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Collective action : a regulatory focus perspective

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Stellingen
behorend bij het proefschrift
Collective action: A regulatory focus perspective
van Maarten Pieter Zaal

1. The adoption of a promotion focus causes members of disadvantaged groups to show stronger preferences for individual mobility over social change than the adoption of a prevention focus. (this dissertation).
2. Individuals under promotion focus commit to collective action based on the likelihood that it will be successful; individuals under prevention focus do so mainly based on the importance of its goal (this dissertation).
3. When individuals engage in hostile forms of collective action, they do so because they see achievement of its goal as a necessity, not merely because they desire to achieve this goal (this dissertation).
4. Individuals trying to mobilize others to engage in collective action would do well to frame their message in terms fitting a prevention focus (this dissertation).
5. The fact that promotion orientation is often found to have more “positive” effects than prevention orientation is caused indirectly (through the choice of research questions, designs and measures) by researchers’ biases concerning the desirability of promotion and prevention focus, not by their usefulness in real life.
6. The popularity of physiological instrumentation in social psychology puts the field at risk of turning into a biology for amateurs.
7. The wave of criticism hitting social psychology is not caused by the fraud committed by a single individual but by the failure of social psychologists to explain why their work is important.
8. An understanding of social psychology can help social psychologists become better at catching cheaters (and at getting away with cheating) (Ståhl & Zaal, *in preparation*).
9. Knowledge of regulatory focus theory can help you become a better scientist.
10. Some research ideas that are born in the pub are still great the next morning