

City Research Online

City, University of London Institutional Repository

Citation: Krupić, D. & Corr, P. J. (2019). How reinforcement sensitivity theory relates to self-determination theory. Personality and Individual Differences, 155, 109705. doi: 10.1016/j.paid.2019.109705

This is the accepted version of the paper.

This version of the publication may differ from the final published version.

Permanent repository link: https://openaccess.city.ac.uk/id/eprint/23820/

Link to published version: https://doi.org/10.1016/j.paid.2019.109705

Copyright: City Research Online aims to make research outputs of City, University of London available to a wider audience. Copyright and Moral Rights remain with the author(s) and/or copyright holders. URLs from City Research Online may be freely distributed and linked to.

Reuse: Copies of full items can be used for personal research or study, educational, or not-for-profit purposes without prior permission or charge. Provided that the authors, title and full bibliographic details are credited, a hyperlink and/or URL is given for the original metadata page and the content is not changed in any way.

 City Research Online:
 http://openaccess.city.ac.uk/
 publications@city.ac.uk

How Reinforcement Sensitivity Theory Relates to Self-Determination Theory

Dino Krupić

University of Osijek

Philip J. Corr

University of London

Correspondence author: Dino Krupić, University of Osijek, Faculty of Humanities and Social Science, Department of psychology, L. Jagera 9, 31000 Osijek, e-mail: dkrupic@ffos.hr

Acknowledgements

The authors declared no potential conflicts of interest with respect to the research, authorship, and/or publication of this article.

The authors received no financial support for the research, authorship, and/or publication of this article.

Highlights

- Scales of RST and goal-orientation within SDT are assessed
- The BIS and FFS did not predicted goal importance
- Various BAS scales differentially predicted intrinsic and extrinsic goal importance
- Data support discriminative validity of the BAS subscales

*Manuscript without author identities Click here to view linked References

RST and SDT

Abstract

2	Reinforcement Sensitivity Theory (RST) and Self-Determination Theory (SDT) are two well-
3	known theoretical frameworks in the fields of personality and motivation. Despite their rich
4	histories, they have not yet been studied together. Here we examine their empirical
5	relationships with special emphasis on the behavioural approach system (BAS) of RST. Based
6	on a community sample of 314 participants, our study examined relationships between: (1)
7	RST-related personality factors of the RST-PQ and SPSRQ-20 questionnaires; and (2) the
8	Aspiration Index for goal-orientation within SDT. Regression analyses revealed that BAS
9	factors explained intrinsic and extrinsic goals, whereas the defensive behavioural inhibition
10	system (BIS) and the fight-flight-freeze system (FFFS) did not. Furthermore, BAS scales
11	differentially predicted intrinsic and extrinsic classes of goals, which suggests their unique
12	effects should be considered when attempting to provide a theoretical account of human
13	motivation within the RST framework.

Keywords: intrinsic and extrinsic goals, self-determination theory, reinforcement sensitivity
theory, motivation, aspiration

23

How Reinforcement Sensitivity Theory Relates to Self-Determination Theory

Reinforcement Sensitivity Theory (RST) recognises three brain-behavioural systems 24 underlying personality traits. The Behavioural Approach System (BAS) is responsible for 25 striving to attain important resources for survival and reproduction. The other two systems are 26 defensive in nature: the Fight-Flight-Freeze System (FFFS) and the Behavioural Inhibition 27 System (BIS), respectively, responsible: (a) for the avoidance of threats endangering survival: 28 and (b) the resolution of goal-conflict. The original version of RST was focused on describing 29 the brain-behavioural circuits underlying individual differences in sensitivities to reward and 30 punishment cues (Corr, 2008; Gray, 1982; Gray & McNaughton, 2000). In contrast, more 31 recent formulations focusing on the general notions of attractors and repulsors, as this 32 distinction recognises the ambiguities inherent in 'reward' and 'punishment' – furthermore, 33 refinements to RST point to a stronger role of the FFFS than seen in the original version (Corr 34 & McNaughton, 2012). 35

Since the 2000 revision of RST, a major concern has been the operational definition of 36 its main components (Corr, 2016; Krupić, Corr, Ručević, Križanić, & Gračanin, 2016; Walker 37 & Jackson, 2017). There is now a reasonably good agreement on the operationalization of the 38 BIS and FFFS (e.g., Krupić, Križanić, & Corr, 2016). However, the same cannot be said of 39 the BAS. Specifically, there is no clear consensus regarding how it should be conceptualised 40 and measured, which has led to the development of a number of RST questionnaires with 41 varying theoretical bases and different number of factors (see Krupić & Corr, 2017). The 42 issue of the dimensionality of the BAS does not arise solely from the revision of the theory; it 43 reflects also the more general problem of translating RST from animal to human contexts. 44

Four RST questionnaires contain a one-dimensional operationalisation of the BAS
(Jackson, 2009; Reuter, Cooper, Smillie, Markett, & Montag, 2015; Smederevac, Mitrović,
Čolović, & Nikolašević, 2014; Torrubia, Ávila, Moltó, & Caseras, 2001), while two

questionnaires contain a multidimensional conceptualisation (Carver & White, 1994; Corr &
Cooper, 2016) – with only the latter based on revised RST (Gray & McNaughton, 2000) and
subsequent refinement of the theory (Corr & McNaughton, 2012). Moreover, some authors
propose to calculate a total BAS score from these multidimensional scales (e.g., Kelley et al.,
2019), but this suggestion is not in accord with views regarding the structural properties of the
BAS (e.g., Smillie, Jackson, & Dalgleish, 2006; see Corr, 2016).

The problem addressed by our study concerns the predictive validity of
unidimensional versus multidimensional BAS conceptualizations in explaining intrinsic and
extrinsic goals aspiration within Self-Determination Theory (SDT; Deci & Ryan, 2000). This
is relevant both for understanding the role of the BAS and its sub-factors, and, more
generally, for the relationships between RST factors and SDT-related human motivation.

59 Reinforcement sensitivity theory and self-determination theory

Establishing differences between intrinsic and extrinsic motivations has been a major 60 contribution of SDT. Ryan and Deci (2000) define intrinsic motivation as the inherent 61 tendency to seek out novelty and challenges, extending and exercising one's capacities, as 62 well as exploring and learning. Intrinsic motivation increases when environmental 63 circumstances afford beneficial effects on basic psychological needs: autonomy, competence, 64 and relatedness. In contrast, extrinsic motivation is typically driven by environmental cues 65 and incentives. Moreover, the presence of external incentives may undermine intrinsic 66 motivation by shifting the perceived locus of control from internal to external factors (Ryan & 67 Deci, 2000). 68

Perhaps surprisingly, RST and SDT have not yet been studied together. This might be
the result of their different research traditions. While SDT focused on the study of human
behaviour, original RST examined the behaviour of laboratory animals (principally rodents),

at least until the 1980s when it started to be extended to human behaviour – although there 72 were some earlier attempts in the 1970s (for a review, see Pickering, Corr, Powell, Kumari, 73 Thornton, & Gray, 1997). Furthermore, SDT focused on cognitive and internal variables, such 74 as interpretations, desires and motives (Deci & Ryan, 1985) that intervene between stimulus 75 and response, which in studies conducted on experimental (non-human) animals were either 76 ignored or considered unimportant – largely because they are so difficult to measure and 77 prone to inferential hazard (see Corr, 2013). After shifting focus from experimental animal to 78 79 human studies, revised RST (Gray & McNaughton, 2000) paid much more attention to the processes underlying human motivation and behaviour. However, until recently, little 80 attention was paid to central states of motivation (goal representations) as opposed to the 81 behavioural machinery that subserves these goals (e.g., FFFS, BAS and BIS) (Corr & Krupić, 82 2017). Also, RST has been dominantly focused on behaviours related to survival and 83 reproduction typical of all mammals; in contrast, SDT was always and exclusively interested 84 in human motivation. To characterise the differences between the two theories, we may say 85 that RST has been principally oriented towards lower, while SDT toward upper, levels of 86 Maslow's hierarchy of needs/motives. Only until recently (see Di Domenico & Ryan, 2017), 87 SDT was not interested in the identification of brain-behavioural mechanisms underlying 88 89 intrinsic and extrinsic motivation, which has been the main focus of RST.

For these and, no doubt, other reasons, some of the well-studied aspects of human
functioning within SDT have not yet captured the attention of RST researchers. This is
unfortunate because ignoring the relevance of extrinsic and intrinsic motivation only
downplays the potential of the RST framework to explain more fully human motivation. The
time seems ripe to try to synthesize these two major approaches.

Within SDT, the importance of goals (i.e., aspirations) is studied within goal contents
theory (GCT) that recognises intrinsic (i.e., community, personal growth, relationship and

health) and extrinsic (i.e., image, fame and wealth) classes of goals (Kasser & Ryan, 1993,
1996). The standard instrument for the measurement of these goals is the Aspiration Index
(AI; Kasser & Ryan, 1993). The sum of goals represents the strength of intrinsic and extrinsic
aspirations. In addition, SDT places emphasis on the importance of the *relative* salience of
intrinsic and extrinsic aspirations. This quality of motivation is measured by intrinsic versus
extrinsic value orientation (Sheldon & McGregor, 2000; Sheldon & Krieger, 2014), which is
calculated by subtracting one from the other.

The GCT group of extrinsic goals or motives have been studied also under different 104 theoretical frameworks. For instance, they are highly congruent with the motives reflecting 105 competitive resource acquisition strategies (Bernard, 2013) and the fast lifestyle within life 106 history theory (Figueredo, 2007). Recent studies (Krupić, Banai, & Corr, 2018; Krupić, 107 Gračanin, & Corr, 2016) found these motives to be correlated with the Sensitivity to Reward 108 (SR) scale from the Sensitivity to Punishment Sensitivity to Reward Questionnaire (SPSRO; 109 Torrubia, et al., 2001) and Impulsivity from the Reinforcement Sensitivity Theory Personality 110 Questionnaire (RST-PQ; Corr & Cooper, 2016). On the other hand, motives defined as 111 intrinsic are congruent with Bernard's (2013) other group of motives, representing 112 cooperation (care for the community, kin, relationships, environment exploration, living a 113 meaningful life) and slow lifestyle (Figueredo, 2007). This category of motives has been 114 found to correlate with other BAS scales (Reward Interest, Goal-Drive Persistence, and 115 Reward Reactivity). 116

To sum up, there is a paucity of empirical findings examining relationships between
RST dimensions and SDT-relevant intrinsic/extrinsic motivation. The empirical studies
reviewed above suggest two hypotheses. First, SR and Impulsivity scales should predict
extrinsic goal aspiration. Secondly, Reward Interest, Goal-Drive Persistence and Reward
Reactivity should predict intrinsic goals aspirations. We expect that the results of the test of

these hypotheses will provide a better understanding of the implications of the different

123 operationalisations of the BAS (one or multidimensional), serving to fill a significant

theoretical gap in the RST literature. It should also throw new light on how RST relates to

125 intrinsic and extrinsic motives.

126

Method

127 Participants and procedure

The study was conducted in Osijek, Croatia on a community sample of 327 participants (41.3% of males) who completed personality questionnaires administered via an online survey. The average age of participants was 27.75 (SD = 9.88) - 58% were students, 26.7% employed, 12.4% unemployed, and 2.9% in retirement. They were recruited by psychology students in exchange to course credit (ten participants for one credit) and no payment was made for participation.

134 Instruments

135 **Reinforcement Sensitivity Theory-Personality Questionnaire** (RST-PQ; Corr &

136 Cooper, 2016) contains 73 items distributed over BIS, Flight-Freeze System, four BAS scales,

and Defensive Fight. The first BAS scale is the seven-item Reward Interest (e.g. "I regularly

138 *try new activities just to see if I enjoy them*"), reflecting an openness to experience and

139 searching for new and potentially rewarding stimuli. The second scale is the ten-item Goal-

140 Drive Persistence (e.g. "I put in a big effort to accomplish important goals in my life"),

141 reflecting sustained effort in pursuing goals. The third scale is the ten-item Reward Reactivity

scale (e.g. "Good news makes me feel over-joyed"), reflecting reactivity on rewarding stimuli.

- 143 Finally, the eight-item Impulsivity scale (e.g. "I think I should 'stop and think' more instead
- 144 *of jumping into things too quickly*"), reflects non-planning and fast reactions The remaining
- three scales assess defensive motivation: BIS scale contains 23 items ("I worry a lot"); Fight-

- 146 Flight-Freeze contains 10 items ("I would be frozen to the spot by the sight of a snake or
- spider"); and Defensive Fight 8 items ("I have found myself fighting back when provoked").

Sensitivity to Punishment Sensitivity to Reward-Short version (SPSRQ-20; Aluja &
Blanch, 2011) is a 20-item version of the original SPSRQ (Torrubia et al., 2001). It contains
two scales: Sensitivity to Reward (SR; e.g. "Do you like being the centre of attention at a *party or a social meeting*") and Sensitivity to Punishment (SP; e.g. "Are you often afraid of *new or unexpected situations*").

Aspiration index (AI; Kasser & Ryan, 1993) is a 35-item questionnaire that measures 153 154 three dimensions of goals: Importance of the goal, likelihood of attaining the goal, and the current level of attainment of the goal. In this study, participants were instructed only to rate 155 the personal importance of four intrinsic goals: Community (e.g., "To work for the betterment 156 of society"), Personal growth (e.g., "To grow and learn new things"), Relationship (e.g., "To 157 have good friends that I can count on"), and Health (e.g., "To keep myself healthy and well"); 158 and three extrinsic goals: Fame (e.g., "To have my name known by many people"), Image 159 (e.g., "To have people comment often about how attractive I look"), and Wealth (e.g., "To be 160 a very wealthy person"). Each of these seven scales contains five items. 161

As mentioned earlier, some studies suggest that scales from Aspiration Index (AI) can be summarized into general classes of intrinsic and extrinsic motives. Surprisingly, this has often been done according to theoretical assumptions, but without assessing how the model fits the data. For this reason, we conducted two confirmatory factor analyses to examine whether we can use the AI to calculate Total Intrinsic Values and Total Extrinsic Values.

First, we tested a two-factor model consisting of the four intrinsic and three extrinsic goals. Data did not show adequate goodness of fit indices: $\chi^2 = 47.78$, df = 12, p < .01, $\chi^2/df =$ 3.98, CFI = .976, RMSEA = .098, SRMR = .041. Due to high RMSEA, we removed the AI

Health scale from the model, just as Martos and Kopp (2012) did in their study, which 170 significantly improved the model fit: $\chi^2 = 16.10$, df = 7, p < .05, $\chi^2/df = 2.30$, CFI = .992, 171 RMSEA = .064, SRMR = .030. Total extrinsic and intrinsic values (without the Health scale) 172 correlated, r = .48, p < .01. Since we obtained a satisfactory two-dimensional model of AI, we 173 were able to calculate the extrinsic versus intrinsic value orientation (Sheldon & McGregor, 174 2000) by subtracting composites of Total Extrinsic from Total Intrinsic Values. 175 All Croatian-language versions of the questionnaires used in this study were back-176 translated into English and have been previously used and validated (e.g., Krupić, Corr et al., 177

178 2016; Rijavec, Brdar, & Miljković, 2011). The ethics committee of the Faculty of Humanities

and Social Science in Osijek, Croatia approved the study.

180

Results

181 Descriptive statistics and Pearson's correlation coefficients are presented in Table 1. 182 All scales, except the SR, had Cronbach's alpha internal consistency coefficients above .70. 183 Concerning zero-order correlations between BAS scales and goals within the GCT, overall, 184 the SR correlated positively with Total Extrinsic Values, while RST-PQ BAS scales and 185 Defensive fight correlated positively with both Total Extrinsic and Intrinsic Values. In 186 addition, the BIS and FFFS scale, but not the SP, correlated positively to Total Intrinsic 187 Values.

188

- Table 1 –

Table 2 shows the results of ten multiple regression analyses. Controlling for the effects of gender and age, the SPSRQ and RST-PQ scales were entered in the model as predictors of AI scales and composite variables of intrinsic and extrinsic motivation, and the relative extrinsic versus intrinsic value orientation index. Results provided evidence of a clear distinction between the BAS scales. On a general level, Reward Interest and Reward

Reactivity positively predicted intrinsic goals only, while Goal-Drive Persistence predicted 194 both extrinsic and intrinsic goals. In contrast, SR predicted negatively intrinsic, and highly 195 positively extrinsic, goals. The BIS, FFFS and SP scales were not significantly related to any 196 type of goals orientations. Regarding the relative extrinsic versus intrinsic value orientation, 197 Reward Interest was positive, whereas the SR was a negative predictor. As is evident from 198 Table 2, the BAS scales differed in their prediction of AI facets. Overall, the results of 199 regression analyses supported our hypotheses. We expected and observed that Reward 200 201 Interest, Goal-Drive Persistence and Reward Reactivity would predict the importance of intrinsic goals and that SR, and that Impulsivity would predict the importance of extrinsic 202 goals. 203

- 204
- 205

- Table 2 -

Discussion

206 Our study examined how RST dimensions relate to intrinsic and extrinsic aspirations, 207 which to our knowledge is the first empirical study of its kind. Multiple regression analyses 208 revealed that BIS and FFFS scales did not show any statistically significant associations, 209 whereas the BAS subscales predicted extrinsic and intrinsic goals, almost entirely consistently 210 with our hypotheses. The only unpredicted relationship was found for Goal-Drive Persistence, 211 which predicted intrinsic and extrinsic goal aspirations, whereas Impulsivity lost its predictive 212 power when SR was entered in the model.

213 Extrinsic goals

The SR scale predicted positively all three extrinsic goals and negatively aspirations toward the community. RST-PQ Impulsivity showed a similar pattern of correlations, but was lower in magnitude as compared with SR. These findings are in line with past studies examining relationships between SR and evolutionarily-evolved motives (Krupić, Gračanin et

al., 2016) and the fast lifestyle within life history theory (LHT) (Krupić et al., 2018). Thus, 218 our findings suggest that high SR individuals are motivated by extrinsic rewards, which might 219 220 explain why their behaviour is directed towards resources and is accompanied by a lack of concern for the social environment. This finding supports earlier studies pointing to the 221 extrinsic nature of the motivation of individuals high on SR. For example, students high on 222 BAS Drive (similar to Goal-Drive Persistence from RST-PQ) show more interest in studying, 223 while high SR individuals show the opposite inclination (Krupić & Corr, 2014). In a more 224 225 recent study, high SR individuals were found to be less motivated after negative feedback, while individuals high on other BAS scales were better able to maintain their initial 226 motivation (Krupić, 2017). Overall, it seems that high SR individuals favour a quick pay-off 227 228 and if they feel they are losing then they give up (quit) quickly.

229 Intrinsic goals

230 Other BAS scales correlated with intrinsic goals, which is also consistent with previous findings. Reward Interest positively related to intrinsic (community and personal 231 growth) and negatively to extrinsic (i.e. wealth) aspirations; and it was the only factor that 232 positively related to intrinsic value orientation (see Table 2). This is not surprising given that 233 234 the content of Reward Interest scale captures the tendency to explore potential rewards from the environment and entails making plans to attain them. In addition, Reward Interest 235 correlates highly with: (a) openness to experience (Corr & Cooper, 2016), which has been 236 related to intrinsic value orientation (Prentice, Kasser, & Sheldon, 2019); (b) explorative 237 behaviour (Krupić, Gračanin et al., 2016); and (c) such individuals are more motivated by 238 challenging tasks (Krupić, 2017), which is in line with the definition of intrinsic motivation. 239

The two key features of Goal-Drive Persistence are the drive in pursuing goals and the resistance to momentary distraction, both of which are reflected in high correlations with extraversion and conscientiousness (Corr & Cooper, 2016). Persistent individuals believe that

success depends on their effort (Corr & Mutinelli, 2017), which explains their endurance in 243 pursuing goals. In contrast, Goal-Drive Persistence correlates positively with the strength 244 (quantity) of both extrinsic and intrinsic motivation, while it has no relationship with 245 motivation as measured by the relative extrinsic versus intrinsic value orientation. On a facet 246 level, it predicted wealth and image from the extrinsic group of goals and all four intrinsic 247 goals. Finally, Reward Reactivity predicted intrinsic motivation. These data are in line with 248 previous studies that have consistently related this scale to prosocial tendencies, such as 249 250 commitment to a romantic partner and care for relatives (Krupić et al., 2018; Krupić, Gračanin et al., 2016). 251

As predicted, the FFFS and BIS did not account for variance in goals. This was expected given the nature of these defensive systems. However, we cannot exclude the relevance of the BIS when there is a need to decide between two or more competing goals - . for instance, the choice between two job offers where one is less well paid but allows more time to be spent with family. Making such a (goal-conflicted) decision may well increase anxiety in individuals with a more reactive BIS – an expectation that still has to be explored.

258 Contribution to the understanding of how the BAS operates

Our study supports the claim that different RST questionnaires have implications for 259 how we view relationships between BAS and SDT constructs. Importantly, accounting for 260 personality variance in intrinsic and extrinsic motivation is not optimal within a one-261 dimensional BAS framework. Table 1 shows the discrepancy in the psychometric 262 operationalisation of the SPSRQ (based on original RST) and RST-PQ (based on revised 263 RST). As seen, the SR is exclusively correlated with extrinsic motives, while the RST-PQ 264 scales correlate with both intrinsic and extrinsic motives. According to the original version of 265 the theory, the BAS is conceptually closely aligned to impulsivity (Torrubia et al., 2001) 266 reflecting the desire to attain extrinsically important resources, whereas in the revised version 267

it is more aligned to extraversion and decomposed into four stages that explain the complex
sequence of stages comprising approach motivation (Corr & Cooper, 2016). The results of
this study indicate that the operationalisation of the BAS by RST-PQ offers a more
comprehensive and nuanced framework to explain human motivation and enables a better
integration of findings with other theories and models – in contrast, the SPSRQ is useful in
explaining extrinsic motivation only.

274 Limitations

Our study was based exclusively on self-report questionnaires and, therefore, the results might be distorted by participants' desire to adhere to, what they perceive to be, acceptable responses and they may discard negative responses regarding themselves due to social-desirability responding. Since we did not measure social desirability, we cannot address this possibility in the present study. In addition, to explore this possibility more fully, it would be valuable to use more objective measures of aspirations, such as information of current job position or professional interests.

To conclude, our study examined the relationships between RST constructs, as measured by the SPSRQ and RST-PQ, and intrinsic/extrinsic goals within SDT. The SR of the SPSRQ predicted only extrinsic goals, while the BAS subscales of the RST-PQ predicted both extrinsic and intrinsic goals. These findings indicate a redirection of the focus of RST in the study of approach motivation toward the multidimensional nature of the BAS. In addition, future RST studies should pay much more attention to the *type* of rewarding stimuli, since they seem to trigger different motivational aspects of the BAS.

Our study is the first empirical attempt to examine the relationships of RST constructs with intrinsic and extrinsic motivation, as defined by SDT. It should serve as a starting point

- 291 for the further exploration of these two well-known and influential theories that, hitherto, have
- been studied separately.

294 **References**

295	Aluja, A., & Blanch, A. (2011). Neuropsychological behavioral inhibition system (BIS) and
296	behavioral approach system (BAS) assessment: A shortened Sensitivity to Punishment
297	and Sensitivity to Reward Questionnaire version (SPSRQ-20). Journal of Personality
298	Assessment, 93, 628-636. http://doi.org/10.1080/00223891.2011.608760
299	Bernard, L. C. (2013). Manual for the assessment of Individual Motives–Questionnaire.
300	Unpublished manuscript. Los Angeles, CA: Loyola Marymount University.
301	Birkás, B., Csathó, Á., Gács, B., & Bereczkei, T. (2015). Nothing ventured nothing gained:
302	Strong associations between reward sensitivity and two measures of Machiavellianism.
303	Personality and Individual Differences, 74, 112–115.
304	https://doi.org/10.1016/j.paid.2014.09.046
305	Carver, C. S., & White, T. L. (1994). Behavioral inhibition, behavioral activation, and
306	affective responses to impending reward and punishment: The BIS/BAS Scales. Journal
307	of Personality and Social Psychology, 67, 319–333. http://doi.org/10.1037//0022-
308	3514.67.2.319
309	Corr, P. J. (2008). Reinforcement sensitivity theory (RST): Introduction. In P. J. Corr (Ed),
310	The reinforcement sensitivity theory and personality (pp. 1-28). Cambridge: Cambridge
311	University Press. http://doi.org/10.1017/CBO9780511819384.002
312	Corr, P. J. (2013). Approach and avoidance behavior: Multiple systems and their interactions.
313	Emotion Review, 5, 286-291. http://doi.org/10.1177/1754073913477507
314	Corr, P. J. (2016). Reinforcement sensitivity theory of personality questionnaires: Structural
315	survey with recommendations. Personality and Individual Differences, 89, 60-64.
316	http://doi.org/10.1016/j.paid.2015.09.045

- 317 Corr, P. J., & Cooper, A. J. (2016). The Reinforcement Sensitivity Theory of Personality
- 318 Questionnaire (RST-PQ): Development and validation. *Psychological Assessment*, 28,

319 1427-1440. http://doi.org/http://dx.doi.org/10.1037/pas0000273

- 320 Corr, P. J., & Krupić, D. (2017). Motivating personality: Approach, avoidance, and their
- 321 conflict. In A. Elliot (Ed.), *Advances in motivation science*, Vol 4 (pp. 39-90). London:
- 322 Elsevier. http://dx.doi.org/10.1016/bs.adms.2017.02.003
- 323 Corr, P. J., & McNaughton, N. (2012). Neuroscience and approach/avoidance personality
- 324 traits: A two stage (valuation–motivation) approach. *Neuroscience and Biobehavioral*

Reviews, *36*, 2339–2354. https://doi.org/10.1016/j.neubiorev.2012.09.013

- 326 Corr, P. J., & Mutinelli, S. (2017). Motivation and young people's career planning: A
- perspective from the reinforcement sensitivity theory of personality. *Personality and Individual Differences*, *106*, 126–129. http://doi.org/10.1016/j.paid.2016.10.043
- 329 Deci, E. L., & Ryan, R. M. (1985). *Intrinsic motivation and self-determination in human*330 *behavior*. New York: Plenum Press.
- 331 Deci, E. L., & Ryan, R. M. (2000). The "what" and "why" of goal pursuits: Human needs and
- the self-determination of behavior. *Psychological Inquiry*, *11*, 227–268.
- 333 https://doi.org/10.1207/s15327965pli1104_01
- Di Domenico, S. I., & Ryan, R. M. (2017). The emerging neuroscience of intrinsic
- 335 motivation: A new frontier in self-determination research. *Frontiers in Human*
- *Neuroscience*, *11*, 145. https://doi.org/10.3389/fnhum.2017.00145
- **337** Figueredo, A. J. (2007). *The Arizona Life History Battery. Unpublished manuscript.*
- 338 Retrieved from: http://www.u.arizona.edu/~ajf/alhb.html

- **339** Gray, J. A. (1982). *The neuropsychology of anxiety: An enquiry into the functions of the*
- 340 *septo-hippocampal system*. Oxford: Oxford University Press.

341 https://doi.org/10.1017/s0140525x00013066

- 342 Gray, J. A., & McNaughton, N. (2000). The neuropsychology of anxiety: An enquiry into the
- *functions of the septo-hippocampal system* (2nd ed.). Oxford: Oxford University Press.
- 344 https://doi.org/10.1017/S0140525X00013066
- Jackson, C. J. (2009). Jackson-5 scales of revised Reinforcement Sensitivity Theory (r-RST)
- and their application to dysfunctional real world outcomes. *Journal of Research in*

347 Personality, 43, 556-569. https://doi.org/10.1016/j.jrp.2009.02.007

- 348 Kasser, T., & Ryan, R. M. (1993). A dark side of the American dream: Correlates of financial
- 349 success as a central life aspiration. *Journal of Personality and Social Psychology*, 65,
- 350 410-422. http://doi.org/10.1037/0022-3514.65.2.410
- 351 Kasser, T., & Ryan, R. M. (1996). Further examining the American dream: Differential
- 352 correlates of intrinsic and extrinsic goals. *Personality and Social Psychology Bulletin*,
- *353* 22, 280-287. https://doi.org/10.1177/0146167296223006
- 354 Kelley, N. J., Kramer, A. M., Young, K. S., Echiverri-Cohen, A. M., Chat, I. K. Y.,
- Bookheimer, S. Y., ... Zinbarg, R. E. (2019). Evidence for a general factor of behavioral
- activation system sensitivity. *Journal of Research in Personality*, 79, 30-39.
- 357 https://doi.org/10.1016/j.jrp.2019.01.002
- 358 Krupić, D. (2017). High BAS and low BIS in overconfidence, and their impact on motivation
- and self-efficacy after positive and negative performance. *Primenjena psihologija*, 10,
- 360 297-312. http://doi.org/10.19090/pp.2017.3.297-312

361	Krupić, D.	& Corr	, P. J.	(2014)	. Individual	differences	in emotion	elicitation	in ur	iversit	y
-----	------------	--------	---------	--------	--------------	-------------	------------	-------------	-------	---------	---

examinations: A quasi-experimental study. *Personality and Individual Differences*, 71,

363 176–180. http://doi.org/10.1016/j.paid.2014.08.001

- 364 Krupić, D., & Corr, P. J. (2017). Moving forward with the BAS: Towards a neurobiology of
- 365 multidimensional model of approach motivation. *Psihologijske teme*, 26, 25-45.
- 366 http://hrcak.srce.hr/index.php?show=clanak&id_clanak_jezik=266922
- 367 Krupić, D., Banai, B., & Corr, P. J. (2018). Slow and fast BAS: Correlation between
- 368 Behavioural Approach System (BAS) with Life History Theory. *Journal of Individual*
- *Differences*, *39*, 115–122. https://doi.org/10.1027/1614-0001/a000256
- 370 Krupić, D., Corr, P. J., Ručević, S., Križanić, V., & Gračanin, A. (2016). Five reinforcement
- 371 sensitivity theory (RST) of personality questionnaires: Comparison, validity and

generalization. *Personality and Individual Differences*, 97, 19–24.

- 373 http://doi.org/10.1016/j.paid.2016.03.012
- 374 Krupić, D., Gračanin, A., & Corr, P. J. (2016). The evolution of the Behavioural Approach
- 375 System (BAS): Cooperative and competitive resource acquisition strategies. *Personality*

376 *and Individual Differences*, 94, 223–227. http://doi.org/10.1016/j.paid.2016.01.044

- 377 Krupić, D., Križanić, V., & Corr, P. J. (2016). Personality and defensive behaviour: A factor
- analytic approach to threat scenario choices. *Personality and Individual Differences*, 94,
- 379 303-308. http://doi.org/10.1016/j.paid.2016.01.045
- 380 Martos, T., & Kopp, M. S. (2012). Life goals and well-being: Does financial status matter?
- 381 Evidence from a representative Hungarian sample. *Social Indicators Research*, 105,
- 382 561–568. https://doi.org/10.1007/s11205-011-9788-7

383	Pickering, A. D., Corr, P. J., Powell, J. H., Kumari, V., Thornton, J. C. & Gray, J. A. (1997).
384	Individual differences in reactions to reinforcing stimuli are neither black nor white: To
385	what extent are they Gray? In H. Nyborg (ed.), The Scientific Study of Human Nature: A
386	Tribute to Hans J. Eysenck at Eighty (pp. 36-67). London: Elsevier Science.
387	Prentice, M., Kasser, T., & Sheldon, K. M. (2018). Openness to experience predicts intrinsic
388	value shifts after deliberating one's own death. Death studies, 42, 205-215.
389	https://doi.org/10.1080/07481187.2017.1334016
390	Rijavec, M., Brdar, I., & Miljković, D. (2011). Aspirations and well-being: Extrinsic vs.
391	intrinsic life goals. Social Research - Journal for General Social Issues, 20, 693-710.
392	http://doi.org/10.5559/di.20.3.05
393	Reuter, M., Cooper, A. J., Smillie, L. D., Markett, S., & Montag, C. (2015). A new measure
394	for the revised reinforcement sensitivity theory: Psychometric criteria and genetic
395	validation. Frontiers in Systems Neuroscience, 9, 38.
396	https://doi.org/10.3389/fnsys.2015.00038
397	Ryan, R. M., & Deci, E. L. (2000). Self-determination theory and the facilitation of intrinsic
398	motivation, social development, and well-being. American Psychologist, 55, 68-78.
399	http://doi.org/10.1037/0003-066X.55.1.68
400	Sheldon, K. M., & Krieger, L. S. (2014). Walking the talk: Value importance, value
401	enactment, and well-being. Motivation and Emotion, 38, 609-619.
402	https://doi.org/10.1007/s11031-014-9424-3
403	Sheldon, K. M., & McGregor, H. A. (2000). Extrinsic value orientation and "the tragedy of
404	the commons". Journal of Personality, 68, 383-411. https://doi.org/10.1111/1467-
405	6494.00101

406	Smederevac, S.	, Mitrović, I)., Čolović	P., & Nikolašević,	Ž. (2014). Validation of the
-----	----------------	---------------	-------------	--------------------	----------	----------------------

407 measure of revised reinforcement sensitivity theory constructs. *Journal of Individual*

408 Differences, 35, 12–21. http://doi.org/10.1027/1614-0001/a000121

- 409 Smillie, L. D., Jackson, C. J., & Dalgleish, L. I. (2006). Conceptual distinctions among Carver
- 410 and White's (1994) BAS scales: A reward-reactivity versus trait impulsivity perspective.
- 411 *Personality and Individual Differences*, 40, 1039–1050.
- 412 http://doi.org/10.1016/j.paid.2005.10.012
- 413 Torrubia, R., Ávila, C., Moltó, J., & Caseras, X. (2001). The Sensitivity to Punishment and
- 414 Sensitivity to Reward Questionnaire (SPSRQ) as a measure of Gray's anxiety and
- 415 impulsivity dimensions. *Personality and Individual Differences*, *31*, 837–862.
- 416 http://doi.org/10.1016/S0191-8869(00)00183-5
- Walker, B. R., & Jackson, C. J. (2017). Examining the validity of the revised Reinforcement
 Sensitivity Theory scales. *Personality and Individual Differences*, *106*, 90-94.
- 419 https://doi.org/10.1016/j.paid.2016.10.035
- 420

Table 1.	Correlations	between RST	^r dimensions	and in	trinsic ai	nd extrinsic	aspirations
1 0000 1.	correlations		annenstons	circa irri	in this ic ch	ia chiribic	aspriations

				Total	Total	Extrinsic	E.	xtrinsic go	pals	Ι	ntrinsic goa	ls	
				Intrinsic	extrinsic	value					Personal		
	α	М	SD	goals	goals	orientation	Fame	Image	Wealth	Community	growth	Relationship	Health
SPSRQ-20													
SR20	.65	4.05	2.29	01	.53**	-46**	.53**	.45**	.42**	04	.04	01	.05
SP20	.83	4.88	3.03	.03	10	.11	12*	01	10	.03	.02	.02	06
RST-PQ													
Reward Interest	.84	12.09	4.39	.27**	.22**	.06	.21**	.19**	.17**	.31**	.28**	.18**	.30**
Goal-Drive Persistence	.83	13.99	4.06	.37**	.28**	.11	.14*	.27**	.30**	.31**	.38**	.33**	.40**
Reward Reactivity	.79	18.57	5.02	.32**	.30 ^{**}	.04	.24**	.32**	.26**	.25**	.30**	.31**	.27**
Impulsivity	.70	12.36	4.25	.13*	.27**	11	.20**	.31**	.21**	.14*	.11*	.10	.12*
BIS	.93	36.47	13.33	.17***	.06	.11	.03	.14**	.02	.16***	.14*	.15**	.11
FFFS	.80	14.30	6.31	.14*	01	.14*	02	.12*	03	.14*	.07	.18**	.10
Defensive Fight	.70	13.43	3.98	.19 ^{**}	.29**	07	.21**	.29**	.25**	.10	.20**	.19**	.20**
α				.95	.92	-	.90	.81	.87	.93	.86	.91	.91
Μ				85.00	45.99	39.00	11.73	16.56	17.92	26.64	28.65	30.08	28.62
SD				17.21	15.69	18.44	6.04	5.83	6.38	6.63	5.98	6.05	6.25

	Total	Total	Extrinsic	Extrinsic goals		als	Int			
	Intrinsic	extrinsic	value	Fame	Image	Wealth	Community	Personal	Relationship	Health
	goals	goals	orientation					growth		
Gender	.021	166**	.147**	133*	065	223**	.055	010	.010	024
Age	.150**	.097*	.026	.043	.088	.118*	.085	.156*	.175**	.092
SR20	142*	.413**	457**	.451**	.351**	.271***	157**	105	124*	087
SP20	.041	015	009	059	.013	.006	.041	.090	018	023
Reward Interest	.190**	065	.229**	.032	033	160*	.302**	.159*	.047	.161**
Goal-Drive Persistence	.204**	.147*	050	027	.139*	.260**	.129	.233**	.202**	.273***
Reward Reactivity	.159*	.083	027	.067	.052	.095	.084	.156*	.203**	.067
Impulsivity	117	.007	095	036	.044	.012	038	135*	155*	115
BIS	.063	.069	.017	.065	.100	.016	.055	001	.118	.070
FFFS	.092	.017	.086	.043	.026	023	.117	.076	.056	.099
Defensive Fight	.092	.102	027	.060	.119	.086	.000	.125*	.137*	.111
R	.48	.60	.53	.55	.53	.54	.48	.45	.46	.46
R^2	.23	.36	.28	.30	.28	.29	.23	.20	.21	.21
F (11. 302)	8.38**	15.43**	10.88**	11.67 ^{**}	10.89**	11.26**	8.11***	8.84**	7.46 ^{**}	7.30**

Table 2. Multiple regression analysis using RST dimension as a predictors of extrinsic and intrinsic aspirations

* p < .05. ** .01;