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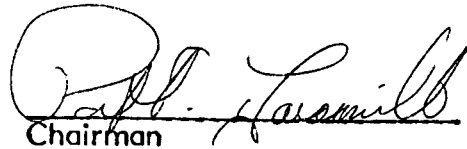


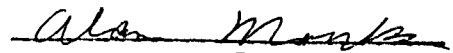
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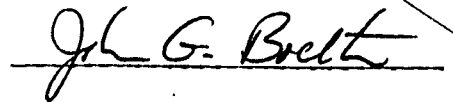
THE MOTIVATION OF SELF-INVESTMENT

APPROVED BY SUPERVISORY COMMITTEE:


Chairman







THE MOTIVATION OF SELF-INVESTMENT

by

Dan Nunley

RESEARCH PROJECT REPORT

Presented to the Faculty of Pedagogical Studies

The University of Texas of the Permian Basin

In Partial Fulfillment

for the Degree of

MASTER OF ARTS

THE UNIVERSITY OF TEXAS OF THE PERMIAN BASIN

December, 1978

Abstract

A game of chance void of feedback was played by 36 adults to determine the motivational properties of various degrees of self-investment. The levels of self-investment were created by altering the extent to which subjects were involved in making one of the symbols used in the game. A practice trial was used to establish each subjects base score and a final trial to determine behavior changes induced by self-investment. The gains between trials yielded significant results ($p < .01$) due to subject participation in the experimental process.