

HAIGAZIAN UNIVERSITY

The Relationship Between Personality Traits, Life Aspirations, and Psychological Entitlement of Millennials in Lebanon

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A Thesis submitted to the Faculty of Social and Behavioral Sciences in partial fulfillment of the requirements for the Master of Art in Psychology – Emphasis: Clinical at Haigazian University.

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The Relationship Between Personality Traits, Life Aspirations, and Psychological Entitlement of Millennials in Lebanon

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Haigazian University

December 2020

DEDICATION

I would like to dedicate this thesis to the Millennial Generation of my country. May they find their way back to what really matters in life, away from all materialistic possessions.

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Abstract

This study investigated the relationship between psychological entitlement, personality traits, and life aspirations of Lebanese Millennials born between 1981 and 1996. A purposeful convenient sample of a total of 164 Lebanese Millennials participated in this study by filling a demographics questionnaire, the Psychological Entitlement Scale (PES), the Big Five Inventory (BFI), and the Aspirations Index (AI). Correlation analyses, t-tests, and multiple regression analysis were used to examine the relationships between the different variables. The results showed a significant positive relationship between psychological entitlement and extrinsic aspirations on one hand, and a significant positive association between psychological entitlement and trait extraversion on the other. Moreover, multiple regression analysis showed that both extrinsic aspirations and trait extraversion are predictors of psychological entitlement. The recommendations of this study focused on the importance of helping young people switch from extrinsic to intrinsic aspirations, in order to meet realistic goals and expectations as well as reach a healthier level of well-being and happiness.

Key words: Millennials, personality traits, psychological entitlement, life aspirations, social media

The Relationship between Personality Traits, Life Aspirations, and Psychological Entitlement of Millennials in Lebanon

We live in an era where globalization is perceived as the force that is consuming cultures around the world and turning them into one big indistinguishable society. In fact, more and more, is this force becoming so overwhelming, especially with the rise of technology, the Internet, and social media, to the extent that it started to threaten not only the cultural identity of a nation, but the individual identities of its citizens as well (Arnett, 2002).

Moreover, this global world is characterized, more than ever before, with lots of materialistic values and ideals. And so, with the dispersion of materialism and winner-take-all economies, generations are now faced with a new reality that is affecting their perception of life, their values, and their beliefs and turning them into a mechanism of survival in a world that has become ruled by money, urgency, and power (Kasser, 2002).

According to Paris (2014), this greater modern society that is taking over the world, is fueled by individualistic practices that feed on the concept of the self, as opposed to traditional social structures and norms. The feeling of belongingness to a community or a family is weakening as the focus of the individual is shifting towards the ideal of success, image, and profit. While the value of individualism has been useful and essential at many instances for some generations, such as allowing them to gain freedom, autonomy, and equality in times of hardship and discrimination; nevertheless, it has become a lethal tool in the hands of the younger generations, who live in a world that encourages fierce competitions and ideals of success regardless of the price (Paris, 2014).

Lebanon, among many other Arab countries, is one of those societies that is slowly losing its cultural identity, to be replaced with a new “Westernized” look (Boustani, 2006). Changes in the traditional social values and norms of the Lebanese youths have been remarkably existent in the last few decades, as these individuals are exhibiting characteristics of modern societies, such as seeking self-actualization and fulfillment, instead of self-sacrifice and connectedness that were once the dominating values in the country (Faour, 1998). Moreover, according to Ayyash-Abdo (2001), Lebanese youths are displaying many individualistic features, such as the pursuit of individual goals which include, among other things, independent decisions regarding marriage and career choice. In a more recent study, Harb (2010) concluded that Lebanon is becoming a multicultural country, with regions scoring higher on individualistic traits than others. This is explained by the youths’ different language proficiencies that is associated with exposure to foreign cultures and a preference to Western media consumption (Harb, 2010).

Despite having many valuable benefits, such as, self-actualization and self-fulfillment, modernity also has a negative side to it. For instance, the Internet and modern society in all its different aspects, have shown individuals that everything they need is a click away, when in fact, the actual reality is still shaped by a structure of hard-work, merit, and ethical codes. As a response to this effortless digitized world full of urgency and immediacy, individuals are becoming impatient and easily irritated when they are unable to get their way (Dittmar et al., 2014). Said differently, they are constantly exposed to social media and thousands of advertisements reinforcing the idea that people are mostly happy and successful when they have money, a prestigious job, and a reputable image (Dittmar et al., 2014). Therefore, individuals start to give more importance to extrinsic values rather than intrinsic ones, by expressing a sense of need and deservingness to those material possessions; in other words, they start to feel

psychologically entitled (Dittmar et al., 2014). Psychological entitlement is one of our variables, specifically the dependent variable, which was studied in this paper.

Psychological entitlement is defined as a stable and pervasive feeling that one deserves more and is entitled to more than others across situations, and not as a result of a certain situation (Campbell et al., 2004). According to Twenge (2006), there has been a dramatic increase in the levels of psychological entitlement in societies, especially in young individuals who belong to the recent generations such as the millennials. In the United States for example, Twenge claimed that the millennials, who are individuals mostly born in the 1990's, were described as the "Me me me generation" or the "New gilded age", as research has shown that these individuals are becoming more and more self-absorbed and unconcerned about other people or their surroundings. This generation, also called the "Millennials," is an entitled narcissistic generation according to many, and a product of its own time according to others (Twenge, 2006), and is the population that we targeted in this paper.

The "millennials" are born between 1981 and 1996 and are those young adults that have been the first group ever to grow up with Internet. Yet, the internet grew up at a much faster speed than the young adults, leaving behind a whole generation that is trying to catch up with a world of digitization and make-believe (Twenge, 2006). According to Alexander & Sysko (2012), millennials tend to have child centered parents whose goal is mainly to increase their children's self-esteem at all costs. Whether a child wins or fails at a certain activity, these parents, described as "helicopter parents," exhibited a "trophies for all" attitude, leaving behind a generation that does not understand the concepts of failure, inconveniences, and effort, but instead has unrealistic expectations about the world. In conclusion, these children were raised to

have a high self-esteem and a sense of deservingness regardless of any effort, merit, or hard work (Alexander & Sysko, 2012).

Although self-esteem is usually viewed in a positive light, there is a fine line between being confident, assertive, and self-reliant on one hand, and becoming indifferent, narcissistic, and selfish on the other. According to Twenge (2006), high levels of self-esteem have positive impact on well-being and satisfaction with life; whereas the consequences of psychological entitlement, which have been a rising interest to researchers in both sociocultural and psychological fields, are quite the opposite. That said, this paper aimed at understanding the correlates of psychological entitlement and hence the first independent variable that was studied is life aspirations. Aspirations refer to people's life goals and they are classified as either extrinsic or intrinsic aspirations. Extrinsic aspirations, such as money, fame, and the individual's image are all focused on the obtainment of external rewards and praise, whereas intrinsic aspirations, such as, relatedness to others and helpfulness are all congruent with growth and self-actualization tendencies (Kasser & Ryan, 1996).

According to Moeller et al. (2008), entitled individuals pursue self-image goals to get others to recognize their positive qualities and therefore construct and inflate their desired images of the self. These extrinsic goals undermine social support and trust, and lead to negative consequences, such as interpersonal conflict and hostility. In a series of five recent studies on a sample size of 2372 American workers, Lange et al. (2019) found that entitlement relates to the motivation to attain social status, as it brings influence, access to resources, and the attention of others. Individuals seek extrinsic goals, such as prestige and dominance, to fulfill their entitled desires and construct their positive self-image. This eventually leads to negative consequences

such as unethical and selfish behaviors to advance oneself at others' expense and to show aggressive tendencies toward self-promotion, power, and achievement (Lange et al., 2019).

Furthermore, psychological entitlement has been persistently associated with several personality traits (our second independent variable) in the literature (Pryor, et al. 2008). Personality traits represent an individual's stable and consistent patterns of cognitions, behaviors, and emotions (Cantor, 1990), and they are outlined in the five-factor model which constitutes the five basic factors of personality: agreeableness, neuroticism, extraversion, openness, and conscientiousness (Costa & McCrae, 1992).

According to Campbell et al. (2004), in a study that targeted 500 Iowa State University undergraduate students, a negative relationship exists between high levels of entitlement and low levels of agreeableness and emotional stability (Campbell et al., 2004). Agreeableness refers to personality traits related to likability, friendliness, honesty, and modesty, whereas emotional stability refers to personality traits such as self-confidence, satisfaction, self-regulation, and resilience (John & Srivastava, 1999). In their book, Twenge and Campbell (2009) show evidence that the Millennials or also known as generation Y, despite appearing confident and happy, are not satisfied with their own lives, and are unable to find contentment and serenity with what they are and what they have (Twenge & Campbell, 2009).

In another study by Ackerman & Donnellan (2013), on a sample of 436 undergraduate college students, psychological entitlement was negatively associated with the agreeableness trait of the big five factor model, especially the facets of morality, cooperation, and modesty, and positively associated with the neuroticism trait which implies vulnerability and emotional instability. In an empirical review of psychological entitlement conducted by Grubbs & Exline (2016) concluded that psychologically entitled individuals "want it all"; yet their aggressive and

uncooperative personality-driven behaviors are leading them to continuous disappointment as they are unable to meet their unrealistically high expectations, and therefore making them more dissatisfied with their own lives (Grubbs & Exline, 2016).

Purpose of the Study

Psychological entitlement is paralyzing young generations through the belief that they deserve more than others, and more than they work for, which is affecting their psychological wellbeing and satisfaction with life. These entitlement beliefs are hindering their interpersonal relationships, work ethics, and their overall accomplishments in life. This study aimed to investigate the role of life aspirations, whether extrinsic or intrinsic, as well as the different personality traits of the big Five Model, in an effort to shed more light on our understanding of psychological entitlement in young Lebanese adults.

Rationale of the Study

First, research on psychological entitlement in general is still very limited, as the concept, until relatively recently, has been still considered a part of narcissistic personality disorder. However, Campbell et al (2004) developed a tool to measure entitlement that clearly distinguishes it as a separate construct from narcissism. In this study, the focus was on psychological entitlement to gain a better understanding of its relationship with other factors, in particular personality traits and life aspirations.

As far as I know, there is not any research done in Lebanon concerning psychological entitlement in particular. A very recent study conducted by Marques et al. (2020) shows that Lebanese college students are displaying materialistic and promotional values such as power, prestige, and success. As one of this paper's research questions is the relationship between

extrinsic values in particular, and psychological entitlement, it is important to study these variables in the Lebanese context to shed light on the effects of the changing values of Lebanese emerging adults who are becoming more concerned with personal goals and reaching success.

Finally, millennials are the emerging adults who are currently college students or newly employed and therefore represent the agents of change of societies in the coming years. However, the entitlement mentality of this generation is hindering the effective decision-making skills, independence, and self-confidence (Odenweller et al., 2014). Therefore, it was essential to study the factors related to entitlement beliefs of this specific generation, in order to help these emerging adults lead a healthier and more productive life.

Research Questions

Based on the above background and rationale of the study, the following study attempted to answer the following research questions:

Research Question 1: Are higher levels of extrinsic aspirations positively correlated with high levels of psychological entitlement?

Research Question 2: Are higher levels of intrinsic aspirations positively correlated with low levels of psychological entitlement?

Research Question 3: Is the trait agreeableness negatively correlated with high levels of psychological entitlement?

Research Question 4: Is the trait neuroticism positively correlated with high levels of psychological entitlement?

Research Question 5: Are extrinsic aspirations, trait agreeableness, and trait neuroticism predictors of psychological entitlement?

The professional Significance of the Study

From a theoretical perspective, the results of this study build on previous research done on psychological entitlement and uncover novel areas concerning the effects of materialism, technology development, and extrinsic aspirations on the individual's personality traits and entitlement beliefs. As personality is the force that drives the individual, our societies could be coming to a no-return point where individuals want more than they can get, and forever dwell in their disappointment and dissatisfaction with life. The current findings help researchers investigate these relationships further and develop a plan to interfere or adapt to the fast-changing values and attitudes of young individuals.

From a practical perspective, the results of this study can be used by clinicians who are offering therapy sessions for clients with high entitlement beliefs. Clinicians and their clients could work on focusing more on intrinsic life goals and less on extrinsic ones, and work on the personality traits that are related to high entitlement beliefs. Introducing life goals and personality traits in the therapeutic process will help reduce the symptoms, stressors, and consequences that come hand in hand with psychological entitlement.

Finally, the findings of this study would shed awareness on the effects of modernity and social media on mental health in a way that would make it possible for individuals to reverse the negative effects and turn them into positive ones by focusing on more important values and less on wealth, fame, and success. The results would also help sociocultural and psychological researchers in understanding the changes that are occurring worldwide.

Overview of Methodology

This study was a quantitative one based on a survey design methodology; correlations and multiple regression were used to examine the proposed hypotheses. A purposeful convenient sample of Lebanese adults born between 1981 and 1996 was used in this study. More specifically, the sample only targeted Lebanese individuals with an age range between 24 and 39 residing in Lebanon. The survey package was administered in the English language and it included a demographics questionnaire and three psychological self-report measures: The Psychological Entitlement Scale (PES), the Aspirations Index (AI), and the Big Five Inventory (BFI). Participants were informed that their participation is completely anonymous and voluntary, and they were asked to sign a consent form once they agreed to participate. Descriptive statistics was first analyzed to get an overview of the data collected, followed by reliability checks, and correlation and multiple regression analyses to study the existing relationships between the independent and dependent variables. The data collected were analyzed using the IBM SPSS Statistics Program Version 20.

Limitations

Ideally, the scales used in this study would be translated from the English to the Arabic language in order to target different segments of the population and to make the study more representative. However, the emergence of the Covid-19 virus made it difficult to reach out for people who were following the social isolation rule, and therefore circulating the surveys online, and not hand in hand, was a necessity. As most of the Lebanese population that uses technology knows and understands the English language, translation of the scales was not needed. Future studies could target a more representative sample in order to understand the differences among Lebanese individuals from different socioeconomic backgrounds.

Chapter 2

Review of Literature

Researchers have developed a rising interest in psychological entitlement as it has been increasing from one generation to another. Changes in the world and personal values, which constitute a part of the globalization phenomenon, have led young generations to believe that they deserve more than they have or work for. Correspondingly, the purpose of this research paper was to investigate the relationship between the different variables, mainly, personality traits and life aspirations on one hand, and psychological entitlement on the other, among a sample of Lebanese individuals born between 1981 and 1996. Therefore, in order to provide the needed context for the examined hypotheses in this paper, this chapter is a review of literature that focuses on a series of theoretical as well as evidence-based research in the field of psychological entitlement.

Theoretical background of “Psychological Entitlement”

According to the DSM-5 (2013), psychological entitlement is the fifth criterion of the Narcissistic Personality Disorder (NPD), which is characterized by a pervasive pattern of a grandiose sense of self-importance, a need for excessive admiration, and a lack of empathy towards others. In the DSM-5 (2013), psychological entitlement is described as the individual’s unreasonable expectations of especially favorable treatment, such as being instantly catered and prioritized over others. A combination of entitlement and insensitivity to other people’s feelings and needs, which is the seventh criterion and a core component of NPD, often results in a conscious or unconscious exploitation of others that will lead to the forced gratification of one’s unrealistic expectations and wishes (American Psychiatric Association, 2013).

As psychological entitlement is also considered an element of the narcissism trait, that is measured by the Narcissistic Personality Inventory (NPI), Emmons (1984), using a principal-components analysis with an oblique rotation procedure on the NPI protocols of 451 college students, found four NPI components with Entitlement/Exploitativeness being one of them (Emmons, 1984). This finding goes hand in hand with the DSM-5 description of the entitlement criterion often leading to exploitative behaviors. Later on, Raskin & Terry (1988) conducted a modification and an extension of Emmons' analysis on the NPI protocols of 1,018 undergraduate college students and found seven NPI components instead of four, with separate and unique Entitlement and Exploitativeness subscales. This finding allowed for an initial differentiation of the notion of psychological entitlement, that was found to be associated with negative factors, such as ambitiousness, need for power, dominance, hostility, toughness, and a lack of self-control and tolerance for others (Raskin & Terry, 1988).

Hereafter, Campbell and colleagues (2004) perceived the need to develop an instrument that would measure psychological entitlement as a separate construct to gain a better theoretical understanding of it, and to further examine its role in pathology. Therefore, the researchers defined psychological entitlement as a stable and pervasive sense that one deserves more and is entitled to more than others. This definition is global and does not exclusively refer to entitlement that results from a specific situation, such as entitlement to social security or a good grade. The Psychological Entitlement Scale (PES) has been validated and used across cultures, including in the context of other variables, in particular, personality traits and life aspirations (Campbell et al., 2004), which are the two independent variables under investigation in this study.

Psychological Entitlement and Personality Traits

Personality traits have always been a subject of study in relation to psychological constructs, especially psychological entitlement, which is the dependent variable of this study. In this section, we attempt to look at the results of various scientific studies in order to examine the relationship between psychological entitlement and different personality traits.

Campbell and his colleagues (2004) conducted a correlational study between psychological entitlement and the big five personality traits on a sample of 500 undergraduate students from Iowa State University. The participants completed the Psychological Entitlement Scale, The Entitlement Subscale of the Narcissistic Personality Inventory, and a measure by Goldberg (1992) of the big five personality structure. The PES significantly correlated with the Agreeableness factor and the Emotional Stability factor of the big five personality traits (Campbell et al., 2004).

In another research, Pryor and her colleagues (2008) conducted a comparative study between the Psychological Entitlement Scale (PES) and the Entitlement subscale of the Narcissistic Personality Inventory (ENT) in relation to the general personality traits, measured by the NEO-PI-R inventory, which also assesses the same five aspects of personality as the Big Five Inventory used in this study. A total number of 271 undergraduate students (mean age 19.3) from the University of Georgia participated in the study. Correlational analysis was used to determine the relationship between psychological entitlement and different personality traits. The results yielded a significant negative relationship between entitlement and the trait agreeableness (Pryor et al., 2008).

Brunell and Buelow (2018) examined the correlates of the different facets of Narcissism including Entitlement, exploitativeness, and grandiosity in a sample of 448 Psychology students at a small regional campus of a large Midwestern University with a mean age of 18.96. Correlational analysis was used to determine the existing relationships between entitlement and other related constructs. High levels of psychological entitlement, as measured by the PES, were found to be significantly correlated with low levels of the trait agreeableness, as measured by the BFI (Brunell & Buelow, 2018).

In a study by Lessard and his colleagues (2011), two potential facets of entitlement were examined, which are exploitive entitlement, characterized by expecting special treatment, and non-exploitive entitlement, characterized by entitled beliefs that are based on fairness. The researchers recruited 466 undergraduates from a large public University, with a mean age of 20.1 years, who completed several self-report measures such as entitlement, narcissism, self-esteem, anxiety, and neuroticism. The results yielded a significant positive relationship between exploitive entitlement and neuroticism, on one hand, and exploitive entitlement and anxiety, on the other. As exploitive entitlement correlated significantly with the Psychological Entitlement Scale (PES), we can say that psychological entitlement has a significant positive relationship with the trait Neuroticism, as measured by the Big Five Inventory (Lessard et al., 2011).

In their study, Hart and his colleagues (2019) amended the psychological entitlement scale to measure grandiose based entitlement and vulnerable based entitlement. They presented the PES items, and then added justification behind each statement to understand more the rationale behind the entitlement belief. For example, the item “I deserve more things in life” of the PES was followed by “to make up for all my hardships”, which describes the vulnerable based entitlement, and then again followed by “because I am an exceptional person”, which

describes the grandiose based entitlement. Both vulnerability and grandiosity are part of the PES and therefore describe psychological entitlement despite the hidden rationale behind it. Hart and colleagues conducted this study on a sample of 273 undergraduates who took the PES amended scale, the Big Five Inventory, the Achievement Motivation Scale, and many others. The results yielded a significant negative correlation between entitlement and agreeableness, and a significant positive relationship between entitlement and neuroticism (Hart, et al., 2019)

In another study also conducted by Hart and his colleagues (2019) in attempt to replicate the previous study, 523 undergraduates were recruited and completed the Psychological Entitlement Scale, the Big Five Inventory, and the status aspiration subscale of the Achievement Motivation Scale, as well as many other scales. The researchers found a significant positive correlation between psychological entitlement and neuroticism and a negative correlation between psychological entitlement and agreeableness (Hart, et al., 2019).

In line with the above discussed literature, the study hypothesized that psychological entitlement is positively correlated with trait Neuroticism and negatively correlated with trait Agreeableness of the Big Five Inventory measuring personality traits. Moreover, a regression analysis was conducted in an attempt to show that neuroticism and agreeableness are also predictors, and not just correlates, of psychological entitlement.

Psychological Entitlement and Life Aspirations

In this section, we attempt to look at the results of various scientific studies in order to examine the relationship between psychological entitlement and life aspirations.

In their study, Twenge and her colleagues (2012) used two surveys conducted on large nationally representative samples of American people collected from the year 1996 up until

2009: The Monitoring of the Future (MtF) and the American Freshman (AF). Both surveys included a large number of items on life goals and allowed the researchers to have a wide perspective on generational differences concerning the life aspirations of 8.2 million young Americans. The researchers came to the conclusion that individuals from the generation Y, also called the Millennials, are more concerned with extrinsic life goals, such as money, fame, and image, and less concerned with intrinsic life goals, such as self-acceptance, affiliation, and community, in comparison to previous generations (Twenge et al., 2012). In an earlier study, Moeller and his colleagues (2008) found the increase in the materialistic culture and extrinsic life goals as a sign of psychological entitlement. The researchers used data from the Goals and Adjustment to College Study (Crocker & Canevello, 2008), of a sample of 199 college students with a mean age of 18.1, who participated in a 12-week longitudinal study consisting of a pretest, posttest, and 10 weekly surveys. The participants completed the Narcissistic Personality Inventory and the Psychological Entitlement Scale at pretest, and a 13-item measure of self-image goals (constructing, maintaining, and defending a desired public image to obtain personal gain) and compassionate goals (considering and supporting the well-being of others without obtaining a personal gain) on a weekly basis. Moeller and his colleagues conducted a regression analysis that indicated that self-image goals, which are part of the extrinsic life aspirations in this study, predicted psychological entitlement. (Moeller et al., 2009).

In the same study mentioned earlier by Lessard and his colleagues (2011), the researchers found psychological entitlement, as measured by the PES, to be inversely correlated with social commitment, as measured by the Psychosocial Maturity Inventory (PSM). Social commitment, by definition, refers to the willingness to sacrifice personal gains for the development and betterment of society, which is the same as the community contribution subscale of the intrinsic

aspirations measured by the Aspirations Index and used in this research study. Therefore, psychological entitlement has been shown to have a negative relationship with intrinsic aspirations (Lessard et al., 2011).

Moreover, Hart and his colleagues (2019) examined the relationship between psychological entitlement and agentic and communal values on a sample of 247 undergraduate students (Hart, et al., 2019). The agentic and communal values scale measures two types of human goals and values similarly to the Aspirations Index. It includes two subscales, the communal one, which includes values such as altruistic, marital, family, religious, and existential life goals similarly to the intrinsic aspirations' subscale of the AI, and the agentic one, which includes values such as political, economic, leadership, and success goals similarly to the extrinsic aspirations' subscale of the AI (Trapnell & Paulhus, 2012). Hart and his colleagues found a significant positive correlation between psychological entitlement and agentic values, as well as a significant negative correlation between psychological entitlement and communal values (Hart, et al., 2019).

Also, in the same replication study discussed previously, Hart and his colleagues (2019) examined the relationship between psychological entitlement and status aspiration on a sample of 523 undergraduate students. The status aspiration subscale included items such as "I want to be an important person in the community", and it is similar to the extrinsic aspirations' subscale of the Aspirations Index. Hart and his colleagues found a significant positive relationship between psychological entitlement and status aspirations (Hart, et al., 2019).

Zemojtel-Piotrowska and colleagues (2015) studied the impact of extrinsic aspirations, as measured by the Aspirations Index, on psychological entitlement, as measured by the Entitlement Questionnaire (EQ). The EQ distinguishes between three forms of entitlement:

active (the promotion of self-interest and self-worthiness), passive (the belief that people and institutions have obligations toward the self), and revenge (the protection of self-interest in situations where it is violated). Active entitlement has been shown to be related to the construct of psychological entitlement as described by Campbell et al. (2004). In this study, Zemojtel-Piotrowska and colleagues (2015) recruited 153 participants who are Polish University students including 74 men and 79 women with a mean age of 21.68. The researchers found that extrinsic aspirations (fame, wealth, and image) predicted active entitlement moderately, which confirmed their hypothesis. Therefore, the positive predictive relationship between materialism, or extrinsic aspiration, and psychological entitlement has been confirmed in this research study (Zemojtel-Piotrowska et al., 2015).

In line with the above discussed literature, the study hypothesized that psychological entitlement is positively correlated with extrinsic aspirations and negatively correlated with intrinsic aspirations. Moreover, a regression analysis was conducted to examine whether extrinsic and intrinsic aspirations are not just correlates but also predictors of psychological entitlement.

Therefore, based on all the above discussed literature, the study examined the following hypotheses:

Hypothesis 1: Extrinsic Aspirations, as measured by the Aspirations Index (AI), are positively correlated with psychological entitlement, as measured by the Psychological Entitlement Scale (PES).

Hypothesis 2: Intrinsic Aspirations, as measured by the Aspirations Index (AI), are negatively correlated with psychological entitlement, as measured by the Psychological Entitlement Scale (PES).

Hypothesis 3: Trait agreeableness, as measure by the Big Five Inventory (BFI), is negatively correlated with psychological entitlement, as measured by the Psychological Entitlement Scale (PES).

Hypothesis 4: Trait neuroticism, as measured by the Big Five Inventory (BFI), is positively correlated with psychological entitlement, as measured by the Psychological Entitlement Scale (PES).

Hypothesis 5: Extrinsic aspirations, as measured by the Aspirations Index (AI), trait agreeableness and trait neuroticism, as measured by the Big Five Inventory (BFI), are all predictors of psychological entitlement, as measured by the Psychological Entitlement Scale (PES).

Chapter 3

Method

This chapter is an overview of the research methodology that was used to carry out this study. It includes the description of the sample population, a detailed description of the instruments used, the procedure followed to carry out the study, an explanation of the data analysis and finally, and the ethical considerations that were taken into account.

Participants

The participants chosen for this study were Lebanese emerging adults who belong to the Millennial generation; in other words, who are born between 1981 and 1996. A purposeful convenient sample of Lebanese adults with an age range between 24 and 39 residing in Lebanon was used. As the survey was administered online and in the English language, participants had to be comfortable with written English and to have access to social media networks such as WhatsApp, Email, Facebook, or Instagram to be able to take part in the study. At the initial stage, 166 questionnaires were submitted on Survey Monkey; however, after data were exported into excel, cleaning the data and checking for missing or irrelevant information was conducted. Two questionnaires were removed from the study as one of them had missing information and the other belonged to an individual from the Ethiopian nationality. As can be shown in Table 1, those whose participation in the study was complete, were 164 Lebanese citizens (N=164), with a mean age of 27.78, of which 106 were females and 58 were males. Of the participants, 82 were single, 47 were in a relationship, 33 were married, and only 2 were divorced. Concerning the time spent on social media, 78 participants claimed that they spent more than 3 hours daily on social media platforms, whereas 40 of them spent 2 to 3 hours, 35 spent 1 to 2 hours, and only 11

spent less than hour daily on social media platforms. All the participants gave their consent to participate in the study.

Table 1*Frequency and percentages of Demographics (N=164)*

Variable	F	%
<i>Gender</i>		
Male	58	35.4
Female	106	64.6
<i>Employment Status</i>		
Unemployed	35	21.3
Part Time	20	12.2
Full Time	94	57.3
Self Employed	15	9.1
<i>Level of Education</i>		
Brevet	2	1.2
Baccalaureate	9	5.5
Bachelor Degree	91	55.5
Master's Degree	60	36.6
Doctorate Degree	2	1.2
<i>Marital Status</i>		
Single	82	50.0
In a relationship	47	28.7
Married	33	20.1
Divorced	2	1.2
<i>Age Groups</i>		
24 – 27	94	57.3
28 – 31	40	24.4
32 – 35	19	11.6
36 – 39	11	6.7
<i>Time Spent on Social Media Daily</i>		
Less than an hour	11	6.7
1-2 hours	35	21.3
2-3 hours	40	24.4
More than 3 hours	78	47.6

Materials

The first section of the questionnaire package included the participant information letter (see Appendix A), which described the purpose of the research, the participant's rights, and the risks and benefits of participating in the study. The questionnaire also included a consent form (see Appendix B), which included agreement statements between the researcher and the participant on different terms, such as voluntary participation, privacy and confidentiality, and the right to withdraw from the study at any time. The participant information letter and consent forms were followed by a demographics questionnaire (see Appendix C) and three psychological tests (see Appendix D, E, & F) that are described below.

Demographics. The demographics questionnaire (see Appendix C) covered questions regarding individual aspects such as age, gender, marital status, level of education, employment status, duration of social media use, and nationality.

Psychological Entitlement Scale (PES). According to Campbell et al. (2004), entitlement was perceived no further than a component of narcissism and was only measured using the Narcissistic Personality Inventory (NPI) entitlement subscale; however, as entitlement beliefs were dramatically increasing, Campbell and his colleagues oversaw the importance of developing another self-report scale that measures psychological entitlement as a separate construct from narcissism. Campbell and his colleagues also claimed that some of the items of the entitlement subscale of the NPI lack face validity (e.g., "I have a strong will to power; If I ruled the world it would be a better place") and sound more like they measure dominance and power, instead of psychological entitlement. Moreover, the NPI entitlement subscale was found to have low reliability, with an alpha of .49, and it was not identified as a single factor, rather than a dual exploitativeness/entitlement one. Hence, Campbell and his colleagues concluded that

the NPI Entitlement subscale was not the ideal measure for assessing psychological entitlement, and so they developed the PES, to measure psychological entitlement as a separate and unique construct.

The Psychological Entitlement Scale (see Appendix D) is a 9-items self-report measure that was developed and validated on a sample of 262 undergraduate students from the University of Georgia. The scale includes items that measure psychological entitlement beliefs such as: “Great things should come to me”, and “I deserve more things in life” and the answers range from “Strong disagreement” to “Strong agreement” on a 7-point Likert scale. The PES was found to be a reliable and internally consistent single factor measure with a Cronbach alpha of .85. On a larger sample of 918 undergraduate students from the Iowa State University, the alpha coefficient for the PES was .87. The test-retest reliability of the PES was also significant with a $r = .72$ after a period of one month and $r = .70$ after two months. Moreover, the PES was found to be a valid measure as it positively correlated with the entitlement subscale of the NPI and the Me Versus Other scale, which is a visual measure of entitlement, which indicates a significant construct validity (Campbell et al., 2004).

Aspirations Index (AI). The Aspirations Index was developed by Kasser & Ryan (1993) to assess people’s aspirations, which refer to their life goals. The initial scale started with only four goals, with wealth representing extrinsic goals and personal growth, affiliation, and community involvement representing intrinsic goals. The goals were measured on two dimensions: the importance of the goal and the likelihood of attaining it on a 5-point Likert scale ranging from “not at all” to “very important” for importance, and from “very low” to “very high” for likelihood (Kasser & Ryan, 1993). In future research, three more goals were included in a study conducted by Kasser & Ryan (1996) on a sample consisting of adults and undergraduate

psychology students. The three goals were fame and image for extrinsic aspirations, and physical fitness for intrinsic ones. The alpha coefficient of the importance and likelihood dimensions ranged from .59 to .87 and .68 to .86 respectively and support for construct validity has been found by means of higher-order confirmatory factor analysis (CFA). Analysis of the seven goals yielded a two-factor solution separating between extrinsic and intrinsic aspirations (Kasser & Ryan 1996). Later on, in a study conducted by Kasser and Ryan (2001), a third dimension that measures the level of attainment of each goal was added to the aspirations index (Kasser & Ryan, 2001).

The Aspirations Index (see Appendix F) is a 35-items self-report measure that has 5 items for each life goal. Wealth, fame, and image are the three goals that measure the extrinsic aspirations factor, and health, meaningful relationships, personal growth, and community contributions are the four goals that measure the intrinsic aspirations factor. All the items are first stated, and then followed by three questions that measure the three dimensions of the scale: importance, likelihood, and attainment. The questions are “How important is this to you?”, “How likely is it that this will happen in your future?”, and “How much have you already attained this goal?”, and they are measured on a 7-point Likert scale ranging from “not at all” to “very”.

Big Five Inventory (BFI). John and colleagues (1991) developed the 44-item BFI (see Appendix E) to address the need for a shorter instrument that measures the big five dimensions of personality that would allow efficient and flexible assessment. The alpha coefficients of the BFI range from .75 to .90, and the three-month test-retest reliabilities range from .80 to .90 in U.S and Canadian samples. The BFI is a valid tool as substantial convergent and divergent validities were found with other instruments measuring the big five dimensions of personality traits (John & Srivastava, 1999).

The five dimensions of the BFI are extraversion vs. introversion, agreeableness vs. antagonism, conscientiousness vs. lack of direction, neuroticism vs. emotional stability, and openness vs. closeness to experience. Extraversion is a dimension that describes individuals as having traits such as sociability, assertiveness, activity, and excitement-seeking. Agreeableness describes individuals as having traits such as forgiveness, straightforwardness, altruism, and modesty. Conscientiousness describes individuals as having traits such as competency, dutifulness, discipline, and organization. Neuroticism describes individuals as having traits such as depression, anxiety, hostility, vulnerability, and impulsiveness. And finally, openness describes individuals as having traits such as curiosity, imagination, unconventionality, and artistic (Benet-Martinez & John, 1998). The 44-items are short phrases based on the trait adjectives of the markers of the big five personality dimensions and each item is measured on a 5-point Likert scale ranging from “strongly disagree” to “strongly agree” (John et al., 1991).

Procedure

The data collection processes of both the pilot and the main study were conducted online using a software for online survey development called Survey Monkey. The participant information letter was the first form to be entered on Survey Monkey, so that the participants can get all the details needed for the participation in the study. Once read, the participants marked a check and moved on to the second form, which is the consent form. Once the participants read all statements in the consent form and agreed to participate, they marked a check stating that they carefully looked at all the statements and that they agree to take part in the study. Next on Survey Monkey was the demographics questionnaire and the three psychological self-report measures adopted in this study.

Complete counterbalancing of scales was ensured in this study through creating six different surveys that each represented a specific order of the three psychological scales. The six different links were sent out to participants via social media networks (Facebook, Instagram, WhatsApp), and personal and professional emails. The Survey Monkey software has a feature that does not allow participants to fill multiple times from the same browser or email address, and therefore multiple submissions were addressed. The survey did not include a debriefing section at the end as the study did not include any deception and all the information needed regarding the study were presented at the beginning of the questionnaire.

A pilot study was conducted in order to check for the reliabilities of the scales in the Lebanese context. A total of 31 participants took part in the pilot study and filled the online questionnaires on Survey Monkey. Data were introduced into SPSS and reliability checks were analyzed. The analysis of the 9-items Psychological Entitlement scale yielded a Cronbach's alpha of 0.802. The Big Five Inventory which has five different subscales for each personality trait yielded the following results: $\alpha = 0.670$ for Extraversion, $\alpha = 0.599$ for Agreeableness, $\alpha = 0.710$ for Conscientiousness, $\alpha = 0.697$ for Neuroticism, and $\alpha = 0.468$ for Openness. As for the Aspirations Index, many subscales were analyzed such as the Importance of intrinsic aspirations ($\alpha = 0.959$), the Likelihood of intrinsic aspirations ($\alpha = 0.928$), and the Attainment of intrinsic aspirations ($\alpha = 0.905$). Moreover, the Cronbach's alpha of the Importance of extrinsic aspirations were analyzed ($\alpha = 0.854$), as well as the likelihood of extrinsic aspirations ($\alpha = 0.865$), and the attainment of extrinsic aspirations ($\alpha = 0.910$). As all scales' reliabilities were relatively high, except for the Openness factor of the BFI, which was not part of this research's hypothesis, data collection for the main study was resumed.

Data Analysis

Data were exported from Survey Monkey to Excel and then introduced into SPSS for analysis. Descriptive statistics was first run to get a primary overview of the gathered data. This was followed by running reliability checks, correlation analyses, and multiple regression to study the various relationships between the independent and dependent variables.

As mentioned in Chapter 1, the independent variables in this study were the personality traits and life aspirations of Lebanese Millennials, whereas the dependent variable was psychological entitlement. The correlation analyses that were carried out aimed to study the hypotheses already stated previously. Therefore, correlation analysis was done to examine how both intrinsic and extrinsic life aspirations are related to the psychological entitlement of the participants. Correlation analysis was also used to study the relationship between personality traits, mainly agreeableness and neuroticism, and psychological entitlement. Regression analysis was also conducted in order to examine which of the independent variables predicted most the psychological entitlement of millennials in Lebanon. A few more correlation analyses and t-tests were performed to discover additional significant correlations between various other variables mentioned in the questionnaires.

Ethical considerations

Before administering the study, the researcher applied for IRB clearance from the Social and Behavioral Sciences Ethics Committee at Haigazian University and was granted approval to proceed. Moreover, the researcher included a section at the beginning of the survey, stating the purpose of the study as well as the necessary needed ethical documents. Finally, participants were asked to fill a consent form before filling out the questionnaires.

Chapter 4

Results

In this chapter, we will present the reliability findings, then we move on to test the proposed hypotheses by using the Statistical program SPSS, for data analyses.

Reliability Testing

The reliability coefficients were calculated for each scale used in this study. The analysis of the 9-items Psychological Entitlement scale yielded a Cronbach's alpha of 0.757. The Big Five Inventory which has five different subscales for each personality trait yielded the following results: $\alpha = 0.705$ for Extraversion, $\alpha = 0.641$ for Agreeableness, $\alpha = 0.703$ for Conscientiousness, $\alpha = 0.802$ for Neuroticism, and $\alpha = 0.583$ for Openness. As for the Aspirations Index, many subscales were analyzed such as the Importance of intrinsic aspirations ($\alpha = 0.917$), the Likelihood of intrinsic aspirations ($\alpha = 0.904$), and the Attainment of intrinsic aspirations ($\alpha = 0.894$). Moreover, the Cronbach's alpha of the Importance of extrinsic aspirations were analyzed ($\alpha = 0.914$), as well as the likelihood of extrinsic aspirations ($\alpha = 0.905$), and the attainment of extrinsic aspirations ($\alpha = 0.922$). (Table 2)

Table 2*Cronbach's Alphas of the various Scales and Subscales*

Scale or Sub-scale	Current Cronbach's Alpha	Previous Cronbach's Alpha
PES	.757	.85
BFI		
Extraversion	.705	.88
Agreeableness	.641	.79
Conscientiousness	.703	.82
Neuroticism	.802	.84
Openness	.583	.81
Aspirations Index		
Intrinsic Aspirations Importance	.917	(.59 - .87)
Intrinsic Aspirations Likelihood	.904	(.68 - .86)
Intrinsic Aspirations Attainment	.894	(.60 - .85)
Extrinsic Aspirations Importance	.914	(.59 - .87)
Extrinsic Aspirations Likelihood	.905	(.68 - .86)
Extrinsic Aspirations Attainment	.922	(.60 - .85)

Hypothesis Testing

Hypothesis 1: Extrinsic Aspirations are positively correlated with psychological entitlement.

A Pearson correlation was calculated to examine the relationship between Psychological entitlement and extrinsic aspirations. Three positive correlations were found between the three extrinsic aspirations: importance ($r=.394$; $p=.000$), likelihood ($r=.282$; $p=.000$), and attainment ($r=.206$; $p=.008$), on one hand, and psychological entitlement, on the other. All the correlations were found to be significant at the 0.01 level. Therefore, Hypothesis 1 was confirmed as seen in Table 3 below.

Table 3

Correlation Matrix between the various independent and dependent variables:

Psychological Entitlement, Personality Traits, Intrinsic and Extrinsic Aspirations (N=164)

		Psychological Entitlement
Extrinsic Aspirations Importance	Pearson Correlation	.356**
	Sig. (2-tailed)	.000
Extrinsic Aspirations Likelihood	Pearson Correlation	.282**
	Sig. (2-tailed)	.000
Extrinsic Aspirations Attainment	Pearson Correlation	.206**
	Sig. (2-tailed)	.008
Intrinsic Aspirations Importance	Pearson Correlation	.033
	Sig. (2-tailed)	.672
Intrinsic Aspirations Likelihood	Pearson Correlation	.19
	Sig. (2-tailed)	.805
Intrinsic Aspirations Attainment	Pearson Correlation	-.31
	Sig. (2-tailed)	.692
Agreeableness	Pearson Correlation	-.87
	Sig. (2-tailed)	.268
Extraversion	Pearson Correlation	.189*
	Sig. (2-tailed)	.015
Conscientiousness	Pearson Correlation	-.14
	Sig. (2-tailed)	.860
Neuroticism	Pearson Correlation	.135
	Sig. (2-tailed)	.085
Openness	Pearson Correlation	.103
	Sig. (2-tailed)	.188

** . Correlation is significant at the 0.01 level (2-tailed).

* . Correlation is significant at the 0.05 level (2-tailed).

Hypothesis 2: Intrinsic Aspirations are negatively correlated with psychological entitlement.

A Pearson correlation was calculated to examine the relationship between Psychological entitlement and intrinsic aspirations. Results showed no correlation between importance ($r=.033$; $p=.672$), likelihood ($r=.19$; $p=.805$), and attainment ($r=-.031$; $p=.692$) of intrinsic aspirations on one hand, and psychological entitlement on the other. Although the relationship between the attainment of intrinsic aspirations and psychological entitlement was negative; however, it was not significant. This leads us to the conclusion that this hypothesis is not confirmed as can be seen in Table 3.

Hypothesis 3: Trait agreeableness is negatively correlated with psychological entitlement.

A Pearson correlation was calculated to examine the relationship between trait Agreeableness and psychological entitlement. Results showed no significant correlation ($r=-.87$; $p=.268$), despite its negative direction, between the two variables; which leads us to the conclusion that this hypothesis is not confirmed as can be seen in Table 3.

Hypothesis 4: Trait neuroticism is positively correlated with psychological entitlement.

A Pearson correlation was calculated to examine the relationship between trait Neuroticism and psychological entitlement. Results showed no correlation, ($r=.135$; $p=.085$), despite its positive direction, between the two variables; which leads us to the conclusion that this hypothesis is not confirmed as can be seen in Table 3.

Hypothesis 5: Extrinsic aspirations, trait agreeableness and trait neuroticism, are all predictors of psychological entitlement.

Multiple regression analysis was performed to examine the predictability of psychological entitlement as a dependent variable. The results are seen in Table 4 and 5 below.

Table 4*Regression Coefficients of psychological entitlement as the dependent variable*

Model		Unstandardized		Standardized	t	Sig.
		Coefficients		Coefficients		
		B	Std. Error	Beta		
1	Extrinsic Aspirations Importance	.275	.060	.336	4.580	.000
	Extraversion	.227	.116	.144	1.954	.052

Table 5*Model Summary*

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.383 ^a	.147	.136	.92063

Predictors: (Constant), Mean Extrinsic Importance, Mean Extraversion

Table 6*Excluded Variables*

Model		Beta In	T	Sig
1	Mean Conscientiousness	-.037	-.508	.612
	Mean Agreeableness	-.031	-.416	.678
	Mean Neuroticism	-.078	1.043	.299
	Mean Openness	.061	.827	.410
	Mean Intrinsic Importance	-.033	-.436	.663
	Mean Intrinsic Likelihood	-.033	-.439	.662
	Mean Intrinsic Attainment	-.105	-1.401	.163
	Mean Extrinsic Likelihood	-.024	.212	.832
	Mean Extrinsic Attainment	.002	.023	.981

Predictors: (Constant), Mean Extrinsic Importance, Mean Extraversion

The model showed that the importance of extrinsic life aspirations and trait extraversion are both predictors of psychological entitlement, and they explain 14% of the variance in psychological entitlement levels. Even though trait extraversion was not presented in this study's hypotheses; however, it is a one of the Big Five Inventory personality subscales.

Additional Results

An additional one-way Anova was conducted to determine the existence or non-existence of significant mean differences among the different groups of social media use and other variables of this study. The four different groupings of duration of social media use are: Less than one hour, 1-2 hours, 2-3 hours, and more than 3 hours. There was a significant effect of

duration of social media use on extrinsic aspirations only [$F(3, 160) = 7.776, p = 0.000$].

Because a statistically significant result was discovered, an additional post hoc test (Tukey) was computed. The test compared the four groups' effect on extrinsic aspirations. Post hoc comparisons using the Tukey HSD test indicated that the mean score of the "More than 3 hours" condition ($M = 4.52, SD = 1.02$) was significantly different than the "less than an hour" condition ($M = 3.38, SD = 1.29$), and the "1-2 hours" condition ($M = 3.68, SD = 1.34$), as well as the "2-3 hours" condition ($M = 3.75, SD = 1.12$). All mean differences were found to be significant at the 0.05 level, as seen in the table 6 and 7 below.

Table 7
One-Way Anova
Mean Extrinsic Aspirations Importance

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	30.355	3	10.118	7.776	.000
Within Groups	208.196	160	1.301		
Total	238.550	163			

Table 8

Dependent Variable: Mean Extrinsic Aspirations Importance
Tukey HSD

(I) Time spent on Social Media daily	(J) Time spent on Social Media daily	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
					Lower Bound	Upper Bound
More than 3 hours	Less than an hour	1.14040*	.36739	.012	.1866	2.0942
	1-2 hours	.84222*	.23208	.002	.2397	1.4448
	2-3 hours	.76389*	.22184	.004	.1879	1.3398

* The mean difference is significant at the 0.05 level.

Chapter 5

Discussion

The purpose of this study was to study the relationship between psychological entitlement, extrinsic and intrinsic life aspirations, and personality traits of Lebanese millennials born between 1981 and 1996. In this chapter, we discuss the results presented in Chapter 4 and how they connect to previous studies.

The first hypothesis stated that psychological entitlement is positively correlated with extrinsic life aspirations. This hypothesis was confirmed, and it is in line with previous research. For instance, Moeller and his colleagues (2008), found a significant relationship between extrinsic life as aspirations, or materialistic values, and psychological entitlement in a group of college students. Moreover, Twenge and her colleagues (2012), found a link between extrinsic life goals, such as money, fame, and image, as a sign of psychological entitlement within individuals from the generation Y. This is in line with the current study, where the correlational analysis showed that psychological entitlement levels are significantly correlated with the extrinsic life aspirations of Lebanese Millennials. Twenge (2006) claimed that individuals, especially those belonging to the generation Y, are becoming more and more concerned with themselves and less with others, and they are showing signs of psychological entitlement, where all they care about is getting what they think is their own right. Alexander and Sysko (2012) found that millennials were raised in a way that safeguarded their self-esteem levels at all costs, which promotes the development on unrealistic expectations and leading to psychological entitlement. Similarly, the generation under study in this paper, clearly show signs of psychological entitlement in relation to their levels of importance and likelihood of extrinsic life

aspirations. As expected in the hypothesis, Lebanese Millennials, belonging to a changing collectivist culture, showed a similar pattern of Millennials in more Westernized countries, such as the United States, in terms of psychological entitlement related to the importance of extrinsic life aspirations. This goes in line with the research done by Ayyash-Abdo (2001) on Lebanese youths who are displaying individualistic traits as they are more and more exposed to the Western ideologies.

The second hypothesis stated that intrinsic aspirations are negatively correlated with psychological entitlement. This hypothesis was not confirmed by the current study, and hence was not in line with various previous studies, such as Moeller et al. (2009) and Lessard et al (2011). These referenced studies were conducted on a group of college students belonging to individualistic cultures, in contrast to the sample of this study that belonged to a more of a collectivist culture in transition. This difference in cultures could result in changes on how individuals perceive or look at intrinsic life aspirations such as health, meaningful relationships, personal growth, and community contributions. While in the West these aspirations are considered more as a result of a personal choice rather than a societal agreement of a specific set of values and social rules. Moreover, the small sample size adopted in this study could be the reason why a significant relationship was not detected between psychological entitlement and intrinsic life aspirations. Further replications and additional studies of larger samples in the future might yield to significant results in the Lebanese context.

The third and fourth hypotheses stated trait agreeableness is negatively correlated with psychological entitlement, and trait neuroticism is positively correlated with psychological entitlement. These hypotheses were not confirmed by the current study, and hence were not in line with various previous studies, such as Campbell et al. (2004), Pryor et al. (2008), Brunell &

Buelow (2018), and Lessard et al (2011). To understand personality across cultures, researchers have used language, or the words that people use, to describe individuals' personality traits. (Goldberg, 1990). According to Zeinoun and colleagues (2018), these series of studies did not include Arabic-language countries, such as Lebanon, and therefore they attempted to develop a personality structure for the Arab World. The researchers recruited 806 participants belonging to many Arab countries, of which 198 were Lebanese, and they tested them for the proposed questionnaire of 204 personality descriptors belonging to Arab-language cultures. Data analysis showed a six-factor solution to personality traits: morality, conscientiousness, positive emotionality and sociability, dominance, agreeableness and righteousness, and emotional stability. In comparing the six-factor model with the Big Five model, the researchers found resemblances in the conscientiousness factor, and differences in the meaning of agreeableness, which implied in this study dominance and lack of humility on its negative end, and righteousness in its positive. The researchers also found differences in the meaning of emotional stability, which emphasized sensitivity in this study (Zeinoun et al., 2018). These findings explain why the two traits of the Big Five Inventory, agreeableness and neuroticism, did not correlate with psychological entitlement in comparison with previous studies done in different cultures.

While psychological entitlement did not correlate with the agreeableness and neuroticism factors of the Big Five Inventory, results of this study showed a positive correlation ($r=0.189$; $p=0.015$) between trait extraversion and psychological entitlement at the 0.01 level. Previous studies did not show a relationship between these two variables; however, following the same logic that personality traits differ from culture to culture, Zeinoun and her colleagues (2018) found that trait extraversion in the Arab countries did not resemble that of the Big Five

Inventory, as it lacked the components of energy, excitement, and assertiveness, and implied positive emotionality, such as happiness, joy, and friendliness; which is more similar to the Agreeableness factor than of the Extraversion one (Zeinoun, et al., 2018). This could be a possible explanation to why a relationship was found between psychological entitlement and extraversion in this study that is conducted in an Arabic speaking country, as opposed to a relationship between agreeableness and psychological entitlement in other countries.

The fifth hypothesis stated that extrinsic aspirations, trait agreeableness, and trait neuroticism, are all predictors of psychological entitlement. This hypothesis was only partially confirmed by the current study. Multiple regression analysis showed that the variable extrinsic aspirations, at the importance level, is a predictor of psychological entitlement, whereas the personality traits agreeableness and neuroticism are not predictors of psychological entitlement.

As mentioned earlier in this section and backed by empirical evidence, a strong relationship was found between psychological entitlement and extrinsic aspirations, with the latter being a direct predictor of the former. In her book, Twenge (2006) talks about Gen Y's growing ambitions of fame, money, and image. The culture in which these individuals grew up, promoted ideas such as "You can become anything you want to be" or "Work should be a way to make a living or support a family, it should provide a fulfilling experience" or "Never give up on your dreams". Twenge argues that as much as there is nothing wrong about these statements; however, they are somehow unrealistic, where everyone wants to make a lot of money, at a career that is personally fulfilling that makes them famous. Materialistic values are more and more pushing the individual from being focused on his/her surroundings to being focused on the self, which is creating a sense of psychological entitlement and deservingness, and a fake sense of "self-esteem" (Twenge, 2006). Christopher Lasch (1979) introduced the term "cultural

narcissism” to describe how modernity and the materialistic values of the individualistic cultures affect individuals and society. As individuals are encouraged to focus on the self and to loosen their ties with others, they are developing narcissistic traits, fragile self-concepts, and fear of commitments, not to mention their excessive admiration for fame, image, and money. (Lasch, 1979).

As for the personality traits agreeableness and neuroticism, they were not found to be predictors of psychological entitlement. This goes in line with the results of both Hypotheses 2 and 3 where no relationship was found among the two variables and psychological entitlement, and therefore, no direct effect has been captured also. Not surprisingly, the multiple regression analysis showed that trait extraversion was a predictor of psychological entitlement.

Additional Findings

The results of the One-Way Anova, taken together, showed that using social media for more than 3 hours a day has a significant effect on the individual’s extrinsic aspirations, in comparison to using social media less. This goes in line with this study’s basic assumption that social media and the Internet are contributing to the development of extrinsic life values, which in turn are increasing the individuals’ levels of psychological entitlement. Dittmar and colleagues (2014) pinpointed to the effect of constant exposure to social media, campaigns, and advertisements that give people the impression that they will only be happy and successful if they have good appearances, lots of money, and as many followers on social media accounts as possible. Therefore, individuals are consuming these ideas and conforming to it, and the more they are being exposed to the Internet and social media platforms, the more their values are drifting away from being intrinsic, to becoming extrinsic (Dittmar et al., 2014).

Clinical Implications

The results of this study guide us towards having an idea about the increase in psychological entitlement and the direction of life values of Millennials in Lebanon. Awareness raising on the effect of modernity, social media, and extrinsic life values is crucial at this point, as it is affecting the whole personality structure of the individual to the worse. As the love of fame, money, and image is increasing, the sense of psychological entitlement is also increasing, which leads to feelings of disappointment and insecurity, relationship problems, and aggression amongst individuals. Therefore, we must pay attention not just to obvious threats, but also to more slowly developing ones.

Since acquiring extrinsic life aspirations was found to be a predictor of psychological entitlement, clinicians can adjust their treatment plans and include the development of intrinsic life goals and the decrease of extrinsic ones in order to decrease symptoms in individuals showing distress due to high psychological entitlement levels. Developing and delivering therapeutic programs that focus on reshaping and reframing people's life perspectives, instead of programs that focus on increasing self-esteem and self-love at all cost, could be the answer to the maladaptive development of psychological entitlement across societies. Moreover, modeling and teaching empathy as a therapeutic goal could help individuals become less hostile and aggressive with others when things don't go the way they want to, and therefore they start having healthier relationships. These treatment goals would lead to more satisfaction in life and less feelings of disappointment that come hand in hand with psychological entitlement.

In addition to addressing extrinsic life aspirations in therapy, clinicians could also work on raising awareness and disseminating information on the harmful effects of social media and the Internet, that are changing the way people think, feel, and behave. Individuals could be

encouraged to use social media for better purposes, rather than showing off their appearances and possessions.

Future Research Recommendations

First, we recommend replicating this study or conducting a similar one in the Lebanese context to further understand the concept of psychological entitlement in Lebanese individuals.

It would be interesting to study how other variables also relate to one's psychological entitlement, in an attempt to dig deeper into the roots and the causes of this growing phenomena across all cultures.

Further studies can be done on differences in psychological entitlement between generations, to clarify commonalities and differences in the experiences, and to see whether psychological entitlement and the preference of extrinsic life aspirations are on the rise.

Studies on the relationships between psychological entitlement, extrinsic life aspirations, and social media use can be crucial, to pinpoint the role of social media and the digitization in terms of personality structures and life aspirations.

Limitations of the Study

The first limitation to be mentioned was the small sample size of 164 participants that was used in this study. Furthermore, the participants of this study were all familiar with the English language, Internet and technology, and they had access to a mobile phone or a laptop on which they conducted the survey; therefore, the participants of this study belonged to a certain cultural and socioeconomic background. This rendered the results of this study ungeneralizable to all Lebanese individuals belonging to different cultural and socioeconomic groups.

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Appendix A

Participant Information Letter

Dear Ms./Mr.

I am Perla Semaan, a student at Haigazian University from the Department of Social and Behavioral Sciences. I am currently carrying out a research study titled “The relationship between personality traits, life aspirations, and psychological entitlement of Millennials in Lebanon” advised by Dr. Hanine Hout.

You are being asked to take part in this study since you are a Lebanese citizen who is born between 1981 and 1996 and is part of the generation called Millennials. As the surveys of the study are in English, you would have to be familiar with the English language.

Kindly read the below information to decide whether you would like to participate in this research study.

Purpose of the Research Project

This research study aims at identifying the relationship between life aspirations, personality traits, and psychological entitlement of Millennials in Lebanon. The results of this study will build on previous research done on psychological entitlement and uncover novel areas concerning the topic. The findings of this study will help researchers investigate these relationships further and develop a plan to interfere or adapt to the fast-changing values and attitudes of young individuals. The results can also be used by clinicians who are offering therapy sessions for clients with high entitlement beliefs. Clinicians and their clients could work on life aspirations and personality traits that are related to psychological entitlement in order to reduce the symptoms, stressors, and consequences that come hand in hand with psychological entitlement. This study will contribute towards the partial fulfilment of my academic study requirements at Haigazian University.

What will I be asked to do?

- If you choose to participate in this research study, you will be asked to fill in a questionnaire. Your participation will involve completing a survey that entails statements that you will have to rate based on agreement and a demographic form for approximately 15 minutes.

Participation in this project is voluntary. You are free to withdraw anytime without having to give any reason for your withdrawal.

What are my rights?

- Participation in this study is completely voluntary, anonymous and confidential. Your name or any other identifying information will not be asked
- Data you provide along with data from all participants in the present research will be stored in aggregate in a password protected folder in the office of Dr. Hanine Hout. The data will be analyzed and reported in aggregate. Only the principle investigators of this study will have access to the compiled data which will be stored for a period of 10 years post data. During this time, you have the right to inspect the data.
- You have the right to withdraw your consent or discontinue participation at any time for any reason. Your decision to refuse participation or withdraw will not involve any penalty or loss of benefits to which you are entitled. Discontinuing participation in no way affects your relationship with Haigazian University.
- This research study has been reviewed and has received clearance from the Haigazian University ethics committee (Dr. Hanine Hout.) If you have any further concerns about your rights as a research participant, please, do not hesitate to contact Dr. Hanine Hout, email: Hanine.hout@haigazian.edu.lb

What are the risks and benefits of participation?

- Participation in this study does not involve any physical risk or emotional risk to you beyond the risks of daily life
- You will receive no direct benefits from participating in this research; however, your participation does help researchers better understand the relationship between the changing values of Lebanese emerging adults, their personality traits, and psychological entitlement beliefs.

Contact information

If you have any questions or concerns about the research you may contact:

Name, title: Hanine Hout, Ed.D., Assistant Professor

Affiliation(s): Haigazian University

Telephone: 961 1 349 230, extension 331

Email: Hanine.hout@haigazian.edu.lb

Perla Semaan

MA Student

Telephone: 70/410314

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Appendix B

Participant Consent Form

The relationship between personality traits, life aspirations, and psychological entitlement of
Millennials in Lebanon

Please read the following statements and place a check mark in the boxes adjacent to them.

- I have volunteered to participate in this research project conducted for purposes of study. My participation is voluntary and does not involve payment of any kind.
- I agree to participate in this research project conducted for purposes of study. My decision is voluntary and does not involve payment of any kind.
- I know that I can choose to withdraw from participation any time without any penalties or consequences whatsoever. I also hold the right to decline to respond to any question(s) that I may feel uncomfortable with.
- My participation involves an answering a questionnaire for approximately 15 minutes.
- I have been assured that the researcher will maintain my identity confidential.
- I have been assured that the information from this survey will be used for the purpose of academic study / publication / educational use.
- I have received the assurance that this research study has been duly reviewed and approved by the Haigazian University ethics committee.
- I agree that the data gathered be kept in a secure location under the care of the study investigators for a period of 10 years.
- I have been assured that I can access my data (if identified) at any time.
- I have read, listened and fully understand the explanation given to me. All my questions have been satisfactorily answered.

- I, therefore, choose to voluntarily participate in this research study.
- I have received a copy of this consent form co-signed by the researcher.

Participant consent

Date: _____

Name: _____

Signature: _____

Investigator

Date: _____

Name: _____

Signature: _____

Appendix C**Demographics Questionnaire****Gender:** Male Female**Age: _____****Nationality:** Lebanese Other**Marital Status:** Single Divorced In a relationship Separated Married Widowed**Level of Education:** Brevet Master's Degree Baccalaureate Doctorate Degree Bachelor Degree None**Employment Status:** Unemployed Full Time Part Time Self Employed**Time Spent on Social Media Daily:** Less than one hour 2-3 hours 1-2 hours More than 3 hours

Appendix D

Psychological Entitlement Scale

Please respond to the following items using the number that best reflects your own beliefs using the scale below:

1	2	3	4	5	6	7
Strongly Disagree	Moderately Disagree	Slightly Disagree	Neither Agree nor Disagree	Slightly Agree	Moderately Agree	Strongly Agree

1 I honestly feel I'm just more deserving than others. 1 2 3 4 5 6 7

2 Great things should come to me. 1 2 3 4 5 6 7

3 If I were on the Titanic, I would deserve to be on the first lifeboat! 1 2 3 4 5 6 7

4 I demand the best because I'm worth it. 1 2 3 4 5 6 7

5 I do not necessarily deserve special treatment. 1 2 3 4 5 6 7

6 I deserve more things in my life. 1 2 3 4 5 6 7

7 People like me deserve an extra break now and then. 1 2 3 4 5 6 7

8 Things should go my way. 1 2 3 4 5 6 7

9 I feel entitled to more of everything. 1 2 3 4 5 6 7

Appendix E

The Big Five Inventory

Here are a number of characteristics that may or may not apply to you. Please select a number next to each statement to indicate the extent to which you agree or disagree with that statement.

	1	2	3	4	5
	Disagree Strongly	Disagree a Little	Neither Agree nor Disagree	Agree a Little	Agree Strongly
1 Is talkative				1	2 3 4 5
2 Tends to find fault with others				1	2 3 4 5
3 Does a thorough job				1	2 3 4 5
4 Is depressed, blue				1	2 3 4 5
5 Is original, comes up with new ideas				1	2 3 4 5
6 Is reserved				1	2 3 4 5
7 Is helpful and unselfish with others				1	2 3 4 5
8 Can be somewhat careless				1	2 3 4 5
9 Is relaxed, handles stress well				1	2 3 4 5
10 Is curious about many different things				1	2 3 4 5
11 Is full of energy				1	2 3 4 5
12 Starts quarrels with others				1	2 3 4 5
13 Is a reliable worker				1	2 3 4 5
14 Can be tense				1	2 3 4 5
15 Is ingenious, a deep thinker				1	2 3 4 5
16 Generates a lot of enthusiasm				1	2 3 4 5
17 Has a forgiving nature				1	2 3 4 5
18 Tends to be disorganized				1	2 3 4 5

19	Worries a lot	1	2	3	4	5
20	Has an active imagination	1	2	3	4	5
21	Tends to be quiet	1	2	3	4	5
22	Is generally trusting	1	2	3	4	5
23	Tends to be lazy	1	2	3	4	5
24	Is emotionally stable, not easily upset	1	2	3	4	5
25	Is inventive	1	2	3	4	5
26	Has an assertive personality	1	2	3	4	5
27	Can be cold and aloof	1	2	3	4	5
28	Perseveres until the task is finished	1	2	3	4	5
29	Can be moody	1	2	3	4	5
30	Values artistic, aesthetic experiences	1	2	3	4	5
31	Is sometimes shy, inhibited	1	2	3	4	5
32	Is considerate and kind to almost everyone	1	2	3	4	5
33	Does things efficiently	1	2	3	4	5
34	Remains calm in tense situations	1	2	3	4	5
35	Prefers work that is routine	1	2	3	4	5
36	Is outgoing, sociable	1	2	3	4	5
37	Is sometimes rude to others	1	2	3	4	5
38	Makes plans and follows through with them	1	2	3	4	5
39	Gets nervous easily	1	2	3	4	5
40	Likes to reflect, play with ideas	1	2	3	4	5
41	Has few artistic interests	1	2	3	4	5
42	Likes to cooperate with others	1	2	3	4	5
43	Is easily distracted	1	2	3	4	5
44	Is sophisticated in art, music, or literature	1	2	3	4	5

Appendix F

Aspirations Index

Please use the following scale in answering each of the three questions about each life goal:

1	2	3	4	5	6	7
Not at all			Moderately	Very		

Life Goal To be a very wealthy person

<i>1</i>	How important is this to you?	1	2	3	4	5	6	7
<i>2</i>	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
<i>3</i>	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To grow and learn new things

<i>1</i>	How important is this to you?	1	2	3	4	5	6	7
<i>2</i>	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
<i>3</i>	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To have my name known by many people

<i>1</i>	How important is this to you?	1	2	3	4	5	6	7
<i>2</i>	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
<i>3</i>	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To have good friends that I can count on

<i>1</i>	How important is this to you?	1	2	3	4	5	6	7
<i>2</i>	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
<i>3</i>	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To successfully hide the signs of aging

<i>1</i>	How important is this to you?	1	2	3	4	5	6	7
<i>2</i>	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
<i>3</i>	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To work for the betterment of society

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To be physically healthy

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To have many expensive possessions

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal At the end of my life, to be able to look back on my life as meaningful and complete

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To be admired by many people

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To share my life with someone I love

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To have people comment often about how attractive I look

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To assist people who need it, asking nothing in return*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To feel good about my level of physical fitness*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To be financially successful*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To choose what I do, instead of being pushed along by life*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To be famous*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To have committed, intimate relationships*

1	How important is this to you?	1	2	3	4	5	6	7
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2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To keep up with fashions in hair and clothing*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To work to make the world a better place*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To keep myself healthy and well*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To be rich*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To know and accept who I really am*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To have my name appear frequently in the media*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To feel that there are people who really love me, and whom I love

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To achieve the “look” I’ve been after

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To help others improve their lives

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To be relatively free from sickness

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To have enough money to buy everything I want

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To gain increasing insight into why I do the things I do

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal To be admired by lots of different people

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To have deep enduring relationships*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To have an image that others find appealing*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To help people in need*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7

Life Goal *To have a physically healthy lifestyle*

1	How important is this to you?	1	2	3	4	5	6	7
2	How likely is it that this will happen in your future?	1	2	3	4	5	6	7
3	How much have you already attained this goal?	1	2	3	4	5	6	7