

Relationship between Outcome Expectation and External Achievement Motivation with Self-Esteem among Depressed Patients

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Abstract

The main objective of the current study is to investigate the relationship between increased outcome expectation and external achievement motivation with self-esteem among patients suffering from depression. The methodology of the study is a correlative-descriptive method and the statistical population included all the 20 to 45- year old depression patients visiting the healthcare centers and consultation centers in Zarand City from May 21, 2016 to October 22, 2016, which adds up to 146 people. Using simple random sampling method and based on Morgan's table, 108 participants were selected as the sample of the study. In order to obtain the required data, three questionnaires including Riggs and Knight's Outcome Expectation Inventory (1994), Hermens External Achievement Motivation Questionnaire (1997), and Cooper-Smith Self-Esteem Questionnaire (1967) were utilized. In order to analyze the obtained data, descriptive statistics such as mean and standard deviation and inferential statistics such as Pearson's correlative coefficient and multi-variable linear regression were used. The results of the study show that there is a direct and significant relationship between outcome expectation and external achievement motivation and self-esteem among depressed patients. Also, the most important predictor for the self-esteem of patients suffering from depression is external achievement motivation.

Key words: Outcome expectation, External achievement motivation, Self-esteem, Depression

INTRODUCTION

Depression is a mood disorder which is accompanied by various degrees of despair and disappointment, loneliness, failure, doubt, and feeling guilty. Depression is a common illness afflicting a large number of people around the world so far as it is also called 'mental cold'. This illness affects an individual's capability regarding his or her behavior and performance, thoughts, and even feelings. The individual will become more isolated and alone while his or her relations with others will decrease. The range of the depression disorder starts from feeling helpless, inefficient, and unwilling to live and at higher levels and

with the passage of time, it gets closer to futility and suicide. A reduction of self-esteem and motivation is another consequence of depression (Farjad, 2015).

Depression disorder is considered as a mood disorder. Depression manifests in various ways and it defines the individual's attitude towards himself or herself, towards others, and towards the world. Depression weakens the power of judgment and leads to irrational behavior. In each of these cases, the patient cannot have a normal everyday life. Depression can lead to various mental and physical complications and illnesses (American Psychiatric Association, 2010).

While polling the residents of Tehran City in 2008, 34 percent of participants showed symptoms of mental disorders such as anxiety and depression. Compared to a previous poll in 1999, where 22 percent of the participants had symptoms of mental disorders, this poll indicates a 12-percent growth in the spread of anxiety and stress, which is cause for concern (Ayazi, 2010). Basic depression

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leads to significant incapability for the individual regarding personal, social, and working life and impacts everyday activities such as eating, sleeping, as well as the health of the individual (Kaplan and Sudock, 2013).

Nevertheless, in almost all of the advanced and developed nations, depression has become one of the most important social complications, and in other countries of the world, discrimination and inequality, material and economic poverty have made people very tired. Lack of spirituality, distance from nature, immersing in material glamor, and trying to reach nowhere has cast human beings into a dangerous abyss, from which he cannot easily escape. While science advances, the negative impacts of depression on various angles of human life become more apparent and on the other hand, its relation with other cycles of human life is getting tighter. In studies carried out all around the world, the spread of depression among men and women has been reported as 20 percent. In previous studies, 23 percent of female office workers are afflicted with depression. This high rate of depression in the society, considering its wide range of impacts on the individual's mood and interaction with others, indicate the importance of factors affecting it and the psychological characteristics of depressed people, one of the most significant of which is self-esteem (Branden, 2015).

A person with low self-esteem will easily forget about his or her goals and move in the direction others choose for him or her. On the other hand, an individual with high self-esteem will be resilient in the face of various stresses, mental pressures, problems, and sudden complications. The signs of self-esteem include commitment and responsibility, the ability to establish healthy relations, having control over thoughts and feelings, having a correct understanding of facts, feeling useful, having goals, and self-awareness (Karimi, 2013).

The concept of self-value is one of the most basic factors in the proper growth of an individual's character. Having a strong will and self-confidence, the power of decision making, creativeness and innovation, healthy thoughts, as well as mental health have a direct relation with the level of self-esteem and self-value. Nowadays, in resolving and treating various personality and behavioral disorders, including shyness and isolation, pertinacity, aggressiveness, and laziness, evaluating and improving self-esteem, improving self-confidence, and personal and social skills are considered as the first or the most important step (Biabangard, 2014).

Virginiastirre (2010) believes that increasing self-esteem in the family is for creating structure in their system of interaction. This author finds a direct correlation between

self-esteem and interpersonal relation and believes that low self-esteem is related to weak interpersonal relations. She emphasizes energy drain and directing the stopped energies through facilitating the growth and improvement of self-esteem and improving communication skills (Navabinejad, 2014).

According to Shamlou (2014), self-esteem is defined as continuous evaluations an individual carried out regarding himself or herself and that it is a type of personal judgment about the value of self.

Considering the wide range of the effects of depression on the behavior and mental health of the patient, it is expected that the depression disorder affect all the behaviors and expectations of the individual. Accordingly, increasing the outcome expectation, external motivation, and the self-esteem of individuals will have other shapes under the effects of this illness.

Holdun (2013) didn't find a significant difference regarding satisfaction with life among male and female teenagers. However, self-expectation and self-esteem showed a significant difference between these two groups. Self-expectation and self-esteem were higher among boys than girls. Another result of this study shows that there is a significant relationship between self-expectation and self-esteem and satisfaction with life. Bridges and Hanrishi (2010) evaluated the role of inefficient beliefs and non-realistic expectation in depression and anxiety. The results show that inefficient beliefs and non-realistic expectations have a positive and significant impact on causing depression and anxiety in individuals. Mines, Smith, and Braker (2004) concluded that the external achievement motivation of managers was the best predictor for their self-esteem. AmidiMazaher et al. (2015) concluded that self-efficiency and its components, particularly self-esteem, were related to outcome expectation. NouriAlavijeh (2015) concluded that self-efficacy and outcome expectation can play an intermediary role in the relation between an event, such as chronic pain and its consequences, i.e. depression and inability. Moreover, the intensity of perceived pain explains a significant variance of self-efficacy, inability, and fear of movement. Furthermore, self-efficacy explains a significant variance in outcome expectation and inability. The results of Heydari (2015) show that there is a relationship between internal motivation and external achievement motivation and self-esteem.

Efficacy expectation is the estimation of an individual for the probability that he or she can do something; while, outcome expectation is an individual's estimate of the probability of some social, physical, and self-measuring outcomes which will happen when the behavior is concluded. The importance of distinguishing between

efficiency expectation and outcome expectation is related to illuminating the fact that both types of expectations are independent causative factors for the beginning and continuation of behavior (John Marshal, Translated by SayedMuhammadi, 2015).

Outcome expectations are beliefs positing that profit and interests will follow a certain set of behaviors. The final choice of the individual will be determined by their beliefs and views on the probable outcomes of a behavior (Bihut et al., 2009).

In Bandura's socio-cognitive theory, outcome expectations are considered as direct predictors for behavior (Hans Onia et al., 2009). In fact, outcome expectation using motivators (positive outcomes) or negative outcomes (factors diminishing motivation) influence behavior (Bihut et al., 2009). The concept of outcome expectation is derived from expectation value theories and refers to the fact that behavior is the product of an individual's expectations for reaching a certain outcome or amount of value he or she allocates to that consequence.

The theory of expectation and value has been introduced by Alex et al. (1984) and Alex and Wigfield (1992) and they believe motivation is the product of an individual's beliefs about the probable consequences of behavior and the motivating value of those consequences. Based on this theory, people are motivated to do tasks which have valuable consequences and they will be less motivated to do tasks which have less valuable consequences. This theory is similar to the initial Atkinson (1964) model where the direct relationship between behavior and expectation and value constructs is emphasized. However, the most important difference between this theory and Atkinson's model is that here the expectations and values have a positive relationship and not a reversed one. Moreover, value has a broader meaning and includes attainment value (the personal importance of doing a task), internal value (pleasantness and interest in the subject), the utility value (the relationship between the task and the current and future goals of the person) and cost (the negative aspects of carrying out a task such as going through anxiety) (Kajbaf, 2013).

Motivation is a hypothetical construct used for describing internal or external forces, which creates will, direction, intensity, and stability of behavior. In fact, motivation is the main factor for trying and improving human beings' voluntary behaviors in order to reach goals. Studying motivation is a search for answering complex questions about the nature of human beings (Maleki et al., 2011).

According to Pantrich and Shunk (2002) motivation indicates what goals each individual will spend his or her

talents to reach. Motivation, which includes the sum of conscious and unconscious mental activities of human beings, determines the will and the behavior of an individual and enforces and directs his or her behaviors. Moreover, the level of motivation leads to differences among the individuals. Based on the causes for doing or not doing something, motivation can be divided into internal and external motivation (Wolfolk, 2004).

External achievement motivation is a type of motivation which is very important in the field of psychology. It seems that external achievement motivation influences many behaviors, thoughts, and feeling including the selection of the type of activity, trying to pursue goals and perseverance in the face of failure (Yoo, 2002). The theory of external achievement motivation is based on the initial studies of Hope, Sears, McClelland, and Atkinson. This theory emphasizes the role of goals in the success and failure of the student (Glover, 2010).

According to Dessi and Ryan (1985), external motivation includes a set of behaviors which are originally influenced by completely external motivating factors; however, they have been internalized and have reached the level of self-adjustment, while based on the definition, they do not have internal motivation factors (Dessi, Questner, and Ryan, 1999). Based on this view, it is apparent that having motivation, as the driving force for behavior, paves the way for trying and perseverance to reach goals (Dessi et al., 1999).

Accordingly, it seems that considering the wide range of the influence of the depression disorder on various aspects of behavior, character, and views on life, negative outcome expectations will be higher in depressed individuals. Therefore, during the peak of the disease, self-esteem significantly decreases in these people. However, in this regard, external achievement motivation can act as a factor to prevent this trend and direct the individual towards higher self-esteem, and in turn, towards positive outcome expectation and overcoming the illness. Therefore, the problem the current study will try to resolve is whether there is a relationship between increasing outcome expectation and external achievement motivation with self-esteem in depressed patients or not.

METHODOLOGY

Regarding the objectives, the current study is an applied one and regarding the methodology this is a correlative-descriptive study. The statistical population of the study includes all the 20 to 45-year old patients suffering from depression visiting healthcare centers and consultation centers from May 21, 2016 to October 22, 2016, which

adds up to 146 people. Using simple random sampling method and based on Morgan's table, 108 participants were selected as the sample of the study. The data gathering tools included the three following questionnaires: in order to measure outcome expectation, Riggs and Knight's Outcome Expectation Inventory (1994) was used, which has 8 questions based on 5-option Likert spectrum (completely disagree: 1; disagree: 2; not sure: 3; agree: 4; and completely agree: 5). In this questionnaire questions 4, 2, and 7 are scored in a reversed manner. Riggs and Knight believe the content validity of the questionnaire is acceptable and using Cronbach's Alpha, the reliability of the questionnaire is reported as 0.82. In Iran, ShafiqNaderi et al. (2012) evaluated the validity of this questionnaire using factor analysis and concluded that it had a good validity, while its reliability was reported as 0.84. The reliability coefficient of the questionnaire in this study was 0.76. In order to measure external achievement motivation, we used Hermens External Achievement Motivation Questionnaire (1997). This questionnaire has 29 questions. In his study, Hermens used Cronbach's Alpha method to calculate the reliability of the educational achievement test. The calculated reliability coefficient was 0.84. Using the retest method, the same questionnaire was again given to the participants after three weeks. The obtained reliability coefficient was 0.86. The reliability of this questionnaire in the current study was 0.91. Self-esteem was measured using Cooper-Smith (1967) questionnaire which includes 58 items, describing feelings, beliefs, or reactions of an individual and the participant must answer the questions by marking one of the two available boxes (it is similar to me (yes), it isn't similar to me (no)) (Cooper-Smith, 1967). Edmonson et al. (2006) reported the internal consistency coefficient of 0.86 to 0.90 for Cooper-Smith self-esteem test. Cooper-Smith et al. (1990) reported the retest coefficient of 0.88 after five weeks and 0.70 after a year. Pourshafei (1991) reported a coefficient of 0.87 using the split method. Sabet (1996) and Nayeibifard (2003) obtained a positive convergent validity between the Cooper-Smith test and ESI. The reliability coefficient of this questionnaire in the current study is 0.93. In order to evaluate the state of variables, we used descriptive measures such as mean and standard deviation and in order to evaluate the hypotheses of the study we used multi-variable linear regression and Pearson's correlation coefficient. The obtained data were analyzed using SPSS 20 software application.

FINDINGS

Table 1 shows that the mean and standard deviation for outcome expectation among participants is 27.29 ± 6.07 , for external achievement motivation, it is 92.32 ± 16.64 , and for self-esteem, it is 28.81 ± 7.79 .

Evaluating the Normalcy of the Variables

The results for the normalcy test of the variables using Kolmogorov-Smirnov test show that significance of the variables is higher than the significance level of $\alpha = 0.05$. Therefore, the hypothesis H0, positing the normalcy of the data is not rejected. Hence, it can be said that the variables of the study have a normal distribution. Therefore, in order to test the hypotheses of the study we can use Pearson's correlation test and linear regression (Table 2).

INFERENTIAL FINDINGS

There is a relationship between outcome expectation and external achievement motivation and self-esteem among depressed patients.

The analysis of the data show that the correlation coefficients of Pearson's correlation test for outcome expectation and external achievement motivation with self-esteem are 0.376 and 0.433, respectively, with the value of $-p$ (significance) equal to 0.001, which is smaller than the significance level of $\alpha = 0.05$. Therefore, outcome expectation and external achievement motivation have a direct and significant relationship with self-esteem (Table 3).

Table 1: Mean and standard deviation of variables

Variable	Mean	Standard deviation
Outcome expectation	27.29	6.07
External motivation	92.32	16.64
Self-esteem	28.81	7.79

Table 2: Kolmogorov-smirnov test for evaluating the normalcy of variables

	Outcome expectation	External motivation	Self-esteem
Kolmogorov- Smirnov	1.26	1.27	1.29
Significance	0.075	0.073	0.072
Number	108	108	108
Normalcy	Confirmed	Confirmed	Confirmed

Table 3: Statistics of pearson's correlation test regarding the relationship between outcome expectation and external achievement motivation and self-esteem among depressed patients

	Outcome expectation	External achievement motivation	Self-esteem
Outcome expectation	1		
External achievement motivation	0.751*	1	
Self-esteem	0.376*	0.433*	1

*Significant at 0.05 level

Since the value of $-p$ calculated by the test (0.001) is lower than the significance level of 0.05, at this level, H_0 is rejected. Therefore, the linear regression model is significant. In other words, outcome expectation and external achievement motivation have a significant linear relation with self-esteem among depressed patients. The multiple regression coefficient $r = 0.44$, indicating the simultaneous relations of outcome expectation and external achievement motivation and self-esteem among depressed patients. Also, since the significance level equals 0.001, which is smaller than $\alpha = 0.05$, this relation is significant. Since the value of R_{adj}^2 (adjusted R^2) equals 0.178, the outcome expectation and external achievement motivation together explain 0.178 of variance in the self-esteem of depressed patients (Table 4).

Moreover, considering the calculated value of $-p$ in the regression model coefficient test H_0^2 , is rejected at the 0.05 level. Considering the value of t which is 2.60 for external achievement motivation, the significance is 0.011, therefore, the self-esteem of depressed patients varies based on the level of their external achievement motivation. Considering the value of β which is 0.347 for external achievement motivation, the external achievement motivation can predict the self-esteem of depressed patients. However, this cannot be done using outcome expectation since its significance is higher than 0.05. Therefore, the most important predictor of self-esteem among depressed patients is external achievement motivation (Table 5).

DISCUSSION & CONCLUSIONS

In this study, the relationship between outcome expectation and external achievement motivation and self-esteem among depressed patient was evaluated. The analysis of the data show that there is a significant linear relationship between outcome expectation and external achievement motivation and self-esteem among depressed patients.

In other words, the higher the outcome expectation and external achievement motivation, the higher the self-esteem among depressed patients. These results are in line with the results of Holdun (2013) who showed the significant relationship between self-expectation and self-esteem and the results of AmidiMazaher et al. (2015) who showed the relationship between self-esteem and outcome expectation. Therefore, it can be said that when depressed patients expect a good reward in exchange for positive behaviors and activities, value good activities for themselves and the others. Believe that correct performance of personal and social activities is the surest way to reach growth and development, and believe that positive and good activities are not neglected, they will believe that they are valuable people who are capable of affecting their surroundings and the society at large. These people can confidently show themselves in group works and social activities and perform useful tasks. Moreover, the results of analyzing the hypotheses of the study are in line with the findings of Mines et al. (2004), who showed that the managers' external achievement motivation was the best predictor for their self-esteem, the findings of Standish and Gilson (2007), who showed that there was a positive relationship between self-esteem and internal motivation as well as external achievement motivation, the findings of Halemburg (2011), who showed that increased self-confidence and self-esteem were among the consequences of external and internal achievement motivation, the findings of Heydari (2015), who showed that there was a relationship between internal and external motivation and self-esteem, the findings of Maleki et al. (2011), who showed that reduced self-confidence was among the important causes and results of external achievement motivation. Therefore, it can be said that when depressed patients carry out activities because of the external rewards, get positive and tangible feedback from others for their positive activities, and perform activities to attract the attention of others and be successful in doing so, the depressed people will feel that

Table 4: Variance analysis of the regression model for the level of multiple relations of outcome expectation and external achievement motivation and self-esteem among depressed patients

Source of variance	Sum of squares	Degree of freedom	Average squares	R	R_{adj}^2	F	Value of $-p$
Regression	1275.23	2	628.62	0.44	0.178	12.59	0.000
Remaining	5243.06	105	49.93				
Total	6500.29	107	-				

Table 5: Coefficients of the regression model for the relations between outcome expectation and external achievement motivation and self-esteem among depressed patients

Variable	Estimated B	Standard error	Standard estimation of β	Value of t	Value of $-p$
Constant	9.77	3.86	-	2.54	0.013
Outcome expectation	0.15	0.17	0.117	0.88	0.381
External achievement motivation	0.162	0.062	0.345	2.6	0.011

they are valuable and capable people who can affect others, and attract their attention, which will gradually create a positive attitude in the individual towards his or her abilities.

RECOMMENDATIONS

- It is recommended that external motivations be created for depressed people such as receiving economic incentives for carrying out a task or activity.
- It is recommended to train depressed people and teach them to make them useful for the society and others and teach them the fact that the society expects them to carry out positive behaviors and activities.
- Through consultation and various sessions, we have to improve positive outcome expectation in depressed patients.
- We have to create various and numerous external motivations for depressed people in the family and the society.

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