



REVISTA INCLUSIONES

SEMINARIO BRASIL
AS REPRESENTAÇÕES SOCIAIS NO CONTEXTO DO BRASIL

Revista de Humanidades y Ciencias Sociales

Número Especial Octubre / Diciembre

2019

ISSN 0719-4706

CUERPO DIRECTIVO

Directores

Dr. Juan Guillermo Mansilla Sepúlveda

Universidad Católica de Temuco, Chile

Dr. Francisco Ganga Contreras

Universidad de Los Lagos, Chile

Subdirectores

Mg © Carolina Cabezas Cáceres

Universidad de Las Américas, Chile

Dr. Andrea Mutolo

Universidad Autónoma de la Ciudad de México, México

Editor

Drdo. Juan Guillermo Estay Sepúlveda

Editorial Cuadernos de Sofía, Chile

Editor Científico

Dr. Luiz Alberto David Araujo

Pontificia Universidade Católica de Sao Paulo, Brasil

Editor Brasil

Drdo. Maicon Herverton Lino Ferreira da Silva

Universidade da Pernambuco, Brasil

Editor Europa del Este

Dr. Alekzandar Ivanov Katrandhiev

Universidad Suroeste "Neofit Rilski", Bulgaria

Cuerpo Asistente

Traductora: Inglés

Lic. Pauline Corthorn Escudero

Editorial Cuadernos de Sofía, Chile

Traductora: Portugués

Lic. Elaine Cristina Pereira Menegón

Editorial Cuadernos de Sofía, Chile

Portada

Sr. Felipe Maximiliano Estay Guerrero

Editorial Cuadernos de Sofía, Chile

COMITÉ EDITORIAL

Dra. Carolina Aroca Toloza

Universidad de Chile, Chile

Dr. Jaime Bassa Mercado

Universidad de Valparaíso, Chile

Dra. Heloísa Bellotto

Universidad de Sao Paulo, Brasil

Dra. Nidia Burgos

Universidad Nacional del Sur, Argentina

Mg. María Eugenia Campos

Universidad Nacional Autónoma de México, México

Dr. Francisco José Francisco Carrera

Universidad de Valladolid, España

Mg. Keri González

Universidad Autónoma de la Ciudad de México, México

Dr. Pablo Guadarrama González

Universidad Central de Las Villas, Cuba

Mg. Amelia Herrera Lavanchy

Universidad de La Serena, Chile

Mg. Cecilia Jofré Muñoz

Universidad San Sebastián, Chile

Mg. Mario Lagomarsino Montoya

Universidad Adventista de Chile, Chile

Dr. Claudio Llanos Reyes

Pontificia Universidad Católica de Valparaíso, Chile

Dr. Werner Mackenbach

Universidad de Potsdam, Alemania

Universidad de Costa Rica, Costa Rica

Mg. Rocío del Pilar Martínez Marín

Universidad de Santander, Colombia

Ph. D. Natalia Milanesio

Universidad de Houston, Estados Unidos

Dra. Patricia Virginia Moggia Münchmeyer

Pontificia Universidad Católica de Valparaíso, Chile

Ph. D. Maritza Montero

Universidad Central de Venezuela, Venezuela

Dra. Eleonora Pencheva

Universidad Suroeste Neofit Rilski, Bulgaria

Dra. Rosa María Regueiro Ferreira

Universidad de La Coruña, España

Mg. David Ruete Zúñiga

Universidad Nacional Andrés Bello, Chile

Dr. Andrés Saavedra Barahona

Universidad San Clemente de Ojrid de Sofía, Bulgaria

Dr. Efraín Sánchez Cabra
Academia Colombiana de Historia, Colombia

Dra. Mirka Seitz
Universidad del Salvador, Argentina

Ph. D. Stefan Todorov Kapralov
South West University, Bulgaria

COMITÉ CIENTÍFICO INTERNACIONAL

Comité Científico Internacional de Honor

Dr. Adolfo A. Abadía
Universidad ICESI, Colombia

Dr. Carlos Antonio Aguirre Rojas
Universidad Nacional Autónoma de México, México

Dr. Martino Contu
Universidad de Sassari, Italia

Dr. Luiz Alberto David Araujo
Pontificia Universidad Católica de Sao Paulo, Brasil

Dra. Patricia Brogna
Universidad Nacional Autónoma de México, México

Dr. Horacio Capel Sáez
Universidad de Barcelona, España

Dr. Javier Carreón Guillén
Universidad Nacional Autónoma de México, México

Dr. Lancelot Cowie
Universidad West Indies, Trinidad y Tobago

Dra. Isabel Cruz Ovalle de Amenabar
Universidad de Los Andes, Chile

Dr. Rodolfo Cruz Vadillo
Universidad Popular Autónoma del Estado de Puebla, México

Dr. Adolfo Omar Cueto
Universidad Nacional de Cuyo, Argentina

Dr. Miguel Ángel de Marco
Universidad de Buenos Aires, Argentina

Dra. Emma de Ramón Acevedo
Universidad de Chile, Chile

Dr. Gerardo Echeita Sarrionandia
Universidad Autónoma de Madrid, España

Dr. Antonio Hermosa Andújar
Universidad de Sevilla, España

Dra. Patricia Galeana
Universidad Nacional Autónoma de México, México

Dra. Manuela Garau
Centro Studi Sea, Italia

Dr. Carlo Ginzburg Ginzburg
Scuola Normale Superiore de Pisa, Italia
Universidad de California Los Ángeles, Estados Unidos

Dr. Francisco Luis Girardo Gutiérrez
Instituto Tecnológico Metropolitano, Colombia

José Manuel González Freire
Universidad de Colima, México

Dra. Antonia Heredia Herrera
Universidad Internacional de Andalucía, España

Dr. Eduardo Gomes Onofre
Universidade Estadual da Paraíba, Brasil

Dr. Miguel León-Portilla
Universidad Nacional Autónoma de México, México

Dr. Miguel Ángel Mateo Saura
Instituto de Estudios Albacetenses "Don Juan Manuel", España

Dr. Carlos Tulio da Silva Medeiros
Diálogos em MERCOSUR, Brasil

+ Dr. Álvaro Márquez-Fernández
Universidad del Zulia, Venezuela

Dr. Oscar Ortega Arango
Universidad Autónoma de Yucatán, México

Dr. Antonio-Carlos Pereira Menaut
Universidad Santiago de Compostela, España

Dr. José Sergio Puig Espinosa
Dilemas Contemporáneos, México

Dra. Francesca Randazzo
Universidad Nacional Autónoma de Honduras, Honduras

REVISTA INCLUSIONES

REVISTA DE HUMANIDADES
Y CIENCIAS SOCIALES

Dra. Yolando Ricardo

Universidad de La Habana, Cuba

Dr. Manuel Alves da Rocha

Universidade Católica de Angola Angola

Mg. Arnaldo Rodríguez Espinoza

Universidad Estatal a Distancia, Costa Rica

Dr. Miguel Rojas Mix

*Coordinador la Cumbre de Rectores Universidades
Estatales América Latina y el Caribe*

Dr. Luis Alberto Romero

CONICET / Universidad de Buenos Aires, Argentina

Dra. Maura de la Caridad Salabarría Roig

Dilemas Contemporáneos, México

Dr. Adalberto Santana Hernández

Universidad Nacional Autónoma de México, México

Dr. Juan Antonio Seda

Universidad de Buenos Aires, Argentina

Dr. Saulo Cesar Paulino e Silva

Universidad de Sao Paulo, Brasil

Dr. Miguel Ángel Verdugo Alonso

Universidad de Salamanca, España

Dr. Josep Vives Rego

Universidad de Barcelona, España

Dr. Eugenio Raúl Zaffaroni

Universidad de Buenos Aires, Argentina

Dra. Blanca Estela Zardel Jacobo

Universidad Nacional Autónoma de México, México

Comité Científico Internacional

Mg. Paola Aceituno

Universidad Tecnológica Metropolitana, Chile

Ph. D. María José Aguilar Idañez

Universidad Castilla-La Mancha, España

Dra. Elian Araujo

Universidad de Mackenzie, Brasil

Mg. Romyana Atanasova Popova

Universidad Suroeste Neofit Rilski, Bulgaria

CUADERNOS DE SOFÍA EDITORIAL

Dra. Ana Bénard da Costa

*Instituto Universitario de Lisboa, Portugal
Centro de Estudios Africanos, Portugal*

Dra. Alina Bestard Revilla

*Universidad de Ciencias de la Cultura Física y el
Deporte, Cuba*

Dra. Noemí Brenta

Universidad de Buenos Aires, Argentina

Dra. Rosario Castro López

Universidad de Córdoba, España

Ph. D. Juan R. Coca

Universidad de Valladolid, España

Dr. Antonio Colomer Vialdel

Universidad Politécnica de Valencia, España

Dr. Christian Daniel Cwik

Universidad de Colonia, Alemania

Dr. Eric de Léséulec

INS HEA, Francia

Dr. Andrés Di Masso Tarditti

Universidad de Barcelona, España

Ph. D. Mauricio Dimant

Universidad Hebrea de Jerusalén, Israel

Dr. Jorge Enrique Elías Caro

Universidad de Magdalena, Colombia

Dra. Claudia Lorena Fonseca

Universidad Federal de Pelotas, Brasil

Dra. Ada Gallegos Ruiz Conejo

Universidad Nacional Mayor de San Marcos, Perú

Dra. Carmen González y González de Mesa

Universidad de Oviedo, España

Ph. D. Valentin Kitanov

Universidad Suroeste Neofit Rilski, Bulgaria

Mg. Luis Oporto Ordóñez

Universidad Mayor San Andrés, Bolivia

Dr. Patricio Quiroga

Universidad de Valparaíso, Chile

REVISTA INCLUSIONES

REVISTA DE HUMANIDADES
Y CIENCIAS SOCIALES

Dr. Gino Ríos Patio

Universidad de San Martín de Porres, Per

Dr. Carlos Manuel Rodríguez Arrechavaleta

Universidad Iberoamericana Ciudad de México, México

Dra. Vivian Romeu

Universidad Iberoamericana Ciudad de México, México

Dra. María Laura Salinas

Universidad Nacional del Nordeste, Argentina

Dr. Stefano Santasilia

Universidad della Calabria, Italia

Mg. Silvia Laura Vargas López

Universidad Autónoma del Estado de Morelos, México

CUADERNOS DE SOFÍA EDITORIAL

Dra. Jaqueline Vassallo

Universidad Nacional de Córdoba, Argentina

Dr. Evandro Viera Ouriques

Universidad Federal de Río de Janeiro, Brasil

Dra. María Luisa Zagalaz Sánchez

Universidad de Jaén, España

Dra. Maja Zawierzeniec

Universidad Wszechnica Polska, Polonia

Editorial Cuadernos de Sofía

Santiago – Chile

Representante Legal

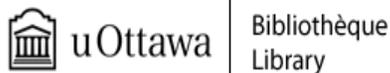
Juan Guillermo Estay Sepúlveda Editorial

Indización, Repositorios y Bases de Datos Académicas

Revista Inclusiones, se encuentra indizada en:



CATÁLOGO



Vancouver Public Library





REX



UNIVERSITY OF SASKATCHEWAN



Universidad de Concepción



BIBLIOTECA UNIVERSIDAD DE CONCEPCIÓN

CROSS-CULTURAL STUDY OF RUSSIAN AND CHINESE STUDENTS AS DECISION-MAKERS

Ph. D. Anatoliy Andreev

K. G. Razumovsky Moscow State University of Technologies and Management, Russia Federación
anandreev58@mail.ru

Ph. D. Natalya Shafazhinskaya

K. G. Razumovsky Moscow State University of Technologies and Management, Russian Federation
shafazhinskaya@mail.ru

Ph. D (c) Elena Aralova

K. G. Razumovsky Moscow State University of Technologies and Management, Russian Federation
arlenk@yandex.ru

Ph. D. (c) Oksana Goltseva

K. G. Razumovsky Moscow State University of Technologies and Management, Russian Federation
laveranta@mail.ru

Ph. D. Konstantin Pisarevskiy

K. G. Razumovsky Moscow State University of Technologies and Management, Russian Federation
starway48@yandex.ru

Fecha de Recepción: 25 de junio de 2019 – **Fecha Revisión:** 16 de julio de 2019

Fecha de Aceptación: 20 de agosto 2019 – **Fecha de Publicación:** 25 de septiembre 2019

Abstract

The article aims to study the specifics of financial decisions made by Russian and Chinese students. The article determines six potential strategies for making financial decisions: "maximum selfishness", "moderate selfishness", "egalitarian strategy", "selflessness without personal losses", "maximum selflessness" and "inconsistent strategy". The authors of the article have demonstrated that the most common strategy among all students was the "egalitarian strategy". The strategy of "maximum selfishness" was less common and the strategy of "selflessness without personal losses" was the least popular. The authors have also proved that the Russian students tended to use the strategy of "maximum selfishness", while the Chinese students preferred the "egalitarian strategy". On the one hand, the authors have studied interconnections of financial decision-making strategies. On the other hand, they have determined the level of national identity, envy and collectivism-individualism. It has been established that financial decision-making strategies were statistically significant and correlated only with the level of national identity. Moreover, these relations have their own specific features for each national group under study.

Keywords

Decision-making – Financial decisions – National identity – Selflessness – Selfishness – Envy
Collectivism, Individualism

Para Citar este Artículo:

Andreev, Anatoliy; Shafazhinskaya, Natalya; Aralova, Elena; Goltseva, Oksana y Pisarevskiy, Konstantin. Cross-cultural study of Russian and Chinese students as decision-makers. Revista Inclusiones Vol: 6 num Especial (2019): 36-46.

PH. D. ANATOLY ANDREEV / PH. D. NATALYA SHAFAZHINSKAYA / PH. D. (C) ELENA ARALOVA
PH. D. (C) OKSANA GOLTSEVA / PH. D. KONSTANTI PISAREVSKIY

Introduction

Many factors influence the process of decision-making, including emotions, habits, preferences, mindsets, etc. Furthermore, it is believed that a person making financial decisions should be guided only by rationality, which excludes any individual features. Under these conditions, individuals should increase their profits or at least not lose their earnings. In fact, while making financial decisions, people do not often rely on rationality but on some other factors. As a result, their decisions may be unreasonable and have negative consequences.

Currently, there are many scientific works on the issue of decision-making in various subject areas¹.

D. Kelly made a significant contribution to the thorough study of decision-making. The scholar established the psychology of personality constructs and developed human experience cycles, in particular, the C-P-C decision-making cycle used to consider different options and perform biased assessment and control². At the first stage, a person offers various interpretations of a certain problem and tries to determine the most efficient life choices. Then the person prejudicially chooses one construct as the most useful for a particular situation. This solution selected from all alternatives is subject to more detailed consideration.

Since D. Kelly considered the process of decision-making as gradually decreasing uncertainty of some situation and increasing the degree of freedom through cycles of impulsivity and creativity, it gives us the reason to believe that decision-making should be regarded not only as a mechanical assessment of different alternatives but also as a creative process aimed at overcoming their limitations.

O. K. Tikhomirov also improved the theory of decision-making and identified the main factors determining the process of setting personal goals³. The scholar concluded

¹ M. N. Dudin; E. A. Pogrebinskaya; V. N. Sidorenko; E. I. Sukhova; N. Y. Zubenko y Y. S. Shishalova, "Cross-cultural management in the system of harmonization of interests in the multi-confessional educational environment", *European Journal of Science and Theology*, Vol: 15 num 3 (2019): 191-201.

² G. A. Kelly, *The psychology of personal constructs* (New York: Norton, 1955); R. Frager y J. Fadiman, *Lichnost. Teorii, uprazhneniya, eksperimenty* (Saint Petersburg: Praim-EVROZNAK, 2006); V. P. Bikbulatova; Zh. A. Karmanova; R. S. Rabadanova y N. E. Shafazhinskaya, *Idei A.S. Makarenko v realizatsii protsessa razvitiya kulturno-produktivnoi lichnosti*. In the collection: *Teoreticheskie i metodicheskie problemy sozdaniya sovremennoi obrazovatelnoi sredy. The proceeding of the international scientific conference "The phenomenon of A.S. Makarenko's heritage" dedicated to the 130th anniversary of A.S. Makarenko. 2019. 127-132*; N. E. Shafazhinskaya; R. S. Rabadanova y G. N. Yulina, *Dukhovno-nravstvennye determinanty formirovaniya otechestvennoi pismennosti, slovesnosti i kulturnoi natsionalnoi traditsii*. In the collection: *Metodologo-teoreticheskii i tekhnologicheskii resurs razvitiya informatsionno-obrazovatelnoi sredy. The proceedings of the 9th International scientific conference. 2018. 286-295* y Zh. A. Karmanova; M. B. Alpysbaeva; Y. Danek; S. E. Shishov y R. S. Rabadanova, *Kontseptualnye podkhody k formirovaniyu professionalnoi kompetentnosti sovremennogo bakalavra sotsialnoi raboty*. In the collection: *Obnovlenie Soderzhaniya Obrazovaniya V Usloviyakh Modernizatsii Obshchestvennogo Soznaniya: The proceedings of scientific conference. 2018. 80-83*.

³ A. K. Tikhomirov, *Psikhologicheskie mekhanizmy tseleobrazovaniya* (Moscow: Nauka, 1977) y A. K. Tikhomirov, *Psikhologiya myshleniya* (Moscow: MGU, 1984).

that a person making decisions plays a key role⁴. Consequently, it is necessary to take into account such personal characteristics as the level of aspiration, individual judgments, intuition, motivation, etc.

While considering the psychological structure of decision-making, O.K. Tikhomirov determined the following stages: the stage of defining the principle or main idea of a possible solution (functional solution) and the stage of checking or implementing the above-mentioned solution (final solution). In his opinion, decision-making requires the development of certain strategies, in particular, the semantic search for connections and implementation of goal-oriented information processing. One strategy consists in marking (highlighting some part of information), its full or partial interpretation at the graphic or verbal level. The second strategy re-isolates (in the part already highlighted) the information that is directly related to the task. In other words, the subject decides on the use of a particular strategy each time. In this case, the search is represented as a branched system of mental solutions⁵.

In the context of the approach presented above, decision-making is considered as the person's intellectual activity expressed through the processing and interpretation of possible solutions, the formation of a specific sequence of actions. At the same time, personal activity is not limited to intellectual processes. Therefore, the process of decision-making should be considered with due regard to its values-based orientations, personal judgments, intuition and motivation. We should pay special attention to attribution theory that examines how people create "causal attributions", i.e. justify and explain causes of actions and events. According to this model, people usually explain one's behavior based on three possible reasons: personality (something in the personality itself determines a certain decision); some object (some objective circumstance can affect a decision); time (something related to this situation and time influences decision-making)⁶. G. Simon, D. Kahneman, A. Tversky and other scholars studied the issue of financial decision-making. For instance, G. Simon developed the theory of "bounded rationality" based on the principle of "satisfaction". This theory claims that people want to feel "satisfied" rather than find the best solution when they make decisions. As a result, their choice has a personal meaning and leads to the satisfaction of actual needs instead of being ideal or optimal. We should also note that rationality and usefulness can be important criteria for the effectiveness of decisions but their role is significantly reduced since human emotions, feelings and intuition are also crucial factors in decision-making. Thus, the validity of decision-making is set by certain subjective, objective and temporal conditions, which justifies and reinforces the feasibility of the decision made⁷.

The most prominent study of personal behavior in uncertain conditions was conducted by two famous psychologists A. Tversky and D. Kahneman⁸. They developed a prospect theory⁹ that relied on empirically determined features of human behavior.

⁴ A. K. Tikhomirov, *Psikhologicheskie mekhanizmy tseleobrazovaniya* (Moscow: Nauka, 1977), 169.

⁵ A.K. Tikhomirov. *Psikhologicheskie mekhanizmy tseleobrazovaniya...* 179.

⁶ Yu. Kozeletskii, *Psikhologicheskaya teoriya reshenii* (Moscow: Progress, 1979).

⁷ H. A. Simon, "Rationality as Process and as Product of Thought. Richard T. Ely Lecture", *American Economic Review*, Vol: 68 num 2 (1978): 1-16.

⁸ A. Tversky y D. Kahneman, "Advances in prospect theory: cumulative representation of uncertainty", *Journal of Risk and Uncertainty*, num 5 (1992): 297-232 y D. Kahneman y P. Slovik, A. Tversky, *Prinyatie reshenii v neopredelennosti: Pravila i predubezhdeniya* (Kharkov: Izdatelstvo Institut prikladnoi psikhologii "Gumanitarnyi Tsentr", 2005).

While analyzing this prospect theory, we can distinguish between three main behavioral effects lying in its basis. They are as follows: the effect of certainty (people attach more importance to judgment-based outcomes); the effect of reflection (if people are not inclined to take risks when winning, they take risks when losing); the effect of isolation (people want to simplify their choice by eliminating the common components of possible decisions). To consider these effects, A. Tversky and D. Kahneman proposed using the concept of the "value function" instead of "the utility of outcomes". This function is defined in terms of deviations from the individual's initial wealth point and is convex for the situation of winning and concave for the situation of losing.

However, the issue of financial decision-making is still poorly studied in Russian science. Therefore, it is important to reveal what is fundamental for financial decision-making, what moral and values-based principles determine human solutions and how cultural traditions and national identity influence the process of financial decision-making.

After analyzing the relevant psychological literature, we determined the basic concepts of our study, namely:

Financial decision-making is a volitional act of forming a sequence of actions to distribute one's funds with due regard to moral, values-based and cultural attitudes.

Selflessness is the desire to ensure the happiness of another person even if one has to neglect their own interests. In the course of evolution, a new feature of selfless behavior was formed – we are more inclined to help one group of people ("us") rather than others ("them"). Envy is an attitude towards another person accompanied by negative emotions arising after the evaluation of their advantages in a sphere significant for the actor. The person's individualistic attitudes are manifested in the fact that they put personal goals above social ones. Individualists strive for independence and self-sufficiency. On the contrary, collectivistic attitudes are based on the priority of group interests. Collectivists have well-developed respect for rules, observe traditions and contribute to maintaining the unity of their group. The article aims to study the specifics of financial decisions made by Russian and Chinese students. The research hypothesis is as follows: there are statistically significant differences among financial decision-making strategies used by Russian and Chinese students. According to the study results, we can conclude that we have fulfilled the objective set above.

Methods

To attain this objective, we used the following methods: experimental study of financial decision-making⁹, T.V. Beskova's methods for studying the individual's envy¹¹, L.G. Pochebut's methodology entitled "Indicators of individualism-collectivism"¹², as well as methods of mathematical statistics.

⁹ A. Tversky y D. Kahneman, "Advances in prospect theory: cumulative representation of uncertainty", *Journal of Risk and Uncertainty*, num 5 (1992): 297-232.

¹⁰ E. Fehr; D. Glätzle-Rützler y M. Sutter, "The development of egalitarianism, altruism, spite and parochialism in childhood and adolescence". *European Economic Review*, num 64 (2013): 369-383.

¹¹ T. V. Beskova, *Sotsialnaya psikhologiya zavisti* (Saratov: ITs "Nauka", 2010).

¹² L. G. Pochebut, *Vzaimoponimanie kultur. Metodologiya i metody etnicheskoi i kross-kulturnoi psikhologii. Psikhologiya mezhetnicheskoi tolerantnosti* (Saint Petersburg: SPbGU, 2005).

PH. D. ANATOLY ANDREEV / PH. D. NATALYA SHAFAZHINSKAYA / PH. D. (C) ELENA ARALOVA

PH. D. (C) OKSANA GOLTSEVA / PH. D. KONSTANTI PISAREVSKIY

The study comprised 91 students: 60 Russian first-year students and 31 Chinese first-year students. All respondents belonged to the same age category (17-20 years old). The ratio of boys and girls in both groups was the same.

The study was based on the experiment on financial decision-making¹³. We conducted it in such a way that its results were not affected by other methods. The experiment consisted of two stages. At the first stage, the students were asked to distribute conventional "money" among themselves and a person close to them. At the second stage, they were to distribute the same amount of money among themselves and a stranger. This approach was supposed to demonstrate different attitudes to "us" and "them".

Both stages included three tasks of money distribution. Each time the students had to choose the most suitable solution from two proposed options.

The first task: 1) keep \$100, give the other \$0; 2) keep \$100, give the other \$100 too. In this task, the respondent receives the same amount of money in any case. The only choice they make is to decide how much money to give to the other person: less than they receive or the same amount.

The second task: 1) keep \$100, give the other \$100; 2) keep \$100, give the other \$200. In this task, the respondent also gets the same amount of money in both cases. However, they should decide how much money to give to the other person: as much as they receive or more.

The third task: 1) keep \$100, give the other \$100 as well; 2) keep \$200, give the other \$0. Unlike the two previous tasks, the amount of money the respondent got depended on how much money they gave, i.e. the students could share their money with fellow students only at a loss.

Based on the choices made by the students, we determined six potential strategies for distributing money.

The first strategy is "maximum selfishness". It is expressed by the following choices: keep \$100 and give \$0 to the other (the first task); keep \$100 and give \$100 to the other when it is possible to give \$200 (the second task); keep \$200 and give the other \$0 (the third task). This strategy is characterized by the respondent's conviction that other people should always have less money than they have.

The second strategy is "moderate selfishness". It is expressed by the following choices: keep \$100 and give the other \$100 (the first task); keep \$100, and give the other \$100 (the second task); keep \$200 and give the other \$0 (the third task). This strategy is based on the idea that other people should not have more money than the one who distributes it.

The third strategy is the "egalitarian strategy" which embodies the strive for justice. Following this strategy, the respondents distributed money equally in all tasks and under any conditions (keep \$100 and give the other \$100).

¹³ E. Fehr; D. Glätzle-Rützler, M. Sutter, The development of egalitarianism, altruism...
PH. D. ANATOLY ANDREEV / PH. D. NATALYA SHAFAZHINSKAYA / PH. D. (C) ELENA ARALOVA
PH. D. (C) OKSANA GOLTSEVA / PH. D. KONSTANTI PISAREVSKIY

The fourth strategy is "selflessness without personal losses". It is expressed by the following choices: keep \$100 and give the other \$100 (the first task); keep \$100 and give the other \$200 (the second task); keep \$200 and give the other \$0 (the third task). The respondents adhered to this strategy were ready to do the other good until it could bring them some losses. The fifth strategy is "maximum selflessness". It is expressed by the following choices: keep \$100 and give the other \$100 (the first task); keep \$100 and give the other \$200 (the second task); keep \$100 and give the other \$100 (the third task). This strategy is characterized by the respondent's desire to do the other good even to their own disadvantage. We also determined one more strategy that we called "inconsistent". It included the following inconsistent choices: for example, at first the respondents were selfless, then radically selfish or vice versa.

Results

The experiment results are demonstrated in Table 1.

Strategy	Total number of choices	Nationality		"Us"/"Them"	
		Russian	Chinese	"Us"	"Them"
1	24%	30%	11.3%	10.9%	36.3%
2	10%	14.2%	4.8%	9.9%	12.1%
3	32%	24.2%	46.8%	38.5%	25.3%
4	6%	7.5%	3.2%	5.5%	6.6%
5	16%	12.5%	22.6%	24.2%	6.6%
6	12%	11.6%	11.3%	11%	13.1%

Table 1

Students with different money distribution strategies (%).

Notes: 1 – maximum selfishness; 2 – moderate selfishness; 3 – egalitarian strategy; 4 – selflessness without personal losses; 5 – maximum selflessness; 6 – inconsistent strategy

The analysis of the above-mentioned data shows that the "egalitarian strategy" is the most common (32%), i.e. everyone gets the same amount of money in any conditions. The strategy of "maximum selfishness" is less popular (24%), i.e. the respondents believed that the other should always have less money than they had. The strategy of "maximum selflessness" was used by fewer respondents (16%), i.e. they share money at a loss for themselves. The strategy of "selflessness without personal losses" turned out to be the least popular (6%). The information on the use of different strategies by the students in each of these national groups is presented in Table 2.

Strategy	Russian		Chinese	
	"Us" (60)	"Them" (60)	"Us" (31)	"Them" (31)
1	16.7%	43.3%	0%	22.6%
2	15%	13.3%	0%	9.7%
3	31.7%	16.7%	51.6%	42%
4	6.7%	8.3%	3.2%	3.2%
5	18.3%	6.7%	38.7%	6.5%
6	11.6%	11.7%	6.5%	16%

Table 2

The use of different strategies by the Russian and Chinese students to distribute money among "us" and "them"

Notes: 1 – maximum selfishness; 2 – moderate selfishness; 3 – Egalitarian strategy; 4 – selflessness without personal losses; 5 – maximum selflessness; 6 – inconsistent strategy

The results of studying the envy level of the Russian and Chinese students are presented in Table 3.

	Envy	Envy-hostility	Envy-despondency
Russian	38.23	16.53	21.7
Chinese	42.5	19.7	22.8

Table 3
Average indices of envy among the Chinese and Russian students

In general, the average level of envy is 40.4 points for all respondents. Envy-despondency (22.3) slightly prevails over envy-hostility (18.1). This may mean that students as a whole are moderately prone to envy, which is often characterized by the feeling of sadness or despair due to others' success in some important field rather than the feeling of hostility. The respondents experienced negative emotions towards those who they were jealous of. At the same time, they felt powerless to change the situation and believed that it was impossible to fix their "unfair fate".

The results of studying collectivism-individualism are provided in Table 4.

	Collectivism	Individualism
Russian	15.6	14.4
Chinese	19	11

Table 4
Generalized indices of collectivism and individualism among the Chinese and Russian students

Discussion

While comparing the Russian and Chinese students, we proved that the Chinese are more inclined to distribute money equally (the "egalitarian strategy" was used by 46.8% of the Chinese, while only 24.2% of the Russians adhered to it). The Russian students preferred using the strategy of "maximum selfishness" (this strategy was the most popular among the Russians (30%), while only 11.3% of the Chinese students used it).

The analysis of the data presented in Table 1 shows that the Chinese and Russian students distributing money among themselves and their family members were more likely to adhere to the "egalitarian strategy" (the equal distribution of money). When the same students were asked to distribute money among themselves and strangers, they were prone to the strategy of "maximum selfishness". The results of distributing money among "us" and "them" also differ regarding the strategy of "maximum selflessness": the students tended to act selfless in relation to people from the "us" group and did not have the same attitude to strangers.

The data shown in Table 2 indicate that the Russians were inclined to equally distribute money among their family members and friends and used this strategy less often in relation to strangers (31.7% vs. 16.7%). They chose the strategy of "maximum selflessness" mostly for people from the "us" group (18.3% vs. 6.7%). The strategy of "maximum selfishness" (43.3%) remained the most-used for strangers.

The Chinese used the "egalitarian strategy" for friends (51.6%) and strangers (42%) on roughly the same basis. However, they acted more selfless towards family members (38.7% vs. 6.5%) and revealed the maximum selfishness exclusively to strangers (22.6% vs. 0%).

Thus, the "egalitarian strategy" was often used by both groups. However, the Chinese were more prone to this kind of distribution than the Russians were. Generally, the Russians apply this strategy to their relatives and friends, while the Chinese tried to equally distribute money among their relatives and strangers.

According to the analysis of envy (Table 3), the Russians had a lower level of envy than the Chinese did. Envy and despondency were typical of both the Russians and Chinese. It means that if they experienced envy, their emotions were transformed into annoyance, resentment, sadness and even despair. Those who are jealous of someone feel insecure and powerless to change anything. Such people believe that they should go the extra mile to achieve success and when they fail, they come to the idea of total injustice. They begin to envy those who are less stubborn, in their opinion, but have everything they want.

Envy and hostility were expressed less often, which means that the respondents were less inclined to bitterness, anger or irritation that could harm a person more successful in some important area. The Russian students showed a lower level of envy-hostility than the Chinese ones. Therefore, the Chinese are more inclined to be angry and hostile towards more successful people and, in rare cases, undertake certain actions to level the success of another person.

The data provided in Table 4 indicate that the Russians and Chinese had a tendency towards collectivism, but it was more strongly pronounced among the Chinese. It comes as no surprise since it has long been known that social interests prevail over individual ones for the Chinese. The ration of collectivism and individualism is almost even for the Russians. On the one hand, the Russians try to gather the support of their collective and act with due regard to its interests. On the other hand, they confirm the long-known proverb "it is not my business" showing complete independence and detachment from their collective.

The correlation analysis that we conducted demonstrated that there is a statistically significant negative correlation ($r = -0.38$; $p < 0.05$) between the selfless and egalitarian strategies. The stronger is the desire to distribute something based on the interests of another person, the weaker is the tendency to equalize. It has turned out that financial decision-making strategies were statistically significant and correlated with both the level of envy and the level of collectivism-individualism depending on the national group. Thus, the Russian students showed a positive relationship between the level of envy and the strategy of "moderate selfishness" ($r = 0.42$; $p < 0.05$). The Chinese students demonstrated a positive relationship between the level of collectivism-individualism and the "egalitarian strategy" ($r = 0.39$; $p < 0.05$).

Conclusion

Financial decision-making is a volitional act of forming a sequence of actions to distribute one's funds with due regard to moral, values-based and cultural attitudes.

We have determined six potential strategies for making financial decisions: "maximum selfishness" when money is distributed exclusively in one's favor; "moderate selfishness" when the main goal is to distribute money in such a way that another person does not get more money than the one who distributes; the "egalitarian strategy" when money is distributed equally in any conditions; "selflessness without personal losses" when money is distributed in favor of another until it threatens a loss to the distributor; "maximum selflessness" when one person receives the maximum amount of money in the process of distribution even if it causes damage to the distributor; the "inconsistent strategy" when any strategy is unformed or inconsistent.

The study has shown that the most common strategy among all students was the "egalitarian strategy". The strategy of "maximum selfishness" was less common and the strategy of "selflessness without personal losses" was the least popular.

It has been proved that there is a statistically significant negative correlation between altruistic and egalitarian strategies, i.e. the stronger is the desire to distribute something based on the interests of another person, the weaker is the tendency to equalization. This conclusion turned out to be quite surprising as we expected the opposite of altruistic behavior should be selfishness rather than the egalitarian strategy.

It has been revealed that distribution strategies differ significantly depending on whether money is distributed among family members or strangers. Thus, altruistic and especially egalitarian strategies substantially prevail in the distribution of money among family members, while selfish tendencies are widely used for distributing money among the so-called "strangers".

Statistically significant differences in financial decision-making strategies have been established between the Russian and Chinese students. The Russian students tended to use the strategy of "maximum selfishness", while the Chinese students preferred the "egalitarian strategy".

Envy indices for all students fell within the average rate. The feeling of despondency prevailed over the feeling of hostility. In other words, the respondents were more likely to experience despondency and powerlessness rather than hostility to those who they were jealous of. However, the Chinese students demonstrated a steady tendency for envy-hostility in comparison to the Russian students, which is confirmed by statistically significant differences between these two groups.

Collectivistic interests prevailed over individualistic ones for all respondents. However, the Russian and Chinese students are statistically different in terms of both collectivism and individualism. For example, the Chinese students had more prominent collectivistic attitudes, while the Russian students were more inclined to individualistic attitudes. It has been established that financial decision-making strategies are statistically significant and correlate with both the level of envy and the level of collectivism-individualism depending on the national group.

References

Books

Beskova, T. V. *Sotsialnaya psikhologiya zavisti*. Saratov: ITs "Nauka". 2010.

PH. D. ANATOLY ANDREEV / PH. D. NATALYA SHAFAZHINSKAYA / PH. D. (C) ELENA ARALOVA
PH. D. (C) OKSANA GOLTSEVA / PH. D. KONSTANTI PISAREVSKIY

Frager, R. y Fadiman, J. Lichnost. Teorii, uprazhneniya, eksperimenty. Saint Petersburg: Praim-EVROZNAK. 2006.

Kahneman, D.; Slovik, P. y Tversky, A. Prinyatie reshenii v neopredelennosti: Pravila i predubezhdeniya. Kharkov: Izdatelstvo Institut prikladnoi psikhologii "Gumanitarnyi Tsentr". 2005.

Kelly, G. A. The psychology of personal constructs. New York: Norton. A theory of personality. 1. 565. 1955.

Kozeletskii, Yu. Psikhologicheskaya teoriya reshenii Moscow: Progress. 1979.

Pochebut, L. G. Vzaimoponimanie kultur. Metodologiya i metody etnicheskoi i kross-kulturnoi psikhologii. Psikhologiya mezhetnicheskoi tolerantnosti. Saint Petersburg: SPbGU. 2005.

Tikhomirov, A. K. Psikhologicheskie mekhanizmy tseleobrazovaniya. Moscow: Nauka. 1977.

Tikhomirov, A. K. Psikhologiya myshleniya. Moscow: MGU. 1984.

Journal articles

Dudin, M. N., Pogrebinskaya, E. A.; Sidorenko, V. N.; Sukhova, E. I.; Zubenko, N. Y. y Shishalova, Y. S. "Cross-cultural management in the system of harmonization of interests in the multi-confessional educational environment". European Journal of Science and Theology, Vol: 15 num 3 (2019): 191-201.

Fehr, E.; Glätzle-Rützler, D. y Sutter, M. "The development of egalitarianism, altruism, spite and parochialism in childhood and adolescence". European Economic Review, num 64 (2013): 369-383.

Simon, H. A. "Rationality as Process and as Product of Thought. Richard T. Ely Lecture". American Economic Review, Vol: 68 num 2 (1978): 1-16.

Tversky, A. y Kahneman, D. "Advances in prospect theory: cumulative representation of uncertainty". Journal of Risk and Uncertainty, num 5 (1992): 297-232.

Scientific conference

Bikbulatova, V. P.; Karmanova, Zh. A.; Rabadanova, R. S. y Shafazhinskaya, N. E. Idei A. S. Makarenko v realizatsii protsessa razvitiya kulturno-produktivnoi lichnosti. In the collection: Teoreticheskie i metodicheskie problemy sozdaniya sovremennoi obrazovatelnoi sredy. The proceeding of the international scientific conference "The phenomenon of A.S. Makarenko's heritage" dedicated to the 130th anniversary of A.S. Makarenko. 2019. 127-132.

Karmanova, Zh. A.; Alpysbaeva, M. B.; Danek, Y.; Shishov, S. E. y Rabadanova, R. S. Kontseptualnye podkhody k formirovaniyu professionalnoi kompetentnosti sovremennogo bakalavra sotsialnoi raboty. In the collection: Obnovlenie Soderzhaniya Obrazovaniya V Usloviyakh Modernizatsii Obshchestvennogo Soznaniya: The proceedings of scientific conference. 2018.80-83.

Shafazhinskaya, N. E.; Rabadanova, R. S. y Yulina, G. N. Dukhovno-nravstvennye determinanty formirovaniya otechestvennoi pismennosti, slovesnosti i kulturnoi natsionalnoi traditsii [Spiritual and moral determinants of forming the Russian written language, literature and cultural traditions]. In the collection: Metodologo-teoreticheskii i tekhnologicheskii resurs razvitiya informatsionno-obrazovatelnoi sredy. The proceedings of the 9th International scientific conference. 2018. 286-295.

CUADERNOS DE SOFÍA EDITORIAL

Las opiniones, análisis y conclusiones del autor son de su responsabilidad y no necesariamente reflejan el pensamiento de la **Revista Inclusiones**.

La reproducción parcial y/o total de este artículo debe hacerse con permiso de **Revista Inclusiones**.