

The Relationship between Self- Concept and Achievement Motive with Imposter Phenomenon in Students of the Islamic Azad University of Ahvaz

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ABSTRACT

This study was conducted to investigate the relationship between self- concept and achievement motivation with imposter Phenomenon in students of the Islamic Azad University of Ahvaz. The sample included 200 persons (100 girls and 100 boys) were students who were selected through stratified sampling. In this research for gathering the data three questionnaires were used: Clance Imposter Phenomenon Scale (CIS), Rogers Self- Concept questionnaire, Ghisilli achievement motive questionnaire. This type of Pearson correlation and multiple regression analysis of data ($P < 0.001$) saying that a significant positive relationship between self- concept and achievement motivation with imposter Phenomenon in students. Results of multiple correlation analysis also suggests the existence of multiple relationship between self- concept and achievement motivation with imposter Phenomenon and self- concept and achievement motivation with impunity was the best predictor for imposter Phenomenon.

Keywords: Self- concept, Achievement motive, Imposter phenomenon, Students.

1- INTRODUCTION

From beginning of appearance upon this world, human being was always curious for his mental and behavioral characteristics and is searching for method and some criteria for recognition of these features and so improvement of his own life and he performed severe attempting in this way [1]. One of these factors is personality characteristics. Generally we can mention that maybe personality is the most basic subject in psychology science, because the main part of the discussion are in the fields of learning, motivation, thinking and emotions [2]. Basically personality is a very complex definition in psychology that knowledge from it contains the essence of most psychotherapy fields and pathological hypothesizes [3]

One of the complex personality characteristics is phenomenon of "fraud feeling" or "pretending mood". This phenomenon for first time was mentioned by Clance [4] and according to his viewpoint it is a factor based on its the individual feels that what he had reached and his current social acceptance is due to one mistake or error or chance and time will come that people understand absurdity of reasons of his success and will call him fraud. But by opinion of Eyos [5] the sense of fraud is a fear that by viewpoint of other peoples it may be caused from one dummy thought. It seems that feeling of fraud can be seen beside those individuals that somehow were successful in their life and from looking of other peoples are effective and important person or even among normal peoples that were successful from other people's view [6]. People with fraud feeling besides abundant successes that had gained in life and continue or increase their success, therefore these successes are from their own abundant attempt, they image that they had gain them by chance or accidentally and so suffers from guilty feeling and are concern for repletion of their successes, because they believe that success even came from abundant attempt, is not really counts as success [7] and chance and accident are involved them.

The feeling of fraud is related to many factors that are linked to personality or placed in personality structure of individuals. One of them is "self-concept". Kaufman and Feldman [8] believe that self-concept, which is mentioned abundantly in Rodger hypothesis, is introduced to others and view of others to individual, experiences, relationships and communications. Hay and Ashman [9] stated that self-concept is multi-dimension combination which its dimensions are understood simultaneously. Adetoro [10] mentions that this component is relatively permanent that is caused from some elements like personality and features and skills and abilities and so on. Self-concept is growth from childhood time and reaches to evolution in adulthood time [11]. This component is greatly influenced by home environment and relationship with parents [12] learning and communications and group activities of individuals [13] and it can be effective on copying strategies which person will use in necessary time [14]. The important topic in this component is its durability and stability that relates to hardness or easiness of individual's believe about changing in self-concept [15]. The stability of believes depends on establishing or blossoming of them via access to similar results from repeated experiences during development [16]. But by some studies like Felder [7] it was shown that individuals by fraud feeling, if they success in a work and repeat it, because they image that their success is caused from chance or accident, so

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they feel guilty and they are worry for its repetition. Clearly these peoples are suffered from unstable and negative self-concept. Generally if individual has negative and unbalanced feeling for itself, from mental dimension he is considered unhealthy [17]. Peoples by negative self-concept prefer staying with their friends till avoid from positive feedback and increase negative feedback [18, 19], this increase in negative self-concept can be a suitable predictor for creating disability feeling in performing works and shaping of fraud behavior among individuals.

The other factors that can be related to fraud feeling are rate of development motivation. The purpose of development motivation or development need is desire and enthusiasm for obtaining success and participation in activities that success in them depends on attempt and ability of individual. Peoples by high development motivation for solving their problems and reaching to success are very serious [20]. McCielland *et al.* [21] are the first peoples that began their studies about nature and measuring of development. As Mack Kilned is pretended, peoples by different levels of development motivation in their daily life have complete different behavior methods and based on Clance [4] hypothesis peoples by high development motivation in one of courses or their jobs and simultaneously they have unreal and pseudo feeling toward them are talent for fraud and they don't deserve themselves for praise. They believe that the success that related more to attempt than IQ is not useful. The important thing for them is that only individuals by lowest attempt gain development and have keen intelligence, are really obtain success [6]. Clance [4] gained similar results about relationship between fraud feeling and development motivation among women.

Yet researchers have performed various scientific studies about above field and some of them are as follow: in the study of Sakulku and Alexander, [22] the clinical observations showed that the tested women, although they were successful in works, by they knew this success is from mental cheating and they fear that people call them fraud. They would have suffered from anxiety and fear (that this factor can be caused from not correct recognizing of them and negative self-concept of them). Also Ayos [5] by doing study showed that there is reverse relationship between fraud feeling and self-effectiveness.

Othman and Kong, [23] performed a study in 2011 illustrated that there is relationship between self-concept, internal motivation, self-adjustment with educational development, but in this study rate of this relationship was not so much.

The study by Adetoro [10] showed that students by positive self-concept have more educational development and also Adetoro *et al.* [23] illustrated that these students are not easily under effect of received information and are more resistant (it seems that based on this finding rate of fraud feeling that caused from low self-esteem and not resisting, existed among them in small amount). In the study by Dickhauser, and Reinhard [25] they had showed that success expectations in an educational task can be forecasted by educational self-concept for individuals by high recognition needs (or development motivation) and by public self-concept for individuals by low development.

Garwicket *et al.* [26] show that relationship between girls and their mothers (that is an effective agent in personal self-concept), can be affective in their feeling of fraud. Also study [27] about effects of family shows that relationship between parents and their children is a basic factor for social development of children. Base on this fact, Slavin [20] and Chang *et al.* [28] had found that warm relationship with parents is related to positive self-concept of their children (and this topic can reduce the feeling trend of fraud among individuals). In the study by Sakulku and Alexander [22], the effect of family on fraud feeling was confirmed.

Stoerberet *et al.* [29] in a study have showed that there is relationship between development motivation and mental and physical health. (Since by various studies there is meaningful relationship between fraud feeling and health, so it seems that also there is relationship between development motivation and fraud feeling).

Aikset *et al.* [30] in a study had reviewed role of self-looking and self-perception in the social relationships. The results of these studies had shown that the more positive the self-concept of individuals, the more suitable social relationships (and unnecessary to fraud behavior) will gain.

Clance [6] have found kinds of powerful correlation between family environments of people by fraud feeling. The important thing in the family atmosphere was not freedom of peoples for saying their sensations and also we obtained negative correlation between freedom of sensation expressing and score of fraud feeling (shows relation between needing to freedom and development with fraud feeling). Also, he performed a study on 150 samples of successful female students that were educating in the law, nursing, medicine and social working courses and he find that besides their success, they couldn't experience the internal feeling of their success and these individuals have problem in acceptance of positive procedures, but easily accept negative procedures. He believes that this feeling is deep sensation of mental fraud that usually is experience in some development oriented peoples, especially among women.

Vak *et al.* [31], by their study put individuals by fraud feeling in the very hard duty, this task was very new for them. He observed that these peoples in the beginning of their attempt for doing this duty had unsheltered feeling. (This is caused from negative self-concept). Therefore there is correlation between fraud feeling phenomenon and unsheltered sensation.

Holmes *et al.* [32] by doing a study have found that peoples by fraud feeling have related success to chance and minor mistakes.

Moghadamian [33] in a study had showed that there is meaningful positive relationship between fears from success fraud feeling of whole students. On the other hand, the more rate of fear from success of students, the more their feeling of fraud and vice versa. They illustrated that there is meaningful difference between male and female students in the case of fearing from success and fraud feeling.

By study of Asgari et al. [34] upon male and female students in M.A. level, they have found that perfectionism and fraud feeling have meaningful relationship with mental health. In addition, correlation between perfectionism and fraud feeling was positive (it shows need to high development among individuals by fraud feeling). A study has found that self-concept has effect on educational development of male students, but has not effect on female educational development [35].

In other study proved that there is difference between self-concept and psychological health (lack of anxiety and depression) in employed and unemployed individuals [36], but also we can find see that these components are connected to each other (it shows the relation between self-concept with fraud feeling that is kind of psychological problem sign [33]).

According to above subjects we tried in this study to obtain the scientific answer of this question that "whether there is simple and multi relationship between (negative) self-concept and development motivation with fraud feeling among students".

Hypothesizes of study:

First hypothesis: there is relationship between (negative) self-concept with fraud feeling among students. Second hypothesis: there is relationship between development motivations with fraud feeling among students. Third hypothesis: there is multi relationship between (negative) self-concept and development motivations with fraud feeling.

2- MATERIAL AND METHODS

The statistical society of this study consists of whole male and female students in Islamic Azad University at Ahvaz branch and its sample consists of 200 students from society statistical (100 female and 100 male students) and for selecting of them we have used stage random sampling method. In this method at first we prepared a list from whole students in each college and then according to number of whole students in each college also the mentioned sample and based on stage random sampling method, each course than number of students in society, equally put in testing item in selected sample and in tested research.

Tool of study:

A) The questionnaire of fraud feeling (CIS)

The scale of fraud feeling is consists of 20 items and was made by Clance [6] and Najarian et al. [37] after translation and literal editing, it was performed among some university teachers for obtaining about editing its items [38]. In Moghadamian study [33] for determining rate of validity of test structures of fraud feeling, we used scale of (SCL) and after calculation, the correlation coefficient of 0.44 was obtained and this coefficient from statistical dimension is meaningful. Also for determining stability of questionnaire of fraud feeling, he was used two methods of Chronbach's Alpha and Tansif and respectively 0.79 and 0.72 were obtained that shows acceptable coefficients of mentioned questionnaire.

B) Questionnaire of self-concept by Rodger:

Rodger's self-concept test is used for determining positive and negative self-concept of individuals and is ranged in the field of objective tests that makes up from a level of 7 scores between two adjectives. The examined person must select those items that image himself as it and determines internal conception and existence toward him. This test consists of two forms of A and B that are separate [35]. In the study of Behnoudi [35] for reviewing reliability of Rodger's questionnaire, the questionnaire of Rodger was correlated with questionnaire of test anxiety that $r=0.015$ and in the level of $r=0.05$ was significant and for determining coefficients of reliability we used Chronbach's Alpha and Tansif that its rate respectively are 0.71 and 0/64 that is reported satisfactory.

C) Questionnaire of development motivation (self-description) Gizzly

The test of development motivation is one of the scales questionnaires of self-description by Gizzly [39]. Test of self-description by Gizzly is consisting of 64 acts those measures 13 different scales. Each act of it consists of two features. In the 32 acts of first part of this questionnaire, each component act consists of two suitable (positive) features and the testing person must select one of two features that is more related to his development motivation and in the 32 acts of second part of this questionnaire, each component act consists of two unsuitable (negative) features [27]. Marashian [27], for determining the reliability of questionnaire of development motivation in his research, had correlated its score with the score of criterion question (15 degree scale of development motivation) and had obtained meaningful relationship between their score ($P=0.001$ and

$r=0.35$) and also in his research he obtained the stability of questionnaire of development motivation by use of two methods of Chronbach's alpha and Tansif.

3- RESULTS

A) Descriptive findings:

Table 1. Mean, standard deviation, maximum and minimum score of variables of fraud feeling, (negative) self-concept and development motivation of students

Variable	Statistical Indicators of Testing Items	Mean	Standard Deviation	Minimum	Maximum	Numbers
Fraud Feeling	Female Students	47.93	11.03	25	78	100
	Male Students	53.25	9.34	34	75	100
	Total	50.59	10.54	25	78	200
Self-Concept (Negative)	Female Students	9.21	2.63	0	16	100
	Male Students	8.30	2.93	0	18	100
	Total	8.76	2.815	0	18	200
Development Motivation	Female Students	29.04	7.34	12	48	100
	Male Students	30.75	8.04	15	47	100
	Total	29.89	7.72	12	48	200

B) Findings related to hypothesis of study:

Table 2. Simple correlation coefficients between variables of fraud feeling, (negative) self-concept and development motivation in students

Criterion Variable	Predicting Variable	Statistical Indicators of Testing Items	Correlation Coefficient (R)	Meaningfulness Level (P)	Number of Sample (N)
Fraud Feeling	Self-Concept (Negative)	Female Students	0.331	0.001	100
		Male Students	0.114	0.260	100
		Whole Students	0.172	0.015	200
	Development Motivation	Female Students	0.090	0.326	100
		Male Students	0.170	0.090	100
		Whole Students	0.155	0.028	200

As we can see in table 2, there is meaningful positive relationship between fraud feeling with (negative) self-concept ($P=0.015$ and $r=0.172$) and fraud feeling with development motivation ($P=0.028$ and $r=0.155$) among students. So the first and second hypothesis is confirmed. On the other hand, by increasing of fraud feeling of students, (negative) self-concept and their development motivation is increased too and vice versa.

Table 3. Multi correlation coefficient of (negative) self-concept and development motivation with fraud feeling of students with following methods: A) Enter level and B) Stepwise level

Criterion Variable	Predicting Variable	Statistical Indicators	Multi Correlation Mr	Coefficient of Determination	(F) Ratio (P) Possibility	Regression Coefficient (B)	
						1	2
Fraud Feeling	Self-Concept (Negative)	0.172	0.03	F=6.07 P=0.015	B=0.172 T=2.464 P=0.015		
	Development Motivation	0.232	0.05	F=5.612 P=0.004	B=0.173 T=2.490 P=0.014	B=0.155 T=2.24 P=0.02	

As shown in part A of table number 3, based on obtained results from regression analyzing with frequent entering method, the multivariable correlation coefficient for linear combination of (negative) self-concept variables and development motivation with fraud feeling in the level of $P=0.004$, is equal to $MR=0.232$ and $RS=0.05$. So the third hypothesis was confirmed. On the other hand there is multi relationship between fraud feeling with (negative) self-concept and development motivation. Also according to part B of this table, we can observe that among predicted variables, respectively variables of (negative) self-concept variables and development motivation are better predictors for criterion variable of fraud feeling.

4- DISCUSSION AND CONCLUSION

The aim of this study is reviewing sample and multi relationship between (negative) self-concept and development motivation with fraud feeling in Islamic Azad University at Ahvaz branch. Based on obtained findings from this study in table2, there is meaningful relationship between (negative) self-concept with fraud

feeling among students ($P=0.015$) and ($r=0.172$). So the first hypothesis is confirmed. On the other hand, by increasing of (negative) self-concept the sensation of fraud in individual is increased too.

The results obtained from this hypothesis are consistent with previous research findings of Sakulku and Alexander [22], Ayos [5], Slavin [20], Aiks et al. [30], Vak et al. [31], Changet al. [28].

For determining this finding, we can point out to Rodger hypothesis and he introduces himself as social production that develops by interpersonal relationships. He mentions that many success and failure that individuals will experience is closely related to way of their view toward themselves and their relationship with other peoples. Each experience in the personal life not accordance with self-concept of that person is being considered as threaten and more these unwanted experiences, the self-concept of person will be more cold till could protect the individual.

In fact this factor can be a reason for using of individual from fraud behavior and on the other hand self-concept of each person is need to stability and standardization in his life till resists toward changing. If one's self-concept quickly change, that person will be lack of stable and reliable personality. In this way, according to previous studies like research of Vak et al. [31] those people by fraud feeling in the hard duties, show more shelter less and weakness and inconstancy sensation and it may cause from negative and weak self-concept and their not suitable imagination from their abilities.

On the other hand, self-concept is an important factor for establishing and trend of individuals for doing fraud behavior. Those peoples by positive self-concept have more sociable behavior than those peoples by negative self-concept. Since the self-concept consisting of up four important agents as attitude and parental beliefs, attitude of train peers, attitude of staffs and personal interests, those peoples by positive self-concept have more successful life and those by negative self-concept suffers to humiliation, inability, distress and aimlessness and this factors cause increasing the trend of having feeling among individuals. On the other side of this hypothesis we can result that peoples by fraud feeling, as in previous studies like Aiks et al. [30], have some features like incompetence in their interpersonal relationships and this may cause from their negative self-concept and also their unsuitable viewpoint toward themselves. Probably it may be a reason for relationship between negative self-concept and fraud feeling of individuals.

Based on obtained findings of this study in table number 2, there is meaningful relationship between development motivation and fraud feeling of students ($P=0.028$) and ($r=0.155$). So the second hypothesis is confirmed. On the other hand, by increasing of needing for development, the feeling of fraud among individuals is increased too.

The results obtained from this hypothesis are consistence with findings of previous studies by Stoeberet al. [29], Clans [6], Holmes [32] Moghadamian [33] and Askari et al. [34].

Probably one subject about this finding can be this topic that individuals by fraud feeling have not complete satisfaction from their developments and exam themselves with difficult tests and these features can be seen in perfectionist individuals.

For example those individuals by fraud feeling in failures, image themselves incapable and know other peoples intelligent and capable.

Individuals by fraud feeling cannot easily forget their failures and are searching for approval from others. Their attempt is so much and don't make life easy and comfortable and other characteristics that maybe common in many of them, needs high development and motivation, but for its satisfaction they never use suitable method. Cance [6] obtained similar results of this finding in female group that confirms present finding.

On the other hand it seems that although individuals by fraud feeling matched with definition of development motivation are very diligent for solving problem and reaching to success [20], but the way that they select for reaching to purpose and success, in their opinion is unusual and fraud way and in their thought by this way they can reach to success easier.

So we can say that the difference between these peoples and other peoples that need development, is in selecting way of reaching to aim and this point has shown that existing of high motivation for development of these individuals.

Based on obtained findings from this study according to table number3, there is multi meaningful relationship between (negative) self-concept and development motivation with fraud feeling. So the third hypothesis is confirmed. Also, based on B part of this table, it observes that among predicted variables, respectively (negative) self-concept and development motivation, are better predictors for variable of fraud feeling criteria.

The results obtained from this hypothesis is consistent with findings of previous research by Othman and Kong[23], Sakulku and Alexander, [22], Aedtoro[10], Adetoro et al. [24], Stoeberet al. [29], , Aiks et al. [30], Dickhauser and Reinhard[25].

5- CONCLUSION

In determining obtained findings from reviewing above hypothesis we can infer that successes and failures of each person has effect on his quality of self-concept and kind of individual's self-concept and his imagine from himself, also has effect on quality of his developments like educational development and his

educational self-concept. It means that the more the individual's imagination toward himself is positive and more logical, the better and higher his development will be and vice versa. The self-concept of individuals is rate of their experiences in evaluating themselves. If a person has the sense of incompetence and stupidity and incapability for creating change in his life, how can he obtain the necessary motivation for development? Also by needing development, because of (negative) self-concept and the weakness of them, they are obliged to use unusual and fraud ways and this point causes increasing of fraud feeling among them. This research can be a reason for multi relationship between (negative) self-concept and development motivation with fraud feeling. But since the low and negative self-concept and lack of suitable self-confidence will cause satisfaction of development and success needing by unsuitable and fraud ways, this factor can show the powerful prediction of variable of (negative) self-concept toward development motivation for criterion variable of fraud feeling and this is a confirmation for finding of this study.

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