

## **INDIVIDUALISM-COLLECTIVISM AND PERSONAL CONCEPTIONS OF INTELLIGENCE IN ADOLESCENCE: A CROSS-CULTURAL STUDY**

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Cross-cultural research highlighted how different cultures are characterized by either individualistic or collectivistic dimensions. At the same time, attention was focused on individuals' implicit conception about the nature of their intelligence (incremental or entity).

The aim of this research was to study the relationship between individualism/collectivism factors and the representation of intelligence by Italian and Portuguese students. The following variables were considered: school level, gender, and socioeconomic level. 422 Italian and Portuguese students attending University took part in the study; they were equally distributed based on their gender and socioeconomic status.

Briefly, results showed that Portuguese students were more collectivist and incremental than Italians. Moreover, significant differences were found for gender and socioeconomic level. In conclusion, the research highlighted the importance of macro-contextual factors such as the socio-economic and political setting which determines how persons develop their motivational beliefs.

**Key words:** Individualism; Collectivism; Personal Conceptions of intelligence.

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