

## **Representation of intelligence and self-esteem: a cross-cultural study<sup>1</sup>.**

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Cross-cultural studies highlight that different cultures have different constructs of Self. These constructs can affect individual cognitive, emotional and motivational processes. The aim of this research is to investigate the relationship between motivational factors, such as self-esteem and representation of intelligence (incremental/entity theory), and a number of variables, such as education level, gender, socio-economic level in Italian and Portuguese students. The sample was made of 1540 Italian and Portuguese subjects attending the last year at High School and the first year at the University, equally distributed according to their gender and their socio-economic level. Results show that Portuguese subjects are more incremental than Italians. Moreover, significant differences were found in motivational factors relating to education level, gender and socio-economic level. Research highlights the importance of macro-contextual factors such as social, economic and political background, that affect the way people develop their motivational beliefs.

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