention-Directing condition would seem to have all of the advantages that reassurance has for high Worry subjects with none of the disadvantages. The performance levels of all groups that received the Attention-Directing instructions were high. Furthermore, cognitive interference under the same condition was consistently low. The relatively poor performance and high cognitive interference of the high Worry group under the control condition is similar to previous findings concerning highly test anxious subjects.

The performance and CIQ scores were reanalyzed in terms of other Reactions to Tests scales. This was done to provide information about the possible interactions of Tension, Test-Irrelevant Thinking, and Bodily Reactions with the experimental conditions. None of these additional analyses revealed statistically significant results. However, the general trend of the scores for Test-Irrelevant Thinking resembled that for Worry.

This experiment, together with earlier work (Sarason, 1978; Wine, 1982), supports an attention-directing interpretation of anxiety and worry and suggests that simply reminding subjects to be task-oriented can have a salutary effect on their performance and intrusive thoughts. It would seem desirable in future research to study various categories of intrusive thoughts (e.g. worry, anger) as a joint function of personality characteristics and situational demands.

#### General Discussion

If stress is viewed in a cognitive perspective as a call for action instigated by appraisals of properties of situations and personal dispositions, then anxiety can be viewed as self-preoccupation over the inability to respond adequately to the call. The test anxious person experiences self-preoccupying worry, insecurity and self-doubt in evaluative situations. These internal distractors lessen attention to the task at hand and contribute to relatively poor performance. The present results suggest that, at least in evaluation situations, the problem of anxiety is, to a significant extent, a problem of intrusive, interfering thoughts that diminish the attention to and efficient execution of the task at hand.

The findings of Study III, together with other recent evidence, show that it is possible experimentally to influence these thoughts. Instructions emphasizing the evaluative nature of the task have been shown to increase the interfering thoughts of highly test anxious subjects (Sarason, 1978). People who are prone to worry in evaluative

situations benefit simply from their attention being called to the importance of maintaining a task focus. Cognitive modeling geared to task orientation and other training procedures also seem to be effective. (Meichenbaum, 1972, 1977, 1980; Sarason, 1973). Thus, experimental manipulations can either increase or decrease the self-preoccupation of test anxious subjects. The amount of self-preoccupation, in turn, influences performance level. This interpretation is consistent with Geen's (1976, 1980) analysis of test anxiety as one influence in a person's ability to use the range of cues available in a given situation. Worry over evaluation leads to task-irrelevant cognitions that interfere with attention to the range of cues in the situation. The wider the range of relevant cues, the greater the debilitating effects of cognitive interference.

Might the concept of test anxiety be defined primarily or exclusively in terms of interfering worry and self-deprecation? Such a definition would be consistent with what we know about the relationships among test anxiety, self-preoccupation, and performance. It would, however, not be consistent with the widely held view that physiological arousal is a major component of anxiety in general. According to this view, the anxious response involves hypermobilization of physiological resources to cope with stress. In their literature review, Holroyd and Appel (1980) concluded that (a) no relationship has been demonstrated between test anxiety and tonic physiological activity, and (b) the cognitive aspects of test anxiety may be its most active ingredients.

and the state of a state of

Yet it is important not to be too quick to cast out the emotional component of evaluation anxiety. One topic that needs clarification

is the meaning of the RTT Tension scale, which accounts for more of the variance than does any other single factor. Its items clearly refer to feeling tense and emotionally upset. However, it is not clear what message people are sending when they say these things. Are people who attribute such characteristics providing information about their state of mind, bodily self-perceptions, or both?

Cognitive and behavioral assessments are often found not to be highly correlated with measurements of bodily processes. That physiological arousal is not peculiar to anxiety becomes all too evident when one notes the autonomic correlates seen in people who are experiencing high levels of anger. Studies are needed to relate various combinations of cognitive and physiological response patterns to observable behavior. For example, what are the similarities and differences between people who are worried and do not show high levels of autonomic functioning with those who do? The Reactions to Tests instrument might be useful in selecting subjects for such comparisons. Its four components could contribute to more fine-grained analyses of the components of test anxiety.

Worrying behavior, one component of anxiety, was demonstrated in Study II to be the major component in decreasing performance efficiency in evaluative situations. As a further illustration of the efficacy of this approach, another study based on this finding (Study III) has demonstrated that, as predicted, task-orienting instructions that serve to reduce time spent worrying were more effective in reducing the detrimental effect of anxiety on behavior than instructions that emphasized reassurance.

Reassurance, generalized calming statements geared to reduce

the general feeling of upset that high anxious people feel in evaluation situations, has been used in both experimental and day-to-day situations as a means of reducing the effects of anxiety. Not only is it less effective in improving the performance of high anxious persons than the task-directed approach, but it also has the unfortunate effect of decreasing performance level in low anxious individuals. This example from Study III illustrates some of the benefits of rephrasing the definition of anxiety so that the components can be studied separately in relation to the behavior observed.

The studies reported here are consistent with the growing evidence that simultaneous attention to both the characteristics of stress-arousing situations and personality attributes is needed in order to account for the wide variability among people in how they confront and deal with challenges that arise in their lives.

The concept of anxiety has been researched extensively, but many of the findings have been conflicting. One factor responsible for much of this confusion has been a broad, all-enveloping definition of anxiety -- both what it is and precisely how it functions in affecting performance. The cognitive approach to anxiety, the information processing view that anxiety arises from a self-assessment of personal deficit in meeting situational demands, has helped in the process of clarification. However, the relationship between how anxiety is experienced and how this experience affects performance is still unclear.

「「ない」というで、ことないという

This paper is concerned with one step to remedy that lack of clarity. By construction of a multi-factor instrument, it may be

possible to define anxiety more sharply and to improve the understanding of how it relates to performance. Construction of such an instrument and examples of its application have been discussed here.

i.

#### Footnotes

 $^{1}$ I am indebted to Professor Allen L. Edwards for his advice about factor analytic methods.

<sup>2</sup>Professor Haruyo Hama, Doshisha University, Kyoto, Japan has performed a factor analysis of the 91 items using as subjects 213 female University students. The results of the factor analysis are similar to the ones reported here.

There is an As

#### Table 1

#### Illustrative Items from Four Scales Derived from Factor Analysis

#### Tension

- 1. I feel distressed and uneasy before tests.
- 2. I feel jittery before tests.
- 3. I find myself becoming snxious the day of a test.

#### Worry

- 1. Before taking a test, I worry about failure.
- 2. During tests, I wonder how the other people are doing.
- 3. Before tests, I feel troubled about what is going to happen.

#### Test-Irrelevant Thoughts

- 1. During tests I think about recent past events.
- 2. Irrelevant bits of information pop into my head during a test.
- 3. During tests, I find myself thinking of things unrelated to the material being tested.

#### Bodily Reactions

- 1. I get a headache during an important test.
- 2. My stomach gets upset before tests.
- 3. My heart beats faster when the test begins.

# Intercorrelations among Four Groups of Factor Analytically Derived Items

# and Test Anxiety Scale (TAS) (N=390)

			Test-Irrelevant	Bodily	
	Tension	Worry	Thinking	Reactions	TAS
Tension		.66	.28	.69	.84
Worry			.51	.40	.72
Test-Irrelevant Thinking				.24	.36
Bodily Reactions					.60

A STATISTICS AND AND AND A

TAS

4. E. Z.

VALABUE LABE --

### Table 3

# Means, Standard Deviations, and Range for Reactions to Tests

# Total Score and 4 Scales

### Males (N=144)

	Mean	S.D.	Range
RTT Total Score	74.04	17.99	43-135
Tension Scale	22.39	6.58	10-39
Worry Scale	19.51	5.93	11-36
Test-Irrelevant Thinking	17.19	6.40	10-39
Bodily Symptoms	14.95	4.12	10-27

# Females (N=241)

	Mean	<u>S.D.</u>	Range
RTT Total Score	80.37	21.13	42-141
Tension Scale	25.17	7.58	10-40
Worry Scale	21.30	6.72	10-37
Test-Irrelevant Thinking	17.83	7.01	10-40
Bodily Symptoms	16.08	5.70	10-39

18.1

The second second

-

たいため

# Correlations of RTT Total Score and Its Scales, and TAS, with

# Cognitive Interference Questionnaire (CIQ) Scores for Males and Females

	Males (N=144)	Females (N=241)
	47	
RTT-Totel	.47	.44
RTT-Tension	.31	.29
RTT-Worry	.54	.51
RTT-Test-Irrelevant Thinking	.33	.30
RTT-Bodily Symptoms	.27	.26
TAS	.44	.38

The state of the second second

# Performance Means for Worry X Conditions Interaction

(Number of Correct Solutions)

Worry

ware a state of the second second

	High	Middle	Low
Conditions			
Attention-Directing	5.92	5.67	5.77
Reassurance	5.45	4.78	4.41
Control	3.62	5.82	5.98

# Cognitive Interference Questionnaire (CIQ) Means

# for Worry X Conditions Interaction

Wo	r	r	y	

CONTRACTOR AND A

	High	Middle	Low
Conditions			
Attention-Directing	22.30	22.78	20.31
Reassurance	24.48	23.52	22.19
Control	33.62	21.44	19.61

Alterna L

ŝ

のないの

#### References

Deffenbacher, J.L. Relationship of worry and emotionality to performance on the Miller Analogies Test. Journal of Educational Psychology, 1977, 69, 191-195.
Deffenbacher, J.L. Worry, emotionality and task-generated interference in test anxiety: An empirical test of attentional theory. Journal of Educational

Psychology, 1978, 70, 248-254.

- Deffenbacher, J.L. Worry and emotionality in test anxiety. In I.G. Sarason (Ed.), <u>Test anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.
- Deffenbacher, J.L., & Deitz, S.R. Effects of test anxiety on performance, worry, and emotionality in naturally occurring exams. <u>Psychology in the</u> <u>Schools</u>, 1978, 15, 446-450.
- Denney, D.R. Self-control approaches to the treatment of test anxiety. In I.G. Sarason (Ed.), <u>Test anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.
- Doris, J., & Sarason, S.B. Test anxiety and blame assignment in a failure situation. Journal of Abnormal and Social Psychology, 1955, <u>50</u>, 335-338.
- Dusek, J.B. The development of test anxiety in children. In I.G. Sarason (Ed.), <u>Test anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.
- Edwards, A.L. <u>Experimental design in psychological research</u> (rev. ed.). New York: Holt, Rinehart, & Winston, 1960.
- Ganzer, V.J. The effects of audience pressure and test anxiety on learning and retention in a serial learning situation. <u>Journal of Personality and Social</u> Psychology, 1968, 8, 194-199.

Geen, R.G. Test anxiety, observation and range of cue utilization. British

Journal of Social and Clinical Psychology, 1976, 15, 253-259.

- Geen, R.G. Test anxiety and cue utilization. In I.G. Sarason (Ed.), <u>Test</u> <u>anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.
- Holroyd, K.A. & Appel, M.A. Test anxiety and physiological responding. In I.G. Sarason (Ed.), <u>Test anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.
- Kaplan, R.M., McCordick, S.M., & Twitchell, M. Is it the cognitive or the behavioral component which makes cognitive-behavior modification effective in test anxiety? Journal of Counseling Psychology, 1979, 26, 371-377.
- Liebert, R.M., & Morris, L.W. Cognitive and emotional components of test anxiety: A distinction and some initial data. <u>Psychological Reports</u>, 1967, 20, 975-978.
- Magnusson, D. Wanted: A psychology of situations. In D. Magnusson (Ed.), <u>Toward a psychology of situations: An interactional perspective</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1981.
- Magnusson, D., & Stattin, H. Methods for studying stressful situations. In H. W. Krohne & L. Laux (Eds.), <u>Achievement, stress, and anxiety</u>. Washington, D.C.: Hemisphere Publishing Company, 1982.
- Marlett, N.J., & Watson, D. Test anxiety and immediate or delayed feedback in a test-like avoidance task. Journal of Personality and Social Psychology, 1968, 8, 200-203.
- Meichenbaum, D. Cognitive modification of test anxious college students. Journal of Consulting and Clinical Psychology, 1972, 39, 370-380.
- Meichenbaum, D. Cognitive-behavior modification: An integrative approach. New York: Plenum Press, 1977.

Meichenbaum, D., & Butler, L. Toward a conceptual model for the treatment of

test anxiety: Implications for research and treatment. In I.G. Sarason (Ed.), <u>Test anxiety: Theory, research, and applications</u>. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.

- Meunier, C., & Rule, B.G. Anxiety, confidence, and uniformity. Journal of Personality, 1967, 35, 498-504.
- Morris, L.W., Davis, M.A., & Hutchings, C.H. Cognitive and emotional components of anxiety: Literature review and a revised Worry-Emotionality Scale. Journal of Educational Psychology, 1981, 73, 541-555.
- Sarason, I.G. The effects of anxiety, reassurance, and meaningfulness of material to be learned on verbal learning. <u>Journal of Experimental</u> <u>Psychology</u>, 1958, 56, 472-477.
- Sarason, I.G. The effects of anxiety and threat on the solution of a difficult task. Journal of Abnormal and Social Psychology, 1961, 62, 165-168.
- Sarason, I.G. Test anxiety and the model who fails. <u>Journal of Personality and</u> <u>Social Psychology</u>, 1972, 22, 410-413.
- Sarason, I.G. Test anxiety and cognitive modeling. Journal of Personality and Social Psychology, 1973, 28, 58-61.
- Sarason, I.G. The Test Anxiety Scale: Concept and research. In C.D. Spielberger & I.G. Sarason (Eds.), <u>Stress and Anxiety</u> (Vol. 5). Washington D.C.: Hemisphere Publishing Corporation, 1978.
- Sarason, I.G. (Ed.). <u>Test anxiety: Theory, research and applications.</u> Hillsdale, N.J.: Lawrence Erlbaum Associates, 1980.

- Sarason, I.G. & Palola, E.G. The relationship of test and general anxiety, difficulty of task, and experimental instructions to performance. Journal of Experimental Psychology, 1960, 59, 185-191.
- Sarason, I.G., & Sarason, B.R. The importance of cognition and moderator variables in stress. In D. Magnusson (Ed.), Toward a psychology of

situations: An interactional perspective. Hillsdale, N.J.: Lawrence Erlbaum Associates, 1981.

- Sarason, I.G., & Stoops, R. Test anxiety and the passage of time. Journal of Consulting and Clinical Psychology, 1978, 46, 102-109.
- Siegel, J.M., & Loftus, E.F. Impact of anxiety and life stress upon eyewitness testimony. Bulletin of the Psychonomic Society, 1978, 12, 479-480.
- Trapp, E.P., & Kausler, P.H. Test anxiety level and goal-setting behavior. Journal of Consulting Psychology, 1958, 22, 31-34.
- Tryon, G.S. The measurement and treatment of test anxiety. <u>Review of</u> Educational Research, 1980, 50, 343-372.
- Wine, J.D. Test anxiety and direction of attention. <u>Psychological Bulletin</u>, 1971, 76, 92-104.
- Wine, J.D. Evaluation anxiety: A cognitive-attentional construct. In H.W. Krohne & L. Laux (Eds.), Achievement, stress, and anxiety. New York: Hemisphere Publishing Corporation, 1982.

P4-5/A1 Sequential by Agency 452:KD:716:enj 78u452-883 24 June 1981

# LIST 1 MANDATORY

Defense Technical Information Center (12 copies) ATTN: DTIC DDA-2 Selection and Preliminary Cataloging Section Cameron Station Alexandria, VA 22314

Library of Congress Science and Technology Division Washington, DC 20540

Office of Naval Research Code 452 800 N. Quincy Street Arlington, VA 22217

Naval Research Laboratory Code 2627 Washington, DC 20375

Jffice of Naval Research Director, Technology Programs Code 200 800 N. Quincy Street Arlington, VA 22217

Office of Naval Research Code 450 800 N. Quincy Street Arlington, VA 22217

Office of Naval Research Code 458 800 N. Quincy Street Arlington, VA 22217

Office of Naval Research Code 455 800 N. Quincy Street Arlington, VA 22217

Dr. L. Johnson Technical Director Navy Health Research Center San Diego, CA 92152 (2 copies)

(3 copies)

(6 copies)

P4-5/A3 Sequential by State/City

Þ

Ŀ

ľ

452:KD:716:enj 78u452-883 24 June 1981

LIST 2 ONR FIELD

ONR Western Regional Office 1030 E. Green Street Pasadena, CA 91106

Psychologist ONR Western Regional Office 1030 E. Green Street Pasadena, CA 91106

ONR Regional Office 536 S. Clark Street Chicago, IL 60605

Psychologist ONR Regional Office 536 S. Clark Street Chicago, IL 60605

Psychologist ONR Eastern/Central Regional Office Bldg. 114, Section D 666 Summer Street Boston, MA 02210

ONR Eastern/Central Regional Office Bldg. 114, Section D 666 Summer Street Boston, MA 02210 P4-5/A5 Sequential by OPNAV Code 452:KD:716:enj 78u452-883 25 June 1981

LIST 3 OPNAV

Deputy Chief of Naval Operations (Manpower, Personnel, and Training) Head, Research, Development, and Studies Branch (Op-115) 1812 Arlington Annex Washington, DC 20350

Director Civilian Personnel Division (OP-14) Department of the Navy 1803 Arlington Annex Washington, DC 20350

Deputy Chief of Naval Operations (Manpower, Personnel, and Training) Director, Human Resource Management Plans and Policy Branch (Op-150) Department of the Navy Washington, DC 20350

Deputy Chief of Naval Operations (Manpower, Personnel, and Training) Director, Human Resource Management Plans and Policy Branch (Op-150) Department of the Navy Washington, DC 20350

Chief of Naval Operations Head, Manpower, Personnel, Training and Reserves Team (Op-964D) The Pentagon, 4A478 Washington, DC 20350

Chief of Naval Operations Assistant, Personnel Logistics Planning (Op-987H) The Pentagon, 5D772 Washington, DC 20350

Naval Weapons Center Code 094 China Lake, CA 93555

452:KD:716:enj 78u452-883 24 June 1981

LIST 4 NAVMAT & NPRDC

NAVMAT

Program Administrator for Manpower, Personnel, and Training MAT 0722 800 N. Quincy Street Arlington, VA 22217

Naval Material Command Management Training Center NAVMAT 09M32 Jefferson Plaza, Bldg #2, Rm 150 1421 Jefferson Davis Highway Arlington, VA 20360

Naval Material Command NAVMAT-OOK Washington, DC 20360

Naval Material Command NAVMAT-OOKB Washington, DC 20360

Naval Material Command (MAT-03) Crystal Plaza #5 Room 236 2211 Jefferson Davis Highway Arlington, VA 20360

#### NPRDC

Commanding Officer Naval Personnel R&D Center San Diego, CA 92152 (5 Copies)

Navy Personnel R&D Center Washington Liaison Office Building 200, 2N Washington Navy Yard Washington, DC 20374 P4-5/A9 Sequential by State/City 452:KD:716:enj 78u452-883 24 June 1981

LIST 5 BUMED

Commanding Officer Naval Health Research Center San Diego, CA 92152

CDR William S. Maynard Psychology Department Naval Regional Medical Center San Diego, CA 92134

Naval Submarine Medical Research Laboratory Naval Submarine Base New London, Box 900 Groton, CT 06349

Director, Medical Service Corps Bureau of Medicine and Surgery Code 23 Department of the Navy Washington, DC 20372

Naval Aerospace Medical Research Lab Naval Air Station Pensacola, FL 32508

A Street Street

Program Manager for Human Performance Naval Medical R&D Command National Naval Medical Center Bethesda, MD 20014

Navy Medical R&D Command ATTN: Code 44 National Naval Medical Center Bethesda, MD 20014

452:KD:716:lab 78u452-883 30 May 1981

#### LIST 6 NAVAL ACADEMY AND NAVAL POSTGRADUATE SCHOOL

Naval Postgraduate School ATTN: Dr. Richard S. Elster Department of Administrative Sciences Monterey, CA 93940

Naval Postgraduate School ATTN: Professor John Senger Operations Research and Administrative Science Monterey, CA 93940

Superintendent Naval Postgraduate School Code 1424 Monterey, CA 93940

Naval Postgraduate School ATTN: Dr. James Arima Code 54-Aa Monterey, CA 93940

Naval Postgraduate School ATTN: Dr. Richard A. McGonigal Code 54 Monterey, CA 93940

U.S. Naval Academy ATTN: CDR J. M. McGrath Department of Leadership and Law Annapolis, MD 21402

Professor Carson K. Eoyang Naval Postgraduate School, Code 54EG Department of Administration Sciences Monterey, CA 93940

Superintendent ATTN: Director of Research Naval Academy, U.S. Annapolis, MD 21402

P4-5/A13 Sequential by State/City/FPO 452:KD:716:1ab 78u452-883 30 May 1981

LIST 7 HRM

Officer in Charge Human Resource Management Detachment Naval Air Station Alameda, CA 94591

Officer in Charge Human Resource Management Detachment Naval Submarine Base New London P.O. Box 81 Groton, CT 06340

Officer in Charge Human Resource Management Division Naval Air Station Mayport, FL 32228

Commanding Officer Human Resource Management Center Pearl Harbor, HI 96860

Commander in Chief Human Resource Management Division U.S. Pacific Fleet Pearl Harbor, HI 96860

Officer in Charge Human Resource Management Detachment Naval Base Charleston, SC 29408

Commanding Officer Human Resource Management School Naval Air Station Memphis Millington, TN 38054

Ł

Human Resource Management School Naval Air Station Memphis (96) Millington, TN 38054

List 7 (Continued)

452: KD: 716: enj 78u452-883 24 June 1981

ÍI.

Commanding Officer Human Resource Management Center 1300 Wilson Boulevard Arlington, VA 22209

Commanding Officer Human Resource Management Center 5621-23 Tidewater Drive Norfolk, VA 23511

Commander in Chief Human Resource Management Division U.S. Atlantic Fleet Norfolk, VA 23511

Officer in Charge Human Resource Management Detachment Naval Air Station Whidbey Island Oak Harbor, WA 98278

Commanding Officer Human Resource Management Center Box 23 FPO New York 09510

Commander in Chief Human Resource Management Division U.S. Naval Force Europe FPO New York 09510

Officer in Charge Human Resource Management Detachment Box 60 FPO San Francisco 96651

Officer in Charge Human Resource Management Detachment COMNAVFORJAPAN FPO Seattle 98762 P4-5/A16 Sequential by State/City

452:KD:716:1ab 78u452-883 30 May 1981

## LIST 8 NAVY MISCELLANEOUS

----

Naval Military Personnel Command (2 copies) HRM Department (NMPC-6) Washington, DC 20350

Naval Training Analysis and Evaluation Group Orlando, FL 32813

Commanding Officer ATTN: TIC, Bldg. 2068 Naval Training Equipment Center Orlando, FL 32813

Chief of Naval Education and Training (N-5) Director, Research Development, Test and Evaluation Naval Air Station Pensacola, FL 32508

Chief of Naval Technical Training ATTN: Dr. Norman Kerr, Code 017 NAS Memphis (75) Millington, TN 38054

Navy Recruiting Command Head, Research and Analysis Branch Code 434, Room 8001 801 North Randolph Street Arlington, VA 22203

Commanding Officer USS Carl Vinson (CVN-70) Newport News Shipbuilding & Drydock Company Newport News, VA 23607

452:KD:716:1ab 78u452-883 30 May 1981

LIST 9 USMC

Headquarters, U.S. Marine Corps Code MPI-20 Washington, DC 20380

Headquarters, U.S. Marine Corps ATTN: Dr. A. L. Slafkosky, Code RD-1 Washington, DC 20380

Education Advisor Education Center (E031) MCDEC Quantico, VA 22134

Commanding Officer Education Center (E031) MCDEC Quantico, VA 22134

Commanding Officer U.S. Marine Corps Command and Staff College Quantico, VA 22134

3

and the states

P4-5/A23 Sequential by Agency 452:KD:716:enj 78u452-883 24 June 1981

### LIST 11 OTHER FEDERAL GOVERNMENT

Dr. Douglas Hunter Defense Intelligence School Washington, DC 20374

Dr. Brian Usilaner GAO Washington, DC 20548

National Institute of Education ATTN: Dr. Fritz Mulhauser FOLC/SMO 1200 19th Street, N.W. Washington, DC 20208

National Institute of Mental Health Division of Extramural Research Programs 5600 Fishers Lane Rockville, MD 20852

National Institute of Mental Health Minority Group Mental Health Programs Room 7 - 102 5600 Fishers Lane Rockville, MD 20852

Office of Personnel Management Office of Planning and Evaluation Research Management Division 1900 E Street, N.W. Washington, DC 20415

Office of Personnel Management ATTN: Ms. Carolyn Burstein 1900 E Street, NW. Washington, DC 20415

Office of Personnel Management ATTN: Mr. Jeff Kane Personnel R&D Center 1900 E Street, N.W. Washington, DC 20415

Chief, Psychological Research Branch ATTN: Mr. Richard Lanterman U.S. Coast Guard (G-P-1/2/TP42) Washington, DC 20593 P4-5/A24 Sequential by Agency 452:KD:716:enj 78u452-883 24 June 1981

LIST 11 CONT'D

and the second

-

and the second second

Ş.

# OTHER FEDERAL GOVERNMENT

Social and Developmental Psychology Program National Science Foundation Washington, DC 20550

Study Center National Maritime Research Center Kings Point, NY 11024 Attn.: Ms. Eleanor Haber P4-5/A25 Sequential by State/City 452:KD:716:enj 78u452-883 24 June 1981

LIST 12 ARMY

Headquarters, FORSCOM ATTN: AFPR-HR Ft. McPherson, GA 30330

Army Research Institute Field Unit - Leavenworth P.O. Box 3122 Fort Leavenworth, KS 66027

Technical Director Army Research Institute 5001 Eisenhower Avenue Alexandria, VA 22333

Director Systems Research Laboratory 5001 Eisenhower Avenue Alexandria, VA 22333

Director Army Research Institute Training Research Laboratory 5001 Eisenhower Avenue Alexandria, VA 22333

Dr. T. O. Jacobs Code PERI-IM Army Research Institute 5001 Eisenhower Avenue Alexandria, VA 22333

COL Howard Prince Head, Department of Behavior Science and Leadership U.S. Military Academy, New York 10996 P4-5/A27 Sequential by State/City

t

t

.

452:KD:716:enj 78u452-883 24 June 1981

LIST 13 AIR FORCE

Air University Library/LSE 76-443 Maxwell AFB, AL 36112

COL John W. Williams, Jr. Head, Department of Behavioral Science and Leadership U.S. Air Force Academy, CO 80840

MAJ Robert Gregory USAFA/DFBL U.S. Air Force Academy, CO 80840

AFOSR/NL (Dr. Fregly) Building 410 Bolling AFB Washington, DC 20332

LTCOL Don L. Presar Department of the Air Force AF/MPXHM Pentagon Washington, DC 20330

Technical Director AFHRL/MO(T) Brooks AFB San Antonio, TX 78235

AFMPC/MPCYPR Randolph AFB, TX 78150 P4-5/A29 Sequential by State/City 452:KD:716:lab 78u452-883 30 May 1981

### LIST 14 MISCELLANEOUS

Australian Embassy Office of the Air Attache (S3B) 1601 Massachusetts Avenue, N.W. Washington, DC 20036

British Embassy Scientific Information Officer Room 509 3100 Massachusetts Avenue, N.W. Washington, DC 20008

Canadian Defense Liaison Staff, Washington ATTN: CDRD 2450 Massachusetts Avenue, N.W. Washington, DC 20008

<u>.</u>

Commandant, Royal Military College of Canada ATTN: Department of Military Leadership and Management Kingston, Ontario K7L 2W3

National Defence Headquarters ATTN: DPAR Ottawa, Ontario K1A OK2

Mr. Luigi Petrullo 2431 North Edgewood Street Arlington, VA 22207 P4-5/B2 Sequential by Principal Investigator

> LIST 15 CURRENT CONTRACTORS

Dr. Richard D. Arvey University of Houston Department of Psychology Houston, TX 77004

Dr. Arthur Blaiwes Human Factors Laboratory, Code N-71 Naval Training Equipment Center Orlando, FL 32813

Dr. Joseph V. Brady The Johns Hopkins University School of Medicine Division of Behavioral Biology Baltimore, MD 21205

Dr. Stuart W. Cook Institute of Behavioral Science #6 University of Colorado Box 482 Boulder, CO 80309

Dr. L. L. Cummings Kellogg Graduate School of Management Northwestern University Nathaniel Leverone Hall Evanston, IL 60201

Dr. Henry Emurian The Johns Hopkins University School of Medicine Department of Psychiatry and Behavioral Science Baltimore, MD 21205

Dr. John P. French, Jr. University of Michigan Institute for Social Research P.O. Box 1248 Ann Arbor, MI 48106

Dr. Paul S. Goodman Graduate School of Industrial Administration Carnegie-Mellon University Pittsburgh, PA 15213 452:KD:716:enj 78u452-883 24 June 1981 P4-5/B3

LIST 15 (Continued)

452:KD:716:enj 78u452-883 24 June 1981

Dr. J. Richard Hackman School of Organization and Management Box 1A, Yale University New Haven, CT 06520

Dr. Lawrence R. James School of Psychology Georgia Institute of Technology Atlanta, GA 30332

Dr. Allan Jones Naval Health Research Center San Diego, CA 92152

Dr. Frank J. Landy The Pennsylvania State University Department of Psychology 417 Bruce V. Moore Building University Park, PA 16802

Dr. Bibb Latane<sup>-</sup> The Ohio State University Department of Psychology 404 B West 17th Street Columbus, OH 43210

Dr. Edward E. Lawler University of Southern California Graduate School of Business Administration Los Angeles, CA 90007

Dr. Edwin A. Locke College of Business and Management University of Maryland College Park, MD 20742

Dr. Fred Luthans Regents Professor of Management University of Nebraska - Lincoln Lincoln, NB 68588

Dr. John B. Carroll Department of Psychology Davie Hall 013-A University of North Carolina Chapel Hill, NC 27514 P4-5/B4

LIST 15 (Continued)

452:KD:716:enj 78u452-883 24 June 1981

Dr. R. R. Mackie Human Factors Research Santa Barbara Research Park 6780 Cortone Drive Goleta, CA 93017

Dr. William H. Mobley College of Business Administration Texas A&M University College Station, TX 77843

Dr. Thomas M. Ostrom The Ohio State University Department of Psychology 116E Stadium 404C West 17th Avenue Columbus, OH 43210

Dr. William G. Ouchi University of California, Los Angeles Graduate School of Management Los Angeles, CA 90024

Dr. Irwin G. Sarason University of Washington Department of Psychology, NI-25 Seattle, WA 98195

Dr. Benjamin Schneider Department of Psychology Michigan State University East Lansing, MI 48824

Dr. Saul B. Sells Texas Christian University Institute of Behavioral Research Drawer C Fort Worth, TX 76129

Dr. Edgar H. Schein Massachusetts Institute of Technology Sloan School of Management Cambridge, MA 02139

AND THE REAL PROPERTY AND A REAL PROPERTY A REAL PROPERTY A REAL PROPERTY AND A REAL PROPERTY AND A REAL P

452:KD:716:enj 78u452-883 24 June 1981

P4-5/B5

LIST 15 (Continued)

Dr. H. Wallace Sinaiko Program Director, Manpower Research and Advisory Services Smithsonian Institution 801 N. Pitt Street, Suite 120 Alexandria, VA 22314

Dr. Richard M. Steers Graduate School of Management University of Oregon Eugene, OR 97403

Dr. Gerald R. Stoffer Aerospace Psychologist LT, Medical Service Corp. Code N-712 NAVTRAEQUIPCEN Orlando, FL 32813

Dr. Siegfried Streufert The Pennsylvania State University Department of Behavioral Science Milton S. Hershey Medical Center Hershey, PA 17033

Dr. James R. Terborg University of Oregon West Campus Department of Management Eugene, OR 97403

Dr. Harry C. Triandis Department of Psychology University of Illinois Champaign, IL 61820

Dr. Howard M. Weiss Purdue University Department of Psychological Sciences West Lafayette, IN 47907

Dr. Philip G. Zimbardo Stanford University Department of Psychology Stanford, CA 94305

A CONTRACTOR OF THE OWNER OF THE

