Connections Between Information Processing Styles and Influencing Strategies
in the Workplace

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I declare that this thesis is my own account of my research and contains as its main content work which has not previously been submitted for a degree at any tertiary educational institution.

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Abstract

The relationship between information processing styles and influencing strategies has not been examined by any previous studies. However, thinking styles have been associated with leadership styles, and leadership styles have also been related to the use of influencing strategies. Therefore it was predicted information processing, as described by the Cognitive Experiential Self Theory, and influencing styles would be connected. Participants (N = 142) completed three questionnaires; the Rational Experiential Inventory (REI), the Constructive Thinking Inventory (CTI), and the Extended Influence Behavior Questionnaire (EIBQ). Results showed significant positive correlations between rational thinking and the core influencing strategies, as well as behavioral coping with the core influencing strategies. Regression analyses showed that information processing and constructive thinking accounted for a significant amount of variance in rational persuasion and inspirational appeals. Some demographic differences between gender and occupation were also found. Future research could seek to investigate any causal relationships that might be present between information processing and influencing strategies.

Keywords: information processing, influencing, CTI, REI, EIBQ
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