

## A Mode of Values Experiencing and Disposition to Disclosure for Interpersonal Relations

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*SUMMARY. The article presents the empirical results of 4 independent studies. The first one was concentrated on comparisons of differences in disposition to disclosure between persons who differed in the way of values preference. Persons who preferred the other-oriented values were more disclosure in interpersonal relations. The second study referred to observation of differences in the mode of affective experiencing of other-oriented values between persons of diverse forms of disclosure disposition. The outcomes indicated that the more disposed to disclosure correlated to the higher congruency between the way of values experiencing and the typical affective states. The third study was similar to the second one but concerned the chosen values of moral kind. Finally the fourth study focused on analysis of formal characters of values system (i.e. isolation of values inside system, configuration of clusters of values). The results of the final study showed that persons in whose systems of values, the values "trust and gentle" were isolated (beyond cluster), were less disposed to disclosure in interpersonal relations.*

### 1. Introduction

Values are the most important, as I suppose, agents regulating human behaviour. An individual, as a person, from the one side is an author of his activity, who discovers and credits a meaning to some ideas, objects, actions, etc.; but from the other side, the one who - granting internalization processes - evolves values and the ways of valuation, proposed by community. All mentioned above, consciously intended or unintended, creates subject behaviour, delimits subject guideline of his personal development (compare to: j. Aronfreed 1968, A. Arkoff 1976, K. Dąbrowski 1974, K. Popielski 1987). Similarly, values could take their part in moulding one of significant features of human behaviour, i.e. disclosure for interpersonal relations, Nevertheless, disclosure is not only a certain kind of strategy,

which a man uses when entering to interaction; disclosure is mainly a form of disposition or readiness of coming into genuine, friendly contacts with a person; it is some kind of readiness to accept the fact of self-revealing possibility. Such way conceived, disclosure is often considered as a criterion of mature personality or generally, a criterion of mental health (see: G. Allport 1961, p. 275-307, W. Arndt 1974, p. 453-459, K. Dąbrowski 1979, S. Siek 1982). But, opportunity to predetermine the role of values in moulding a disposition to disclosure is an immensely complicated task. So, only thanks to observation of the level values are actualizing values which are valid for promoting of personal development, one could appreciate their efficiency (compare to analyses of Maslow and Rogers).

In the present report I'm going to describe, basing on empirical results, connections of disclosure - conceived as a disposition - with a mode of values' experiencing. The notion "value" is comprehended, following J. Szczepański (1970, p. 97-98) as any material or ideal object, any real or imaginary object, in relation to which, individuals or community assume an attitude of respect, attribute it significant part in their life and following it feels like a pressure. When taking the perspective of the definition, here in the report values will be analysed as ideal objects. From the side of contents, the presented paper comprises a description of four, independently made, analyses of empirical research effects. Each of these 4 analyses is linked to the next one by respecting of previous analyse outcome. The empirical researches, which the provide basis for the respective analyse, were carried out with different technics of values estimation and identical technics of disclosure estimation. The participants of every research were undergraduates of humanistic studies and physics, aged 19-26 years. The technics of values estimation will be presented when results of successive analyse, but it is necessary to write now the criteria of disclosure-disposition evaluation.

The criteria of disclosure-disposition evaluation were outcomes which had been obtained in four subscales of Gough's and Heilbrun's Adjective Check List (ACL). ACL was used in version of real self (what are you like?), thereby it was a study of disclosure-disposition on the ground of self-presentation. A statistical index of disclosure-disposition was expressed in form of mean outcome of 4 after-mentioned subscales (means were counted on base of standardized points). The cause of qualification of the subscales to the group of disclosure-disposition criteria were adjectives describing concrete subscale and interpretative content of concrete subscale. Finally, the following subscales of ACL were chosen:

1. Personality adjustment (for example, adjectives like: calm, healthy, trusting, practical); high scores indicate persons the well-disposed towards others, persons trusting and regarding demands of others, revealing love and liking feelings; low scores indicate distant, noncomunitative and defensive persons.

2. Need of nurture (examples of adjectives: kind, sensitive, sincere, gentle, friendly); high scores manifest endearment, readiness to outgoing and partnership, low scores on the other hand manifest distrust, indifferences.

3. Need of heterosexuality (examples of adjectives: attractive, uninhibited, natural); high scores describe concern in people (concern with opposite sex is expression of concern in people), straightforwardness, openness, sometimes simple-heartedness in goodwill frankness, but low scores show tendency to inhibition, self-restraint, tepidity.

4. Need of affiliation (examples of adjectives: talkative, kind, active, cooperative); high scores give evidence of flexibility, looking for company of other persons, low ones display distrust, avoidance of getting into touch with others (see: W. Prężyna 1975, S. Siek 1983).

## **2. Values preference and disclosure-disposition in interpersonal relation - the analyse 1**

This stage of analyse embraced comparison of difference in scope of disclosure-disposition between persons of various level rankings in preference of values. A supposition, treated as a hypothesis, that persons who prefer values belonging to category of other-oriented (like for instance, friendship) would be higher in disclosure-disposition was put forward. Intending to verify the hypothesis, ACL and Rokeach's Value Survey were applied to 35 males and 33 females. The task of subjects lay in assigning values' preference hierarchy, independently from terminal and instrumental values. The statistical analyse of obtained scores comprised primarily computing medians which indicated level of values' preference (medians were computed separately in females and males group), and next comparisons of differences in disclosure-disposition between groups of person possessing various ranking level of values' preference (persons yielding scores below median, were formed as a group of higher ranking of value; persons yielding scores above median were formed as a group of lower ranking of value). In this analyse, as well as in the following ones, there was not searching for differences of mode of values experiencing by subjects yielding various level of disclosure-disposition, but scrutinizing differences in level of disclosure-disposition of subjects, that experienced values in various mode. Putting it into casual interpretation we could name the realized analyse as searching for attribution of differences in disclosure-deposition to values. The statistical results of the first analyse are presented in table 1.

The analyse of the data indicates disagreement between females and males in range of comparisons of values preference with disclosure-disposition level. Among the terminal values, males higher in ranking of these values. Tendency reverse to mentioned above can be observed in case of the value "comfortable life" reveal lower disclosure-disposition. Next, in the group of females among the terminal values, critical position "social recognition" seems to display and similarly, like in the group

of males, "comfortable life". Persons who place aforesaid values higher in hierarchy of preference, reveal lower level of disclosure-disposition. We can notice yet, the dependence of values "freedom", "salvation" and disclosure-disposition (higher ranking of salvation and lower ranking of freedom are related to higher disclosure-disposition). Likewise, the groups of females and males differ when comparing

**Table 1.** Preference of values and disclosure-disposition - results

Terminal values										
Name of value	Males N=35					Females N=33				
	Me		Me-	Me+	t	Me		Me-	Me+	t
Family security	6.33	M s	42.96 8.72	34.50 3.27	3.563 <sup>^^</sup>	4.37	M s	37.78 6.39	36.91 6.74	
Wisdom	6.00	M s	41.66 8.95	36.23 5.40	2.079 <sup>^</sup>	5.50	M s	39.12 6.48	35.48 6.14	1.654
Social recognition	15.81	M s	38.45 7.70	39.93 8.30		14.20	M s	35.49 5.31	39.89 7.24	2.018 n <sup>^</sup>
Freedom	6.75	M s	38.79 7.20	38.85 8.83		8.90	M s	35.29 6.70	38.88 6.04	1.611
Comfort-able life	15.13	M s	36.99 5.52	41.56 9.41	1.739	16.97	M s	34.48 5.50	39.47 6.49	2.324 <sup>^</sup>
Salvation	6.00	M s	38.84 7.60	39.92 8.61		3.70	M s	39.42 7.08	35.64 5.56	1.718
Instrumental values										
Name of value	Males N=35					Females N=33				
	Me		Me-	Me+	t	Me		Me-	Me+	t
Loving	5.75	M s	44.26 8.07	34.68 4.61	4.344 <sup>^^^</sup>	3.29	M s	37.83 5.73	36.78 7.42	
Self-controlled	9.00	M s	37.63 4.93	41.36 10.35	1.397	8.75	M s	35.00 5.56	40.55 6.49	2.640 <sup>^</sup>
Imaginative	11.00	M s	38.19 8.56	40.54 7.38		11.00	M s	39.01 6.75	34.46 5.08	2.025 n <sup>^</sup>
Honesty	3.00	M s	41.74 8.88	36.48 5.89	2.022 n <sup>^</sup>	3.25	M s	38.97 6.32	35.84 6.44	1.408
Polite	11.62	M s	43.28 8.55	36.01 5.93	2.961 <sup>^^</sup>	11.50	M s	38.36 6.54	35.98 6.36	1.045
Capable	10.00	M s	37.18 6.60	42.17 8.76	1.920	13.83	M s	35.71 5.76	38.57 6.87	1.263

Note: Me means median; Me- a group below median; Me+ a group above median. M - arithmetic mean, s - standard deviation (scores from ACL), t - score of t Student. Symbols <sup>^^^</sup>, <sup>^^</sup>, <sup>^</sup> indicate on level of significance respectively < .001, < .01, < .05, n<sup>^</sup> - near < .05.

relation of the instrumental values to disclosure-disposition. In the group of men there are connections of disclosure-disposition with values "loving", "polite", "honesty" (the higher place in hierarchy of values, the higher disclosure-disposition) and "capable" (the higher rank order - the lower level of disclosure-disposition). In the group of women, significant connections seems to occur when relating of disclosure-disposition to values "self-controlled" and "imaginative"; persons who place, "self-controlled" high in rank order but place "imaginative" low in rank order, are characterized as lower in disclosure-disposition.

So, above described connections, treated generally, verify earlier set hypothesis on relation of disclosure-disposition to preference of other-oriented values. The factor analytic structure of American values, done by M. Rokeach (1973, p. 47), indicates that value "family security" has positive loading in factor "social vs. family security"; values "self-controlled" and "wisdom", similar "comfortable life", have loading in factor "immediate vs. delayed gratification"; values "polite" and "honesty", and again "self-controlled, are loaded of "self-constriction vs. self-expansion"; value "loving" is loaded of "respect vs. love"; value "polite" is furthermore loaded of "inner vs. other-directed". Respecting the results of Rokeach's analysis, we can recapitulate that, scores obtained here reveal significant connections of disclosure-disposition with preference of interpersonal values (or other-directed) and also self-constriction and delayed gratification values.

### **3. A mode of emotional experiencing of values and disclosure-disposition - the analyse 2**

The ground of carrying out the second analyse is determined to previous scores. So the analyse, defined here as the second one, concerns with a mode of emotional experiencing of those values, which were revealed as significant ones in forming of disclosure-disposition. In the analyse following values will take their part: from the terminal values "family security", "wisdom", "true friendship" (this value was taken into consideration as additional value), "social recognition", "comfortable life", while from the instrumental values "loving", "self-controlled", "honesty", "polite", and moreover in females "imaginative" but in males "capable". The presented analyse is based on results of 40 subjects (20 females and 20 males)). The task of participants consists of, expecting of ACL realization, designation of frequency of 24 feelings' occurrence to above mentioned values. The names of feelings and the study technics were adopted after H. J. Hermans (1976). Each subject was asked for stating, how often the presented feelings appeared in his everyday experiencing (it was the indicator of generalized experiential modality or of emotionally typical states), and how often he would like to experience presented feelings (it was the indicator of idealized experiential modality or of emotionally ideal states).

It was hypothesized that disclosure-disposition will be related rather to correspondence of value experiential modality with generalized experiential modality than with idealized experiential modality. Experiencing values according generalized states shows more genuine involvement in realization of values or more "embeddedness" of value experiential modality into emotionally typical states. It is supposed that the more congruent the experiencing of value with emotionally typical states and at the same time the less congruent with emotionally ideal states, the more

**Table 2.** Correspondence of values experiential modality with generalized or idealized experiential modality and disclosure-disposition - results

Terminal values				
Name of value	Males N=20		Females N=20	
	TV - D	IV - D	TV - D	IV - D
Family security	.051	.288	.519	-.229
Wisdom	-.014	-.057	.444	.123
True friendship	.167	.202	.490	.098
Social recognition	.042	.227	.372	.200
Comfortable life	-.141	-.442	.381	-.457 <sup>^</sup>
Instrumental values				
Name of value	Males N=20		Females N=20	
	TV - D	IV - D	TV - D	IV - D
Loving	-.068	.214	.561 <sup>^</sup>	.029
Self-controlled	.198	-.949 <sup>^^^</sup>	.597 <sup>^^</sup>	.277
Honesty	-.038	-.341	.340	.467
Polite	.131	-.092	.536 <sup>^</sup>	.250
Imaginative			.466 <sup>^</sup>	.067
Capable	-.005	-.177		

Note: TV - D relation of generalized experiential modality and value experiential modality correspondence to disclosure (T - typical, V - value, D - disclosure),  
 IV - D relation of idealized experiential modality and value experiential modality correspondence to disclosure (I - idelized, V - value, D - disclosure). The scores were presented as indexes of Pearson's correlation.

actualized value is (or more authentic value is). On authority of results of the first analyse, furthermore this should lead to correlation with disclosure-disposition. The obtained scores (presented in table 2) seem, to significant extent, to confirm legitimacy of the hypothesis, specially in the group of females; in males group clear relation of variables are not observed. The dependence of disclosure-disposition on correspondence of experiencing of "comfortable life" ad "self-controlled" with emotionally idealized states are exceptions here (the higher consonance of values experiential modality with idealized experiential modality, the lower disclosure-disposition). In the group of females we can observe explicit dependence of disclosure-disposition on consonance of values experiential modality with generalized experiential modality - but the dependence does not refer to value "honesty".

In this case the consonance of it with idealized experiential modality is going to favour higher disclosure-disposition - what is difficult to explain in the light of above presented interpretation. It is supposed that such results could be an effect of convergence of generalized experiential modality and idealized experiential modality; in essence because, stronger one is this kind of dependence, which confirms the hypothesis. In sum, the data show, that congruence of values experiencing with emotionally typical states and lack of such congruence with emotionally typical states and lack of such congruence with emotionally ideal states are related to higher disclosure-disposition. The dependence characterizes females however and is not manifested in males. Moreover, the dependencies, as supposed, are modified by type of experienced values.

#### **4. Preference of values as well as mode of their experiencing and disclosure-disposition - the analyse 3**

Basing on the results of 1 and 2 analyse it is allowed to suppose, that disclosure-disposition is connected from the one side with values of interpersonal character (and also, delayed gratification and self-constriction) and from the other side congruence of values experiential modality and generalized experiential modality. Being influenced by outcomes presented earlier, the next analyse was made, the analyse resting on data from study of 53 subjects (40 women and 13 men). The analyse was focused on setting differences in disclosure-disposition when dissimilarity in rank order of values and on setting dependence of disclosure-disposition on congruence of values experiential modality with generalized or idealized experiential modality. For realization the purpose of the study 10 values were chosen from Moral Values Survey, construed by author of this paper. These chosen values were presumably of interpersonal kind, as well as delayed gratification and self-constriction. The task of subjects was to rank 10 values and estimate their experiential modality (just like in the analyse 2). The expectations as to dependence of variables were the same likewise the hypotheses of 1 and 2 analyse. Persons of

different level of values rank order didn't differentiate in scope of disclosure-disposition as much as expected. The scores presented in table 3 show, that in female group we can find relations of preference of "love of people", "friendship", "goodwill", and "forbearance" to disclosure-disposition. However, there is not complete concordance with expectations that the higher rank order of "forbearance" and "goodwill" is connected with the lower disclosure-disposition. In the group of men only one value is related to disclosure-disposition, i.e. veraciousness. Because the sample of men was too small, obtained scores are not credible. Other values, i.e. goodness, generosity, honesty, trust, empathy were not related to disclosure-disposition.

**Table 3.** Preference of values and disclosure-disposition -results of analyse 3.

Name of value	Males N=13				Females N=40			
	Me	Me-	Me+	t	Me	Me-	Me+	t
Love of people	3.25 M s	43.54 5.06	47.21 5.18	1.290	3.80 M s	40.51 6.82	36.57 5.17	2.071 <sup>^</sup>
Veracity	4.67 M s	48.54 4.91	42.39 4.09	2.467 <sup>^</sup>	5.70 M s	39.17 5.96	37.79 6.57	0.691
Friendship	5.00 M s	45.29 6.11	45.17 4.51		2.70 M s	40.22 5.18	36.83 6.81	1.757
Forbearance	6.88 M s	45.13 2.85	45.13 6.55		4.80 M s	36.40 5.49	40.11 6.47	1.929n <sup>^</sup>
Goodwill	5.25 M s	45.54 3.58	44.88 6.98		5.40 M s	36.04 5.17	41.11 6.41	2.619 <sup>^</sup>

The successive stage of the analyse concerns evaluation of connection of disclosure-disposition with concordance of values experiential modality and emotionally typical states or ideal states. The obtained scores are presented in table 4.

Similarly as in the analyse 2, women reveal markedly dominating increase of disclosure-disposition when increasing congruence of values experiential modality with emotionally typical states. But, in this group of subjects, we can observe a different outcome when compared to value "honesty", than in the group of females whose results were presented in the analyse 2. The increase of consonance of experiential modality of "honesty" to emotionally typical states is related to increase of disclosure-disposition. It is also apparent that congruence of values experiential modality with idealized experiential modality are related to disclosure-disposition. To verify the hypothesis set earlier (discussed during the analyse 2), the additional statistical procedure was used. Namely, it was compared for every person and for every value, which of two indexes of congruence is higher, index of congruence of value experiential modality or index of congruence of value experiential modality with idealized experiential modality. In the next step, results of these comparisons



were correlated with a rate of disclosure-disposition. The column "TV: IV - D" of table 4 is the effect of above described procedure. Basing on the scores it is supposed, that the more congruent modality of particular value with emotionally typical states but not with emotionally ideal states is related to the higher disclosure-disposition. However, and it seems to be the critical, this dependency concerns only some values (they are: honesty, empathy, forbearance).

**Table 4.** Correspondence of values experiential modality with generalized or idealized experiential modality and disclosure-disposition - results of the analyse 3

Name of value	Males N=13			Females N=20		
	TV - D	IV - D	TV:IV -D	TV - D	IV - D	TV:IV -D
Goodness	.535 n <sup>^</sup>	.386	.135	.288	.488 <sup>^</sup>	-.199
Generosity	.490	.332	.190	.682 <sup>^^^</sup>	.514 <sup>^</sup>	.126
Love of people	.500	.349	.206	.386	.487 <sup>^</sup>	-.012
Veracity	.418	.351	.074	.457 <sup>^</sup>	.374	-.024
Friendship	.430	.169	.422	.519 <sup>^</sup>	.303	.344
Honesty	.353	-.050	.422	.617 <sup>^^</sup>	-.030	.517 <sup>^</sup>
Trust	.248	-.229	.462	.388	.100	.174
Empathy	.316	-.319	.495	.600 <sup>^^</sup>	-.030	.580 <sup>^^</sup>
Forbearance	.325	-.252	.488	.475 <sup>^</sup>	.443 <sup>^</sup>	.580 <sup>^^</sup>
Goodwill	.388	.215	.367	.446 <sup>^</sup>	.383	.104

Note: in the columns "TV - D" and "IV - D" r Pearson's coefficients of correlation are given, but in the column "TV: IV - D" Spearman's coefficients of correlation are given. The column "TV - D" denotes the effects of comparisons of "advantage of correspondence of value experiential modality with generalized experiential modality over correspondence of value experiential modality with idealized experiential modality" to disclosure-disposition

#### 5. Some characteristics of values system and disclosure-disposition - the analyse 4

The analyse 4 concerns mainly inner construction of person's values system. Persons whose results were analyzed formed a group of 15 males and 43 females (the analyse comprised also the results of subjects who were tested for the analyse 3 purpose). The tasks of subjects, besides realizing of ACL, were reduced to accomplishing of Moral Values Survey, constructed on grounds of Osgood's semantic differential formula. The survey consists of 40 values, which are estimated by subject according to 6 dimensions, i.e. attractive-nonattractive, close-distant, attainable-unattainable, activating-incline to passivity, pleasant-unpleasant, important-unimportant. For every subject's result an analysis of clusters was made (according to method of nearest neighbourhood), yielding effects in form of dendrograph. It was assumed, that values related to disclosure-disposition (in the analyse only values considered in previous analyses took their part) should be noticed

as more concentrated or more divided into some clusters or isolated. However, the effects of the scrutiny are not evident. The outcomes of males indicate after all, that the more isolated inside of values system value "trust" is, the lower disclosure-disposition is ( $r = -.697$   $p < .01$ ). Generally, in the group of participants the most isolated values are: mildness, trust, generosity, self-possessing, forbearance, honesty, freedom. The data supposedly indicate that specially unfavourable is the isolation of values "trust" and "mildness" (it could lead to decrease of disclosure-disposition), whereas less unfavourable is the isolation of "generosity" (persons of isolated "mildness" obtained in disclosure-disposition the mean score 35.82 SD = 3.39, while persons of isolated "trust" obtained the mean score 38.83 SD = 6.12 and persons of isolated "generosity" the mean score 43.04 SD = 7.52).

### Conclusion

The presented results of the successive analysis, which were going to qualify kinds of relations between a mode experiencing of values and disclosure-disposition, seem to create the sufficient base for setting some facts. The fundamental and maybe incontrovertible one is the close relationship of values to disclosure-disposition. It may be assumed, that disclosure-disposition and values system of a person form together a dynamic, reciprocally activating wholeness. In this dynamic wholeness, the interpersonal values and values which enclose duty, postulate to behave in such mode but not the other one. In other words, the moral values seem to play the special role (above-mentioned values of self-constriction and delayed gratification are in principle of moral kind). The next fact, higher disclosure-disposition is visible in the results of the analysis when values are experienced more according to emotionally typical states but less according to emotionally ideal states. However, in this respect sex differences are evident. Women are revealed as more involved in feelings and maybe it is the reason of more expressed connections of disclosure-disposition with consonance of values experiential modality. The variable "sex" is significant not only in this respect. Differences between males and females appeared in all analysis (of course without taking into account similarities). And finally, carried out analysis show, that the presented dependencies are notably discriminated by variety of emotional experiencing of respective values.

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#### Notes

1. (on page 27) In the studies 6 frequency levels for each feeling were used, i.e. very often, often, fairly often, sometimes, rarely, never.  
The names of feelings were as following: joy, powerlessness, self-esteem, anxiety, happiness, worry, stress, enjoyment, affection, self-alientation, unhappiness, guilt, solidarity, loneliness, inner warmth, trust, inferiority, inner emptiness, despondency, energy, disappointment, inner calm, freedom.