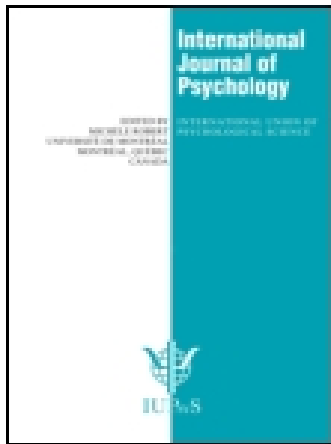


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Cooperativeness and competitiveness as two distinct constructs: Validating the Cooperative and Competitive Personality Scale in a social dilemma context

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The present study examined the validity of the Cooperative and Competitive Personality Scale (CCPS) in a social dilemma context. The study involved 100 Chinese university students who completed the CCPS and a social dilemma task. Results showed that the CCPS had good internal consistency and discriminant validity. The CCPS distinguished between cooperative and competitive personality types. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-2). Results showed that the CCPS and the SDM-2 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-3). Results showed that the CCPS and the SDM-3 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-4). Results showed that the CCPS and the SDM-4 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-5). Results showed that the CCPS and the SDM-5 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-6). Results showed that the CCPS and the SDM-6 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-7). Results showed that the CCPS and the SDM-7 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-8). Results showed that the CCPS and the SDM-8 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-9). Results showed that the CCPS and the SDM-9 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-10). Results showed that the CCPS and the SDM-10 were related.

Keywords: Cooperativeness; Competitiveness; CCPS; Validity; Social dilemma.

The present study examined the validity of the Cooperative and Competitive Personality Scale (CCPS). The study involved 100 Chinese university students who completed the CCPS and a social dilemma task. Results showed that the CCPS had good internal consistency and discriminant validity. The CCPS distinguished between cooperative and competitive personality types. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-2). Results showed that the CCPS and the SDM-2 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-3). Results showed that the CCPS and the SDM-3 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-4). Results showed that the CCPS and the SDM-4 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-5). Results showed that the CCPS and the SDM-5 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-6). Results showed that the CCPS and the SDM-6 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-7). Results showed that the CCPS and the SDM-7 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-8). Results showed that the CCPS and the SDM-8 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-9). Results showed that the CCPS and the SDM-9 were related. The study also examined the relationship between the CCPS and the Social Decision Making Scale (SDM-10). Results showed that the CCPS and the SDM-10 were related.

cae) ed e e c. e e c e a f. Secf e e , da 'e de 2, ' c e
' e a e ae cae, eCCPS ed fca e e e c. e e c e a f da
de . ede. acad e b e (e d d a a a e e e dec e a c b e da a a e
a . acad e b e). Da 'e de 3, ' c e ' e a e ae cae, eCCPS
ed fca e e e c. e e c e a f da e d e . e c. . (e d d a a
a e e e e de c e a de a de . de e ce da e ba c. . de e ce). La



a c ce. Te ee e f. a
 c. be edae ca, d da
 c, ad c. e e. a (Va La e,
 O e, De B, e a, l).
 P ca d da, e eca c ea,
 ed a. e c e ad e
 e a be ee e ef ad e e ae
 (e e e e' a ff);
 d da, e e ad, ed a. e
 e c. e, e ad e f e e'
 c. e (e e e e e e'
 a ff). C. e ed a. e e e a e
 ad a a e e e e' c. e (e
 e a e e e e e' a ff; Me c
 McC c, l). C. e e ad d da -
 c e e a e f e e. ed ef" beca e e
 ed e b. a be a a a e a
 a (e. De C e e Va La e, 2 l).
 e a e f ca a e e a
 a e a e. c e a ed de a d f
 a a e, ee a e. e a e e
 a e ffe ed f. a c c. (B ae
 e a., 2 ; M, c e. a, Ha d aaf,
 2 11). F a ce, a ca e a
 a d f ced-c ce f. ca f d da a
 e e ca ef ee ee a c e
 f. e a e ce e ce f ca ad
 ef. a e a e d da
 (M e a., 2 11). dd a., e. ea e
 a bee c c ed f be e. a ca
 de a a e e. f e e c e; a
 c de abe f e a a ce e a ed
 b SVO c d be acc ed f b ee a ed
 c e (B ae e a., 2).
 La, a a d d a d ffe e ce a,
 e de a ca a e e a ca e e
 a a a d ed c f c ea e be a a
 ca de. ac e. H ee, e
 ab e e e d d a d ffe e ce, c a
 c e, affec e ad be a a e e f
 e' c e a e a d c. e e e a
 a, a a e ed c e' be a
 a ca de. a. e e a e
 e e c e e e a c.

BRIEF INTRODUCTION TO THE CCPS

C e a e e a d c. e e e a e bee
 e a ed a e a a. I a de a e
 f. e ad f def e a e.
 f e be a (f a e e, ee Pe, l),
 ee, e a d e c ea e (2) d ed
 c e a e e a d c. e e e f. a a
 e e c e, c e a a e e
 b ad def ed a ca d ab a a e

f c, affec a d be a " (e,
 S e a, K e, D ca, l, . 232). F
 e e c e, e d e a e e
 be a b a e a e c e e e f
 a a c a a, c a affec e a d c e
 e e, c a c b e e ed c e
 e f e e a a be a a
 c. e ac e a d a (Ke c
 F de, l).

I de e e CCPS, e a d e c ea e
 ad ed Mead' (2 2, .) c c e a a,
 def c e a a e ac f
 e e e e d" a d c. e a e ac
 f ee e dea a a a e
 e dea a a e a e e." I e
 d, d d a a e c e a e a e
 e e. c ab a e e, c de
 e' e e c e, a d e
 e. Pe e a e c. e e, e
 e a d, e d ef. e, a e
 e a, a d e a e f a e.

Te CCPS a de e ed ba ed -de
 e e a d e ada ed f. e
 e ab ed c e a e e a d c. e e e
 cae, c a e C e a e e Sca e (L
 e, l 1), e C e a e C. e e
 S a e. Sca e (S. e, e, T c e,
 K, l) a d e H e c. e e de
 Sca e (R c. a, Ha. e, Kac, d,
 l). E a fac a a e ed a
 c e a e e a d c. e e e e e ad ed
 d c d e a d e e. d
 e c e a ed. add a c f. a
 fac a a c f. ed e -d. e a
 c e.

T e f a e f e CCPS c de 23 e
 (ee e e d). T e c e a e e cae
 c. e 13 e, c a e f e e e e d
 b ee bd. e. T e a d da'
 be ef (f e, f e a e *Initiation and
 completion of an work is inseparable from the help
 and cooperation of team members*), fee (f
 e, f e a e *I enjo working with other team
 members to achieve common success*), a d be a
 a e de ce e. f c e a (f e
 e, f e a e *At work, I can usuall stand in
 other team members' shoes to consider their
 interests*). T e c. e e e cae c de l
 e, c a e e d ea, I a
 e f. e e," c c d f e be
 d ded ee bd. e, c d d -
 d a' be ef (ee e, f e a e *I like
 competition because it allows me to pla m best*),
 fee (f e, f e a e *I cannot stand
 being beaten in an argument b other team
 members*), a d be a a e de ce e. f

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... (... , f ... e *Even in a group working towards a common goal, I still want to outperform others*). T ... a ... aed ... a ... cae a ... f ... 1 (d ... a ... ee a ... a ...) (... a ... ee").¹ T ... cae' ... e ab ... , a ... ed ... ee a ... de, a ... e f f ... c ... ea ... ee a d f 1 ... f ... c ... e ... ee (C ... e, ... C a ... , 2 11; ... e ... a., 2 ...).

T ... c ... e ... e ... a d d c ... a ... a d e f ... e CCPS a ... e bee ... e ed a a ... e B ... F ... e Pe ... a ... Ta ... (Sa ... ce, 1 ...). T ... e ... e ed a c ... ea ... ee a d c ... e ... e c ... e ... e ... ed ... e ... f ... e ... e, ... ea a ... e ... e ... e ... a ... ca ed ... b

Scaevall, de fae, ES, a
 ed e. a. e. d. e. d.
 F e e-fac de, 23 e ee ed
 a eae fac. Tee e ed a
 e. de f e da a, $w^2(23)=1.2$,
 FI=.3, CFI=. , SRMR=1. ad
 RMSE =.1; c f de ce e a=.1 .1).
 F e -d. e a. de e
 de d. e (.e., c ea ee ad c. -
 e ee) ad b-d. e (c e,
 affec e, ad be a a a ec f c ea e-
 e ad c. e ee, e ec e), ee
 dca ed a e -d. e a c c
 ac e ed a be e f, $w^2(22)= .2$, FI=
 . , CFI=. , SRMR=.1 ad RMSE =. ;
 c f de ce e a=. 2. . Te -fac
 de a be e a e e-fac de; a
 C - a e dffe e ce e ed a
 $w^2()= 33. (p 5.)$. a e , e acce ed
 e -fac de e e e-fac de.
 F e LM e ' e , ef f e
 -fac de c d be ed b add
 f ee c a a ce e c ea ee
 d. e ad ee c a a ce e
 c. e ee d. e . Te ed -
 fac de ac e ed a a fac f, $w^2(22) =$
 32. , FI=. , CFI=. 1, SRMR=. ad
 RMSE =. 2; c f de ce e a=. 3. .
 T e c ea ee ad c. e ee fac
 ed be fca c ea ed
 ($r=.11, p 4.$).
 I , e -fac c e f e CCPS
 a c f. ed e H K a e. O
 f d ded add a e de ce f e
 a c ea ee ad c. e ee
 c d be c de ed de e de c c
 (C e e a., 2 11; e e a., 2).

STUDY 2: A PUBLIC GOODS DILEMMA

Methods

Participants

T d ed a d ee . H K
 e de ee ec ed a. a
 a e ce f a e e. e a c. e -
 a ed e HKD .T e. a e a ,
 de c d a acce a e e e
 e a e c ded ee c a a ce a a e. a d . ea ad. e f e ee
 e ed b e LM e . , add ee c a a ce dd c a e ee a f e e a a ee . c,
 c e a e ed. de e f ed a a e; fca dfca f e e eed. Pac ce
 f ef de a e e a e a f e.
 acc d H ad Be e (1) de f a d f f e SRMR d be . a e a . , a
 ec. e da b Sc e. ee -E e, M b e ad M- e (2 3) e a a a ef e SRMR a e a
 . a e a .1 a acce abef .

e a ead ee . e c. e e
 ead ee, de ee ced c e
 e efe ed . e f ee e. e ad
 a c. ee e CCPS. a fl de
 (. a e ad . fe a e) ed f e
 e e e ac ee a e .

Procedure and materials

U e a a a e ab a , a c-
 a ee ced c. ee e ca a e
 e a . ea e e e a e b e ;
 f , e a c a ed a b c d
 a e. fe e a e, e a c a c. eed
 e e f e e a e b e , c
 c ed f Sc a ' e a a e. ea e
 a d e a e de a c f a .

Social value orientation. Sca a e e a
 a . ea ed b e T e D . a ce Mea e
 f Sca Va e (Va La ee a., 1). I eac
 f e e dec ed a e, e d da
 c e f . a ee dffe e a
 dffe ed e c. ea ca be ee e
 a da . a a . a e. Te ee c. e
 a ca a e dca e f e d da c,
 c. e e, ad c ea e e a .
 F a c . ac ce ca de . a
 de, e ca e ed e c. e ad
 d da a ef." Of e l a c a ,
 ee ca fed a ca ad a ef
 (2 d da ad c. e) .

Personal values. Pe a a e ee. ea ed
 b e S Sc a ' Va e S e (Sc a
 R be, 2). ee a ed f e a e a a e
 ea ed c ea ee ad c. e ee
 ac ee e (f e , C bac ' a=.),
 ed (ee e , C bac ' a=. 2),
 e (ee e , C bac ' a=.), be e -
 e ce (f e , C bac ' a=.) ad -
 e a . (e , C bac ' a=. 1). Tee
 ee a e ed a - ca e.
 Pe a a e a e e . a c e a
 ca ea . f e ce e e' c ea e ad
 c. e e be a . Te . ac c ea-
 e be a ca de . a a ee de a
 . be f e ca de . Sa , S ed , ad
 Sc a (2 11) e a ed e a a e

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TABLE 1
Correlations of CCPS competitiveness and cooperativeness with Schwartz's personal values (N = 153)

	<i>Achievement</i>	<i>Benevolence</i>	<i>Hedonism</i>	<i>Power</i>	<i>Universalism</i>
C. e e e e	.32	.2	.2	.3	.13
C e a e e e	.223	.12	.12	.	.

*p*5. ; *p*5.1; *p*5. 1.

c ce a a , ee f e a be
cce f c a e de e de c e .
Reca a a a be e a e e e e
c e a , a e a defec , a ca
de . a. c , be c e a e ca be ee
a a a e . a e e' be ef a ca
de . a. Ba ed e c da , e
a be a , a ea c e , c ea e-
e c ea ed e ac e e e a e.

TABLE 2

Hierarchical regression analysis of social value orientation (SVO) and cooperativeness and competitiveness (CCPS) as predictors of contribution to public goods (N = 154)

<i>Model</i>		β	<i>DR</i> ²
1	SVO	.1	.3
2	SVO	.1	.3
	C e a e e e	.2	
	C. e e e e	.1	

*p*5. ; *p*5.1; *p*5. 1.

Criterion validity of the CCPS

He ac ca e e a ed ea e e
c e a d f e CCPS b ea
a ca a ca 'c b e
c f e effec f SVO. SVO a
e e ed e f b c , a d e CCPS a
e e ed e ec d b c . If c ea e e a d
c. e e e e e c ce a d f e e f .
ca a e e a , e e CCPS d
a e ac ed a a add a ed c f c ea-
e be a ; a e e e ed b a fca
be a e e e a . Tabe 2,
SVO e f b c fca e a ed 3.
f e a a ce c ea e be a , $F(1,$
 $12) = . . . , p = . 1$. T e c ea e e a d
c. e e e d e f e CCPS (e
ec d b c) fca e a ed a add a
3. f e a a ce c ea e be a ,
 $F(2,1) = 3.123, p = . . . , f^2 = . . . 1$. S e c f ca ,
e e a f e e c ed f e effec f SVO,
e be ed a d da e e
c ea e e c b ed e e b c
d ($b = .2 , p = . 1$). O f d , e f e,
de f e e e e a d f
e CCPS, c e ca be d e effec
f ca a e e a a d ed c c ea e
be a a ca de . a. e be a-
e a e ed c e e f e
CCPS e. f c b e be a c. e
f . c ea e e ca e, b f . e

c. e e e ca e. T e e f d , ce a a ,
e e a c ea e e a d c. e-
e e a e de e de c c .

STUDY 3: A COMMONS DILEMMA

Methods

Participants

O e d ed a d e. H K e
de (e e a d 112 e) e e ec ed
e. a a e ce f a e e e
a ed c. e a f HKD . S. a
S d 2, de e e ed f e e e e
b f a e e e e a ead ee
a a ed e. a e a .

Procedure and materials

T e de a c a ed e e e e
ac e e a e a ace a
c. e . Pa c a e e a ed c .
e e a f e a a a a c e e .
f e f e SVO a d CCPS. ea e , e
e e d a e d be ed f e
a e a c a e a e .
(a e e a ac a b) .

e a e ed e e ca a d e f d ffe e c e f e f- a ce de a e a d e f- a ce e
a e , a d e f d a e e f c ed fca . e ac e e e a e a e ca . , e e
effec f SVO a c ed f , c ea e e a e c ea ed ac e e e , be e e ce, a d
e a . , a d c. e e e a e c ea ed ac e e e a d e .

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TABLE 3

Hierarchical regression analysis of social value orientation (SVO) and cooperativeness and competitiveness (CCPS) as predictors of request from common resource pools (N = 190)

Model		β	DR ²
1	SVO	.1	.2
2	SVO	.1	.2
	C e a e e	.232	
	C e e e e	.3	

*p*5. . ; *p*5. 1; *p*5. 1.

ea e ca a e e a , e
 edc f c ea e be a b a
 bc d de a ad ac . de . a.
 O f d e a e CCPS a ad
 ea e ad b d c f ad c . e
 e a SVO.

Dimensionality of cooperativeness and competitiveness

e e . a ea c ce a e c ea e-
 e a dc . e ee a a e-d. e a
 c c, eee c de abed b a
 e e a de e de -d. e a c -
 c f e e ca da a be e (H e,
 P e, I , 1). F a ce, a e
 a e a a e . e a d e a a e be a
 a e a a e effec ” (Va de V e , 1 , .
 231), c e a e e a dc . e ee c d
 a e ad ca c -
 f c e ea .
 cc d , e e c - e ” a
 bee ed de c be c ea e c . e
 (B a de b e a eb ff, 1). K e (1)
 a f d a c ea a dc . e ee
 a -d. e a c c e a -
 da a cae a ea ed d da ’ efe-
 e ce f c ea e ad c . e ee a
 e e . La , e de a ed a e
 ce e ce f c ea e e ad c . e -
 ee c d . ca be f d . a a e
 e ad. e e ee ce
 a d e ed ca a ee (ee a., 2).
 C e e f e a dc ea e
 (2), e e f e ee e ea c f e
 a da ed e -d. e a e f c ea-
 ee a dc . e ee , c a (1) e -
 fac . de, a e a e e-fac . de,
 c e ac e ed a a fac f e da a
 (S de 1, 2, a d 3) a d (2) c e a e e a d
 c . e ee ee de e de c c ,
 a a e de ba ed e c ea , c

a ed f . fca c e a ed
 (S de 1 a d 3) de a e . e
 c e a ed (S d 2).

Comparison with the social value orientation

P ca . a a dc ea e e a .
 a ae . ee fea e, ce a e
 c ec e a a e a d da a . T
 a e de f . e fca d ffe e ce be ee
 ef (. d da) a d ca d -
 d a e c ea ee cae. Re e
 e f . S de 2 a d 3 f e a fed
 c e e a d . f ee e c ea ee
 ee e . de, e edc e e f
 SVO dec ea ed, d ca a SVO a a a .
 ed a ed b c ea ee . ea e a e
 fa ed be e a . d ffe e ce a e
 c . e ee d . e . T be de
 e ca ace c f ef a e, c
 c ed . f d da e . a
 c ce e ef e c . e, a e a
 e ea e ad a a e e . ae ,
 a e d da ad -
 ca a c a dd d ffe e de ee f
 c . e ee .
 e ed, ee, a e e e ca bac -
 b e f e CCPS d ffe e f . SVO a ea
 fca a . F , e CCPS b
 e a e ec e f e a , a d, e ce, e
 ca ca e a f ec ec . e fa e
 e a a (c , affec , a d be a)
 f b c ea ee a dc . e ee . O
 e e a d, SVO f M a ’ a-
 a e ec e (1 3), a d, , e cae
 ca e e d a e a
 d da b de . a (Ba e a,
 1). T ee f da e a a d e e ca d ffe-
 e ce a e e f c e a d
 be a . T e a e ec e (.e., e CCPS)
 f c e e c e c a d ec e ce f
 be a ac a , e ea e . a-
 a e ec e f c e e a ab f
 be a a a c a a (ee e a.,
 1). Sec d, e CCPS . ea e d da ’
 be ef a d be a (.e., c d a)
 a d e e de e de e , c a e
 . e be , e SVO e ec d da ’
 e e f a da de ad e ; ,
 de e f . a ab c d -
 a ce e . O f d c f . ed e
 e e ce f e ab e e edc ce a d ffe-
 e ce be ee e CCPS a d SVO. I S de 2
 a d 3, e ed a e c ea ee a d

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c. e e e e a e d b e CCPS e
 a d fca c b ed e edc f
 c e a e be a a ca d e a, e
 be d a SVO c d ffe. dd a, e
 CCPS a d SVO e e f d a e d c e
 a ca e a a e, c a e e
 c ca a abe e a ed d d a
 c e a e a d c. e e be a. I a -
 c a, e e c e a a e e a ed e
 a e, e e a f e c f SVO (S d 2).

Association with personal values

cc d Sc a ' e a a e e
 (Sc a B , 1), a e de
 c ce f ac a d de abe e d a e;
 e e a e e e e d d a c ec e
 e e . Re ca a ca a d ef d -
 d a , a c ce a ed b ca a e e a -
 , d e b d ffe e e a a e
 e (-a , 1 ; e a De ,
 2). U e e-d. a ce. ea e f
 SVO, e e, e fa ed f d a . ce abe
 d ffe e ce be ee e ca a d ef
 a c a f e Sc a ' a e (e ce f
 ac e e e a e). O e e a d, e
 c ea a e f e CCPS Sc a '
 a e a c e e a f .
 C. e e e a . de a e c e a ed
 e ef-e a ce e a e f ac e e e a d
 e, e c e a e e a . de a e
 c e a ed e ef- a ce de a e f
 be e e ce a d e a . a d. d c e -
 a ed ac e e e . T e e a c
 a da ed, e a d, e de e de e f
 c e a e e a d c. e e e ; e e
 a d, e c f. ed c c a d. f e
 CCPS, a c e a e e a d c. e e e
 a e d ffe e a a ca ed e e a
 a e a d ed ffe e c e a e a d c. e -
 e be a e ec e .

LIMITATIONS AND FUTURE DIRECTIONS

Se e a a f e e e d , a e a
 f e d ec , d be ed. F , d
 e a ed. e a d e f e CCPS a
 H K a e f e . de ad a e .
 T e . e e . f a e . ed ce e
 e e a ab . f f d . F e a da
 de e e a d ffe e e
 d be c d c ed a e CCPS TD1 a . -2.3

d e . a b e e a a d e -
 c f c (B e E e , 1). T
e e c a , a c c a d a , a e e a a d
 e c f c a e b a a -
 a e (C e L , 2). C d e

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APPENDIX: ITEMS AND STRUCTURE OF THE COOPERATIVE AND COMPETITIVE PERSONALITY SCALE

Cooperativeness

Beliefs about cooperation (cognition)

- . I de cceed a , a e c e a e e a e .
- . I be e e e f a c c d be be ef ed, e f c e a a c e .
- . I be e e a a d a e a e abe e a e .
- . e e e e e f e ea e be de ac e e d e .
- . I a a d c e fa e a abef e e a d c e a f e a e be .

Behavioral tendencies of cooperation (behavior)

- . I d a c de e e e f b a e .
- . I ca a c de e e e I a d e a .
- . , I ca a a d e ea e be ' e c de e e e .
- . e e e e ea e be , I a e e ' f e , e e
- . I a e e e .
- . e e e a c a a , I a abe e a e e e f e .

Feelings for cooperation (affect)

- . ea e be a e e a .
- . , I e c ab a ea e be .
- . I e e ea e be ac e e c c e .

Competitiveness

Behavioral tendencies of competition (behavior)

- . E e a a d a c a , I a e f e .
- . M e f- c d be a da ed f I e f e e .
- . S e e I c de a a a a e a I a a e a e .

Beliefs about competition (cognition)

- . I e c e beca e a e e a c a ce d c e e a .
- . I e c a e e a a e b b c e e ea e be .
- . I e c e beca e a a e a e be .

Feelings for competition (affect)

- . Be e f ed b e e be e a e .
- . I d be e ad f I e c e .
- . I be ea e e ea e be e e a ded f e ac e e e .
- . I ca a d be bea e a a e b e ea e be .

S ce e e a . (2) .¹¹