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Dear colleague:

Attached are copies of the five versions of the Attributional Style Assessment Test my colleagues and I have used in our research. Three of the versions use a forced choice approach (ASAT I & II, and a Chinese version of ASAT I). Two use a dimensional approach (ASAT III & IV). Both approaches have proven useful in our research for addressing slightly different research questions. Three of the versions contain 20 items (ASAT I, III, and the Chinese version). The other two contain 36 items (ASAT II & IV).

Note that the dimensional versions (III & IV) assess 6 dimensions--Changeability, Locust, Globality, Stability, Intentionality, and Controllability. In our more recent work we have dropped changeability and intentionality. Both tend to correlate very highly with controllability, and thus may not add much to the understanding of attributional style. However, there may be research questions for which these dimensions will be extremely important. I therefore encourage you to use whatever approach seems most appropriate for your research questions.

The breakdown of the 4 versions is as follows:

## **20 - Item Forced Choice Attributional Style Assessment Test (ASAT - I & the Chinese version)**

The six choices for each item are presented in the same order, as follows:

- a. strategy
- b. ability
- c. effort
- d. personality traits
- e. mood
- f. circumstances

The classification of these 20 items, by type, is as follows:

- Interpersonal failure -- 5, 6, 8, 12, 15
- Interpersonal success -- 1, 2, 11, 16, 19
- Noninterpersonal failure -- 3, 10, 13, 18, 20
- Noninterpersonal success -- 4, 7, 9, 14, 17

### **36 - Item Forced Choice Attributional Style Assessment Test (ASAT-II)**

The three choices (strategy, ability, effort) were randomly ordered for each item.

Order 1 (strategy, effort, ability):	1, 12, 16, 23, 25, 36
Order 2 (ability, strategy, effort):	2, 5, 9, 20, 29, 31
Order 3 (strategy, ability, effort):	3, 13, 14, 26, 33, 34
Order 4 (effort, ability, strategy):	4, 6, 8, 15, 19, 21, 28, 30
Order 5 (ability, effort strategy):	7, 11, 18, 24, 27, 32
Order 6 (effort, strategy, ability):	10, 17, 22, 35

The classification of these 36 items, by type, is as follows:

Interpersonal failure:	1, 2, 6, 14, 21, 25, 28, 32, 36
Interpersonal success:	4, 8, 12, 16, 18, 20, 23, 26, 30
Noninterpersonal failure:	3, 7, 9, 10, 19, 22, 27, 29, 33
Noninterpersonal success:	5, 11, 13, 15, 17, 24, 31, 34, 35

### **20 - Item Dimensional Attributional Style Assessment Test (ASAT-III)**

The 6 dimensions are rated by subjects in the same order.

The classification of these 20 items, by type, is as follows:

Interpersonal failure --	1, 3, 7, 17, 20
Interpersonal success --	5, 10, 12, 14, 16
Noninterpersonal failure --	2, 11, 13, 15, 18
Noninterpersonal success --	4, 6, 8, 9, 19

### **36 - Item Dimensional Attributional Style Assessment Test (ASAT-IV)**

The 6 dimensions are rated by subjects in the same order.

The classification of these 36 items, by type, is as follows:

Interpersonal failure:	1, 2, 6, 14, 21, 25, 28, 32, 36
Interpersonal success:	4, 8, 12, 16, 18, 20, 23, 26, 30
Noninterpersonal failure:	3, 7, 9, 10, 19, 22, 27, 29, 33
Noninterpersonal success:	5, 11, 13, 15, 17, 24, 31, 34, 35

When using these measures of attributional style, it is important to keep in mind that the reliabilities of the measures tend to be in the range of .4 to .7. Higher reliabilities may sometimes be obtained by ignoring the interpersonal/noninterpersonal distinction, thus doubling the number of items per scale. Of course, if a major point of your research is to test for differences between attributional styles assessed for interpersonal versus noninterpersonal situations (as is true of much of our research) then one cannot collapse in this fashion.

A variety of composite scores may be obtained from the forced choice as well as the dimensional approaches. Such scores are appropriate as long as there is good theoretical reason to create them, and as long as reliabilities are assessed appropriately. One common but questionable practice has been to collapse across dimensions (such as stability, locus, and globality) to create a scale score (which is appropriate) but to compute reliabilities as if each dimension rating represents an independent item. With 5 hypothetical situations, this procedure treats the data as if there were 15 items going into the scale score. A better approach is to first analyze the data to see which dimensions may be appropriately collapsed, then to compute 1 collapsed score for each hypothetical situation, then to perform the reliability analysis on the collapsed scores across hypothetical situation items.

Because reliabilities in all attributional style measures tend to be of only moderate size, a large sample size is usually needed to detect relations with other measures. About 150 to 250 subjects seems to work well, but of course it will also depend on the subject population, the research questions being investigated, the true effect size, and on the other measures you use.

I retain the copyright to these scales. You are welcome to use these scales for research purposes without seeking permission from me. Also, I encourage you to make whatever modifications seem necessary for your particular research needs. I would appreciate it if you would keep me informed of your work in this area by sending preprints or reprints.

Sincerely,

Craig A. Anderson, Ph.D.  
Professor & Chair

### **Major references relevant to the ASAT**

- Horowitz, L.M., French, R., & Anderson, C.A. (1982). The prototype of loneliness. In L.A. Peplau & D. Perlman (Eds.), Loneliness: A Sourcebook of Current Theory, Research, and Therapy (pp. 183-205). New York: Wiley-Interscience.
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- Anderson, C.A., Miller, R.S., Riger, A.L., Dill, J.C., & Sedikides, C. (1994). Behavioral and characterological attributional styles as predictors of depression and loneliness: Review, refinement, and test. Journal of Personality and Social Psychology, *66*, 549-558.
- Anderson, C.A. (1999). Attributional style, depression, and loneliness: A cross-cultural comparison of American and Chinese students. Personality and Social Psychology Bulletin, *25*, 482-499.

## Reasons for Success and Failure (ASAT--I)

This questionnaire presents some common situations with different possible explanations for the outcome (success and failure) of each situation. Imagine yourself in each situation, and consider each possible reason for the situation turning out as it did. Then circle the letter that corresponds to the one reason or explanation that would most likely account for the outcome if it happened to you. There is no right or wrong answer, of course, so do not spend a lot of time making your judgments. Simply choose the reason that would best explain the outcome if it actually happened to you.

1. You have just attended a party for new students and made some new friends.
  - a. I used the right strategy to meet new people.
  - b. I am good at meeting people at parties.
  - c. I tried very hard to meet new people.
  - d. I have the personality traits necessary for meeting new people.
  - e. I was in the right mood for meeting new people.
  - f. Other circumstances (people, situations, etc.) produced this outcome.
  
2. You have just succeeded at coordinating an outing for a group of people you like very much.
  - a. I used the right strategy in coordinating the outing.
  - b. I am good at coordinating outings.
  - c. I tried very hard to coordinate the outing.
  - d. I have the personality traits necessary for coordinating outings.
  - e. I was in the right mood for coordinating the outing.
  - f. Other circumstances (people, situations, etc.) produced this outcome.
  
3. You have just failed the midterm test in a class.
  - a. I did not use the right strategy for the test.
  - b. I am not good in that particular subject area.
  - c. I did not try very hard to do well on the test.
  - d. I do not have the personality traits necessary to do well on tests.
  - e. I was not in the right mood to take the test.
  - f. Other circumstances (people, situations, etc.) produced this outcome.
  
4. You have just won a competitive match in a sporting event.
  - a. I used the right strategy to win the match.
  - b. I am good at this sport.
  - c. I tried very hard to win the match.
  - d. I have the personality traits necessary for this sport.
  - e. I was in the right mood for the match.
  - f. Other circumstances (people, situations, etc.) produced this outcome.
  
5. You find yourself alone on almost every Saturday night and regret that you had not arranged to do something with a friend.
  - a. I did not use the right strategy in arranging social activities.
  - b. I am not good at arranging social activities.
  - c. I did not try very hard to arrange social activities.
  - d. I do not have the personality traits necessary for arranging social activities.
  - e. I was not in the right mood for arranging social activities.
  - f. Other circumstances (people, situations, etc.) produced this outcome.

6. While working as a volunteer caller for the American Red Cross, you failed to persuade very many people to donate blood.
- I did not use the right strategy to persuade people.
  - I am not good at persuading people.
  - I did not try very hard to persuade people.
  - I do not have the personality traits necessary for persuading people.
  - I was not in the right mood for persuading people.
  - Other circumstances (people, situations, etc.) produced this outcome.
7. You have just succeeded at completing the crossword puzzle in the daily paper.
- I used the right strategy to complete the puzzle.
  - I am good at crossword puzzles.
  - I tried very hard to complete the puzzle.
  - I have the personality traits necessary for completing crossword puzzles.
  - I was in the right mood for a crossword puzzle.
  - Other circumstances (people, situations, etc.) produced this outcome.
8. You were recently unsuccessful at trying to cheer up your roommate who was having a personal problem.
- I did not use the right strategy to cheer him/her up.
  - I am not good at cheering up other people.
  - I did not try very hard to cheer him/her up.
  - I do not have the personality traits necessary for cheering people up.
  - I was not in the right mood to cheer him/her up.
  - Other circumstances (people, situations, etc.) produced this outcome.
9. You have succeeded in selling your best photographs to a national magazine.
- I used the right strategy in taking the photographs.
  - I am good at photography.
  - I tried very hard to take good photographs.
  - I have the personality traits necessary for taking good photographs.
  - I was in the right mood for taking good photographs.
  - Other circumstances (people, situations, etc.) produced this outcome.
10. You have just lost a game of Scrabble (the word game).
- I did not use the right strategy in playing the game.
  - I am not good at playing games like Scrabble.
  - I did not try very hard to play the game well.
  - I do not have the personality traits necessary for playing word games.
  - I was not in the right mood for playing the game.
  - Other circumstances (people, situations, etc.) produced this outcome.
11. You discover that in the recent past you have enjoyed some social activity almost every Saturday night.
- I used the right strategy in arranging social activities.
  - I am good at arranging social activities.
  - I tried very hard to arrange social activities.
  - I have the personality traits necessary for arranging social activities.
  - I was in the right mood for arranging social activities.
  - Other circumstances (people, situations, etc.) produced this outcome.

12. You have just attended a party for new students and failed to make any new friends.
- I did not use the right strategy to meet new people.
  - I am not good at meeting people at parties.
  - I did not try very hard to meet new people.
  - I do not have the personality traits necessary for meeting new people.
  - I was not in the right mood for meeting new people.
  - Other circumstances (people, situations, etc.) produced this outcome.
13. You have lost a competitive match in a sporting event.
- I did not use the right strategy for winning the match.
  - I am not good at this sport.
  - I did not try very hard to win the match.
  - I do not have the personality traits necessary for this sport.
  - I was not in the right mood for the match.
  - Other circumstances (people, situations, etc.) produced this outcome.
14. You have just received a high score on the midterm test in a class.
- I used the right strategy for the test.
  - I am good in that particular subject area.
  - I tried very hard to to do well on the test.
  - I have the personality traits necessary for doing well on tests.
  - I was in the right mood for taking the test.
  - Other circumstances (people, situations, etc.) produced this outcome.
15. You have just failed at coordinating an outing for a group of people you like very much.
- I did not use the right strategy in coordinating the outing.
  - I am not good at coordinating outings.
  - I did not try very hard to coordinate the outing.
  - I do not have the personality traits necessary for coordinating outings.
  - I was not in the right mood for coordinating the outing.
  - Other circumstances (people, situations, etc.) produced this outcome.
16. While working as a volunteer caller for the American Red Cross you succeeded at persuading a lot of people to donate blood.
- I used the right strategy to persuade people.
  - I am good at persuading people.
  - I tried very hard to persuade people.
  - I have the personality traits necessary for persuading people.
  - I was in the right mood for persuading people.
  - Other circumstances (people, situations, etc.) produced this outcome.
17. You have just won a game of Scrabble (the word game).
- I used the right strategy in playing the game.
  - I am good at playing games like Scrabble.
  - I tried very hard to play the game well.
  - I have the personality traits necessary for playing word games.
  - I was in the right mood for playing the game.
  - Other circumstances (people, situations, etc.) produced this outcome.

18. You have failed to complete the crossword puzzle in the daily paper.
- I did not use the right strategy to complete the puzzle.
  - I am not good at crossword puzzles.
  - I did not try very hard to complete the puzzle.
  - I do not have the personality traits necessary for completing crossword puzzles.
  - I was not in the right mood to complete the puzzle.
  - Other circumstances (people, situations, etc.) produced this outcome.
19. You were recently successful at cheering up your roommate who was having a personal problem.
- I used the right strategy to cheer him/her up.
  - I am good at cheering other people up.
  - I tried very hard to cheer him/her up.
  - I have the personality traits necessary for cheering people up.
  - I was in the right mood to cheer him/her up.
  - Other circumstances (people, situations, etc.) produced this outcome.
20. You have failed to sell you best photographs to a national magazine.
- I did not use the right strategy in taking the photographs.
  - I am not good at photography.
  - I did not try very hard to take good photographs.
  - I do not have the personality traits necessary for taking good photographs.
  - I was not in the right mood for taking good photographs.
  - Other circumstances (people, situations, etc.) produced this outcome.

### Reasons for Success and Failure (ASAT--III)

The items on the following pages present specific situations and outcomes that might happen to anyone. For each item, imagine yourself in that situation, then write down the one major cause of that outcome. That is, think of the most likely cause of the outcome if you were in the situation and try to express the reason for the outcome in a single sentence. Then, rate the cause on each of the six scales provided. Definitions of the rating scales are listed below.

**Locus:** The degree to which the cause is due to something about you, rather than to other people or circumstances.

**Globality:** The degree to which the cause is relevant to many different situations, rather than being specific to a few situations.

**Stability:** The degree to which the cause can be expected to be present at the same level every time the same situation arises.

**Intentionality:** The degree to which the cause reflects an intention.

**Controllability:** The degree to which the cause is a factor that you have control over.

Use the following scales in determining your rating of the various causes.

	Outside							Inside		
	1	2	3	4	5	6	7	8	9	
	the person							the person		Locus
	1	2	3	4	5	6	7	8	9	Globality
	Specific to a few situations							Global, relevant to many situations		
	1	2	3	4	5	6	7	8	9	Stability
	Not at all stable							Very stable		
	1	2	3	4	5	6	7	8	9	Controllability
	Not at all controllable							Very controllable		

Remember, for each of the 20 situations you should:

- 1) imagine yourself in that situation
- 2) write down the one major cause of that outcome
- 3) rate the cause by writing the number of your rating (from the scales above) on the blank beside each scale.

1. You have just failed at coordinating an outing for a group of people you like very much.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

2. You have just lost a competitive match in your favorite sport.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

3. You have just attended a party for new students and did not make any new friends.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

4. You have succeeded in selling your best photographs to a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

5. You find yourself enjoying some social activity most every Saturday night.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

6. You have just won a game of Scrabble (the word game).

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

7. You were recently unsuccessful at trying to cheer up your roommate who was having a personal problem.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

8. You have just succeeded at completing the crossword puzzle in the daily newspaper.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

9. You have just received a high score on the midterm test in a class.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

10. While working as a volunteer caller for the American Red Cross you succeeded at persuading a lot of people to donate blood.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

11. You have failed to complete the crossword puzzle in the daily newspaper.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

12. You have just succeeded at coordinating an outing for a group of people you like very much.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

13. You have just failed the midterm test in a class.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

14. You were recently successful at cheering up your roommate who was having a personal problem.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

15. You have failed to sell your best photographs to a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

16. You have just attended a party for new students and made some new friends.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

17. While working as a volunteer caller for the American Red Cross you failed to persuade very many people to donate blood.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

18. You have just lost a game of Scrabble (the word game).

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

19. You have just won a competitive match in your favorite sport.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

20. You find yourself alone on a Saturday night and regret that you had not arranged to do something with a friend.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

## Reasons for Success and Failure (ASAT--II)

This questionnaire presents some common situations with different possible explanations for the outcome (success or failure) of each situation. Imagine yourself in each situation, and consider each possible reason for the situation or explanation that would most likely account for the outcome if it happened to you. There is no right or wrong answer, of course, so do not spend a lot of time making up your judgments. Simply choose the reason that would best explain the outcome if it actually happened to you.

1. A child that you have been tutoring in reading has failed to improve as much as expected. Which reason best accounts for the child's failure to improve?

- A. I did not use the best teaching technique for that child.
- B. I did not work hard enough with the child.
- C. I am not very good at teaching reading skills.

2. You have just failed at coordinating an outing for a group of people you like very much. Which reason best accounts for this outcome?

- A. I am not very good at arranging social events.
- B. I did not stress the importance of everyone pitching in.
- C. I did not try hard enough to coordinate everyone involved.

3. You have lost a competitive match in your favorite sport. Which reason best accounts for this loss?

- A. I used the wrong strategy for this opponent.
- B. I am not as good at this sport as my opponent.
- C. I did not put enough effort into the match to win.

4. Things have been working out well between you and your roommate. Which reason best accounts for this outcome?

- A. I work very hard at getting along with my roommate.
- B. I am good at getting along with roommates.
- C. I take a casual approach to minor problems in living arrangements.

5. Your short story has been accepted for publication by a national magazine. Which reason best accounts for this success?

- A. I am a good writer of short stories.
- B. I used the appropriate style of writing for the magazine.
- C. I work very hard in writing the story.

6. You have just attended a party for new students and did not make any new friends. Which reason best accounts for this failure?

- A. I did not try have enough to meet new people.
- B. I am not good at meeting new people at parties.
- C. I used the wrong approach in trying to meet new people.

7. In a memory experiment, where your task was to memorize pairs of words, you did not memorize enough of the pairs to be included in a follow-up study. Which reason best accounts for this failure?

- A. I am not good at memorization tasks.
- B. I did not try very hard to memorize the word pairs.
- C. I used the wrong memorization technique for this kind of memory task.

8. You went out on a blind date and enjoyed yourself. Which reason best accounts for this?

- A. I tried to relax and enjoy myself.
- B. I am good at relaxing and enjoying myself in this kind of a situation.
- C. I kept the conversation going and found myself relaxing and enjoying myself.

9. In an attempt to save money for a large, special purchase, you have set a carefully planned budget. Month after month you find you have gone over your budget. Which reason best accounts for this overspending?

- A. I just cannot stay within tight spending limits.
- B. I did not use the right techniques to prevent wasteful spending.
- C. I did not try hard enough to stay within my budget.

10. Over vacation you have gained a few pounds, and set a goal of losing them by mid-quarter. At mid-quarter the extra weight is still with you. Which reason best accounts for this situation?

- A. I did not try hard enough to lose the weight.
- B. I did not use the right weight reduction method.
- C. I am just not good at controlling my weight.

11. You have succeeded in selling your best photographs to a national magazine. Which reason best accounts for this success?

- A. I am good at presenting my work to sell.
- B. I put a lot of effort into selling my pictures.
- C. I used the right selling approach.

12. You find yourself enjoying some social activity most every Saturday night. Which reason best accounts for this situation?

- A. I always contact my friends early in the week to arrange an activity.
- B. I put a lot of effort into arranging social activities.
- C. I am good at planning social activities.

13. You have just won a game of Scrabble (the word game). Which reason best accounts for this success?

- A. I used the right strategy in trying to win.
- B. I am good at word games like Scrabble.
- C. I put a lot of effort into trying to win.

14. You were recently unsuccessful at trying to cheer up your roommate who was having a personal problem. Which reason best accounts for your failure at cheering your roommate up?

- A. I used the wrong approach to cheer him/her up.
- B. I am not good at cheering up others.
- C. I did not really try very hard to cheer him/her up.

15. You have just succeeded at completing the crossword puzzle in the daily newspaper. Which reason best accounts for this success?

- A. I put a lot of effort into completing the puzzle.
- B. I am good at crossword puzzles.
- C. I used the right approach to solving the puzzle.

16. You have just succeeded at resolving an argument with a close friend. Which reason best accounts for this success?

- A. I used a conciliatory approach and it worked.
- B. I put a lot of effort into resolving this argument.
- C. I am good at resolving such arguments.

17. You have just received a high score on the midterm test in a class. Which reason best accounts for this success?

- A. I worked very hard in the class.
- B. I used the best study technique for the test.
- C. I am very good in that particular subject area.

18. While working as a volunteer caller for the American Lung Association you succeeded at persuading a lot of people to donate money. Which reason best accounts for this success?

- A. I am a persuasive person.
- B. I put a lot of effort into persuading people to donate.
- C. I used the right persuasion technique.

19. You have failed to complete the crossword puzzle in the daily newspaper. Which reason best accounts for this failure?

- A. I did not try very hard to complete the puzzle.
- B. I am not very good at crossword puzzles.
- C. I did not use the right approach to solving the crossword puzzle.

20. You have just succeeded at coordinating an outing for a group of people you like very much. Which reason best accounts for this outcome?

- A. I am good at arranging social events.
- B. I stressed the importance of everyone pitching in.
- C. I put a lot of effort into coordinating everyone involved.

21. You have changed dorms because things had not worked out well between you and your roommate. Which reason best accounts for this outcome?

- A. I did not try very hard to get along with my roommate.
- B. I just could not get along with my roommate.
- C. I took too serious an approach to minor problems in our living arrangements.

22. You have just failed the midterm test in a class. Which reason best accounts for this failure?

- A. I did not work hard enough in the class.
- B. I did not use the best study technique for the test.
- C. I do not have much ability in the particular subject area.

23. A child that you have been tutoring in reading has improved more than expected. Which reason best accounts for the child's reading improvement?

- A. I used the best teaching technique for that child.
- B. I worked very hard with the child.
- C. I am good at teaching reading skills.

24. In a memory experiment, where your task was to memorize pairs of words, you memorized enough of the pairs to be included in the follow-up study. Which reason best accounts for this success?

- A. I am good at memorization tasks.
- B. I put a lot of effort into memorizing the word pairs.
- C. I used the right memorization technique for this kind of memory task.

25. You have just failed to resolve an argument with a close friend. Which reason best accounts for this failure?

- A. I was too argumentative and not conciliatory enough.
- B. I did not try very hard to resolve the argument.
- C. I am not good at resolving such arguments.

26. You were recently successful at cheering up your roommate who was having a personal problem. Which reason best accounts for this success?

- A. I used the right approach to cheer him/her up.
- B. I am good at cheering up others.
- C. I tried very hard to cheer him/her up.

27. You have failed to sell your best photographs to a national magazine. Which reason best accounts for this failure?

- A. I am not very good at presenting my work to sell.
- B. I did not try hard enough to sell my pictures.
- C. I did not use the right selling approach.

28. You went out on a blind date and you were unable to relax and enjoy yourself. Which reason best accounts for your feeling of discomfort?

- A. I did not really try to relax and enjoy myself.
- B. I cannot relax and enjoy myself in this kind of situation.
- C. I talked too much and did not give myself a chance to relax and enjoy myself.

29. Your short story has been rejected for publication by a national magazine. Which reason best accounts for this failure?

- A. I am not a good enough writer of short stories.
- B. I did not use the best style of writing for the magazine.
- C. I did not work hard enough on the story.

30. You have just attended a party for new students and made some new friends. Which reason best accounts for this success?

- A. I put a lot of effort into meeting new people.
- B. I am good at meeting new people at parties.
- C. I used the right approach in trying to meet and make new friends.

31. In an attempt to save money for a large, special purchase, you have set up a carefully planned budget. Month after month you find that you have stayed well within your budget. Which reason best accounts for this success?

- A. I am good at staying within the set limits.
- B. I used the right technique to prevent wasteful spending.
- C. I put a lot of effort into staying within my budget.

32. While working as a volunteer caller for the American Lung Association, you failed to persuade very many people to donate money. Which reason best accounts for this lack of persuasiveness?

- A. I am not a very persuasive person.
- B. I did not try hard enough to persuade people to donate.
- C. I used the wrong persuasion technique.

33. You have just lost a game of Scrabble (the word game). Which reason best accounts for this loss?

- A. I did not use the right strategy in trying to win.
- B. I am not very good at word games like Scrabble.
- C. I did not try very hard to win.

34. You have just won a competitive match in your favorite sport. Which reason best accounts for this success?

- A. I used the right strategy for this opponent.
- B. I am better at this sport than my opponent.
- C. I put a lot of effort into the match to win.

35. Over vacation you have gained a few pounds, and set a goal of losing them by mid-quarter. At mid-quarter the extra weight is all gone. Which reason best accounts for this success?

- A. I tried very hard to lose the weight.
- B. I used the right weight reduction method.
- C. I am good at controlling my weight.

36. You find yourself alone on a Saturday night and regret that you had not arranged to do something with a friend. Which reason best accounts for this situation?

- A. I did not contact my friends soon enough to arrange an activity.
- B. I did not try very hard to make any arrangements.
- C. I am not good at planning social activities.

## Reasons for Success and Failure (ASAT--IV)

The items on the following pages present specific situations and outcomes that might happen to anyone. For each item, imagine yourself in that situation, then write down the one major cause of that outcome. That is, think of the most likely cause of the outcome if you were in the situation and try to express the reason for the outcome in a single sentence. Then, rate the cause on each of the six scales provided. Definitions of the rating scales are listed below.

**Locus:** The degree to which the cause is due to something about you, rather than to other people or circumstances.

**Globality:** The degree to which the cause is relevant to many different situations, rather than being specific to a few situations.

**Stability:** The degree to which the cause can be expected to be present at the same level every time the same situation arises.

**Controllability:** The degree to which the cause is a factor that you have control over.

Use the following scales in determining your rating of the various causes.

	Outside							Inside		
	1	2	3	4	5	6	7	8	9	
	the person							the person		Locus
<hr/>										
	1	2	3	4	5	6	7	8	9	
	Specific to a few situations						Global, relevant to many situations			Globality
<hr/>										
	1	2	3	4	5	6	7	8	9	
	Not at all stable							Very stable		Stability
<hr/>										
	1	2	3	4	5	6	7	8	9	
	Not at all controllable							Very controllable		Controllability

Remember, for each of the 36 situations you should:

- 1) imagine yourself in that situation
- 2) write down the one major cause of that outcome
- 3) rate the cause by writing the number of your rating (from the scales above) on the blank beside each scale.

1. A child that you have been tutoring in reading has failed to improve as much as expected.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

2. You have just failed at coordinating an outing for a group of people you like very much.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

3. You have lost a competitive match in your favorite sport.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

4. Things have been working out well between you and your roommate.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

5. Your short story has been accepted for publication by a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

6. You have just attended a party for new students and did not make any new friends.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

7. In a memory experiment, where your task was to memorize pairs of words, you did not memorize enough of the pairs to be included in a follow-up study.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

8. You went out on a blind date and enjoyed yourself.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

9. In an attempt to save money for a large, special purchase, you have set a carefully planned budget. Month after month you find you have gone over your budget.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

10. Over vacation you have gained a few pounds, and set a goal of losing them by mid-quarter. At mid-quarter the extra weight is still with you.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

11. You have succeeded in selling your best photographs to a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

12. You find yourself enjoying some social activity most every Saturday night.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

13. You have just won a game of Scrabble (the word game).

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

14. You were recently unsuccessful at trying to cheer up your roommate who was having a personal problem.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

15. You have just succeeded at completing the crossword puzzle in the daily newspaper.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

16. You have just succeeded at resolving an argument with a close friend.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

17. You have just received a high score on the midterm test in a class.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

18. While working as a volunteer caller for the American Lung Association you succeeded at persuading a lot of people to donate money.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

19. You have failed to complete the crossword puzzle in the daily newspaper.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

20. You have just succeeded at coordinating an outing for a group o people you like very much.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

21. You have changed dorms because things had not worked out well between you and your roommate.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

22. You have just failed the midterm test in a class.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

23. A child that you have been tutoring in reading has improved more than expected.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

24. In a memory experiment, where your task was to memorize pairs of words, you memorized enough of the pairs to be included in the follow-up study.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

25. You have just failed to resolve an argument with a close friend.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

26. You were recently successful at cheering up your roommate who was having a personal problem.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

27. You have failed to sell you best photographs to a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

28. You went out on a blind date and you were unable to relax and enjoy yourself.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

29. Your short story has been rejected for publication by a national magazine.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

30. You have just attended a party for new students and made some new friends.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

31. In an attempt to save money for a large, special purchase, you have set up a carefully planned budget. Month after month you find that you have stayed well within your budget.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

32. While working as a volunteer caller for the American Lung Association, you failed to persuade very many people to donate money.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

33. You have just lost a game of Scrabble (the word game).

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

34. You have just won a competitive match in your favorite sport.

cause: \_\_\_\_\_

globality \_\_\_\_ locus \_\_\_\_ stability \_\_\_\_ controllability \_\_\_\_

## 成功或失败的原因

这个问卷给出一些日常的境遇以及各种答案，这些答案解释你在各种境遇中为什么成功或失败。现在，设想你处在各种境遇中，根据实际发生或可能发生的情况考虑每种答案，然后，选择一条理由(圈一个字母)，它最合乎发生在你自己身上的情况。当然，答案无所谓正确或错误，因此，你不要花很多时间去判断，只要简单地选择一个最恰当的解释就行了。

1. 你刚刚参加了一个迎新晚会，并且结识了一些新朋友。

- a. 我用的交际策略好。
- b. 我很善于在晚会上和新同学交际。
- c. 我下了很大力气去和新同学交际。
- d. 我的个性特点很适合我与新同学交际。
- e. 我正好有心情去和新同学交际。
- f. 这是由其它情况(人或局面)引起的。

2. 你刚刚成功地组织了一次野游，参加的人都是你很喜欢的朋友。

- a. 我用的组织办法好。
- b. 我很擅长组织野游。
- c. 我下了很大力气去组织这次野游。
- d. 我天生具有组织野游的素质。
- e. 我正好有心情去组织这次野游。
- f. 这是由其它情况(人或局面)引起的。

3. 你刚刚在班上的一次期中考试中不及格。

- a. 我采用的考试策略不对。
- b. 这门课我学得不好。
- c. 我就不想花功夫把这次试考好。
- d. 我的个性特点就不适合考试。
- e. 考试时我的心情不好。
- f. 这是由其它情况(人或局面)引起的。

4. 你刚刚在运动会中赢了一场比赛。
- 我用的比赛策略好。
  - 我很擅长这项运动。
  - 我竭尽全力去赢这场比赛。
  - 我正好具有这项运动需要的素质。
  - 我正好有心情去参加这次比赛。
  - 这是由其它情况(人或局面)引起的。
5. 你发现, 几乎每个周末晚上都是自己一人独处, 后悔没能和朋友一起活动。
- 我安排社会活动的方法不对头。
  - 我不擅长安排社会活动。
  - 我不愿意在安排社会活动上花工夫。
  - 我没有安排社会活动所需要的素质。
  - 我没有心情安排社会活动。
  - 这是由其它情况(人或局面)引起的。
6. 为红十字会志愿工作时, 你没有能够说服几个同学去志愿献血。
- 我的说服方法不对。
  - 我就不善于去说服别人。
  - 我不愿意花费很大力气去作说服工作。
  - 我的个性特点就不适合去说服别人。
  - 我没有心情去说服别人。
  - 这是由其它情况(人或局面)引起的。
7. 你成功地解决了一道数学(或其它)难题。
- 我用的解答方法好。
  - 我很擅长解数学题。
  - 我费尽了力气才解出了这道题。
  - 我的个性特点就最适合这种解题活动。
  - 我正好有心情解题。
  - 这是由其它情况(人或局面)引起的。
8. 你的同宿舍朋友遇到一些个人问题, 你想让他高兴起来, 但是没有成功。
- 我的劝说方法不对。
  - 我就不善于去劝说别人。
  - 我不愿意费很大力气去劝说他。
  - 我的个性特点就不适合去劝说别人。
  - 我没有心情去劝说别人。
  - 这是由其它情况(人或局面)引起的。

9. 你把自己最好的摄影作品卖给了一家全国性刊物。

- a. 我照这张照片时采用的方法好。
- b. 我很擅长摄影。
- c. 我花了很多功夫才照出这张照片。
- d. 我具有搞摄影的素质。
- e. 我正好有心情摄影。
- f. 这是由其它情况(人或局面)引起的。

10. 作智力抢答游戏时, 你输了。

- a. 我玩这种游戏的方法不对。
- b. 我就不擅长这种游戏。
- c. 我不愿意费很大精力去玩这种游戏。
- d. 我的个性特点就不适合玩这种游戏。
- e. 我没有心情玩这种游戏。
- f. 这是由其它情况(人或局面)引起的。

11. 你发现, 最近几乎每个周末晚上你都去参加某些社会活动。

- a. 我想出一种好方法来安排自己的社会活动。
- b. 我很擅长参加各种社会活动。
- c. 我花了很多功夫去安排自己的社会活动。
- d. 我的素质很适合我参加社会活动。
- e. 我正好有心情去参加社会活动。
- f. 这是由其它情况(人或局面)引起的。

12. 你刚刚参加了一个迎新晚会, 但没交上什么新朋友。

- a. 我用的交际策略不好。
- b. 我不善于在晚会上结交什么人。
- c. 我不愿意花工夫去结交什么人。
- d. 我的个性特点就不适合交际。
- e. 我没有心情去结交新朋友。
- f. 这是由其它情况(人或局面)引起的。

13. 你刚刚在运动会上输掉了一场比赛。

- a. 我的比赛策略不对。
- b. 我不擅长这种运动。
- c. 我就不想费什么力气去赢这场比赛。
- d. 我的素质不适合这项运动。
- e. 我没有心情去比赛。
- f. 这是由其它情况(人或局面)引起的。

14. 你刚刚在班里的期中考试中得了高分。

- a. 我用的考试策略好。
- b. 我很擅长这门课。
- c. 我费了很大力气把这次试考好。
- d. 我的个性特点就最适合考试。
- e. 我正好有心情去参加考试。
- f. 这是由其它情况(人或局面)引起的。

15. 你想为一些好朋友组织一次野游, 可是没有成功。

- a. 我的组织方法不对。
- b. 我就不擅长组织野游。
- c. 我没有下工夫去组织这次野游。
- d. 我没有组织野游所需要的素质。
- e. 我没有心情去组织这次野游。
- f. 这是由其它情况(人或局面)引起的。

16. 为红十字会志愿工作时, 你说服了许多同学去志愿献血。

- a. 我用的说服方法好。
- b. 我善于去说服别人。
- c. 我花费了很大力气去作说服工作。
- d. 我的个性特点最适合去做说服工作。
- e. 我正好有心情去说服别人。
- f. 这是由其它情况(人或局面)引起的。

17. 你赢了一场智力枪答游戏。

- a. 我玩这种游戏的方法很妙。
- b. 我擅长玩这种游戏。
- c. 我费尽全力去玩这种游戏。
- d. 我的个性特点最适合玩这种游戏。
- e. 我正好有心情玩游戏。
- f. 这是由其它情况(人或局面)引起的。

18. 你没有能够解出一道数学(或其它)难题。

- a. 我用的解答方法不对。
- b. 我不擅长解数学题。
- c. 我不想费力气去解题。
- d. 我的个性特点就不适合这种解题活动。
- e. 我没有心情去解题。
- f. 这是由其它情况(人或局面)引起的。

19. 你的同宿舍朋友遇到一些个人问题，经过你的劝说，终于使他高兴起来。

- a. 我用的劝说办法好。
- b. 我善于让别人高兴起来。
- c. 我费了很大力气才让他高兴起来。
- d. 我的个性特点就最适合去劝说别人。
- e. 我正好有心情去劝说他。
- f. 这是由其它情况(人或局面)引起的。

20. 你想把自己最好的摄影作品卖给一家全国性杂志，但是没有成功。

- a. 照这张照片时，我采用的方法不好。
- b. 我就不擅长摄影。
- c. 我下的功夫不够。
- d. 我的素质不适合搞摄影。
- e. 我没有心情拍摄这张照片。
- f. 这是由其它情况(人或局面)引起的。