2 2 100080) 450001) (

自传体叙事中的自我欺骗是一种从个体内角度理解的自我欺骗, 是无人际压力情况下个体自我建构 过程中所使用的一种认同策略。这种自我欺骗发生在自传体叙事过程中,个体通过叙事语言拉开"新我"和"旧 我"的叙事距离,建立新的目标追求并实现,最终构建新的叙事认同。在这个过程中,个体在维持正性自我概 念的动机驱动下,采用有偏差的信息加工方式叙述自我故事,满足情绪体验与情绪评价一致性的需要,进而 影响个体的自我意识,引发自我改变。未来研究可以探讨自传体叙事中自我欺骗在临床中的行为表现与治疗 策略,考察其认知神经机制,并探讨不同社会文化背景下自我欺骗的特点与影响因素。

自传体叙事; 自我欺骗; 动机型认知; 自我提升; 叙事认同 B849:C91

```
1
             (self-deception, self-deceit)
                                                      (static puzzle),
    (agent)
                                                             P
         (Demos, 1960;
2003) 1978 , Sackeim
                          Gur (1978)
                                                               (dynamic puzzle),
                                                                                (McLaughlin & Rorty,
                                                      1988; Mele, 1997, 2001)
           von Hippel
                         Trivers (2011)
                                                                    , 2012; Chance & Norton, 2015),
                                                                                   (, 2004),
                                                                                  , 2003)
(Holton, 2001;
                      ,2007)
        : 2015-07-06
                            (12AZD116);
                                                                                 (interpersonal)
                              (2016ZD068)
                                                                                         (von Hippel,
                                                                 (intrapersonal)
```

1917

, E-mail: wuyh@pku.edu.cn

```
2011)
       Triver (1976)
                                                      2.1
                                                                                            (Kenrick &
    (von Hippel, Shakarchi, & Lakin, 2003)
                                                      White, 2011)
                                                                     ) (Zahavi, 2005)
             (Lu & Chang, 2011a, 2011b; Mead,
Baumeister, Gino, Schweitzer, & Ariely, 2009; Mehl
& Buchner, 2008; Trivers, 2009; von Hippel &
Trivers, 2011)
                                                         (Fernbach, Hagmayer, & Sloman, 2014)
                                                                    (narrative distance)
                                                                      (Andringa, 1996; Lothe, 2000)
                                                                                           , first-person
                                                      perspective & third-person perspective,
                                                                              , self-immersed perspective
                      (autobiographical narratives)
                                                      & self-distanced perspective)
                                                           )
                                                                                            ) (Bedwell,
                    (Currie, 2010)
                                                      Gallagher, Whitten, & Fiore, 2011; Gallagher & Cole,
                                                      2011; Kross, 2009)
2
                                                             (Bedwell et al., 2011)
                                                                              (Kross, 2009),
                                                             (Libby, Eibach, & Gilovich, 2005)
                                                                                           (MacLeod &
                                                      Saunders, 2008),
                                                                                (Heller, Stephan, Kifer,
```

```
& Sedikides, 2011)
Bedwell (2011)
2.2
    (Ibarra & Barbulescu, 2010) McAdams
McLean (2013)
                        (narrative identity)
                             Maruna
                                        Copes
(2005)
             " (old me)
                                   " (new me)
                                     (Blagden,
Winder, Thorne, & Gregson, 2011; Vaughan, 2007)
Stokes (2012)
```

MacLeod & Saunders, 2008; Pieters, Baumgartner,

```
; 2)
                                                      (episodic memory)
3.3
                                                                 (Tulving, 1999;
                                                                                              , 2004)
                                          (2016)
                                 Lauria
                      Damn (2009)
                                                                             (Liberman & Trope, 2008;
                                                      Trope & Liberman, 2010)
                                                               , 2010)
                                                      4.2
                                                        (Blagden et al., 2011; Singer, 2005)
                                                                                (McLean, Pasupathi, &
                                                      Pals, 2007)
        Sahdra
                  Thagard (2003)
                                                                                            (Josselson,
                                                      2009)
4
4.1
                                                                                               Blagden
                                                        (2011)
                                                                          11
```

| <i>"</i>  | , , ,  |                      |
|---|--|----------------------|
|   | (Westland & Shinebourne, 2009)               |                      |
| , ,   |  |                      |
| ,   |  |                      |
| ,   |  | ,                    |
| ,   |  | ,                    |
| ,   |  | 44                   |
| ,   | ,,   | ,                    |
|   |  |                      |
| ,   | " "  | ,                    |
| ,   |  |                      |
|   | ,  | 2014)                |
| 5   | (  | , 2014)              |
|   |  | ,                    |
| 5.1   |  |                      |
|   | ,  |                      |
| ,   |  |                      |
|   | 5.2  |                      |
| (Lopez & Fuxjager, 2012;                            |  | ,                    |
| Ramírez & Marshall, 2015; Sloman, Fernbach &        |  | ,                    |
| Hagmayer, 2010; Surbey, 2011; Triandis, 2009, 2013; | fMRI   | PET                  |
| Whitson & Galinsky, 2008)                           | fNIRS  | (Abe,                |
| William & Jamesij, 2000)                            | 2011; Christ, van Essen,                     |                      |
|   | McDermott, 2009)                             | watson, Brabaker, &  |
| ,   | Webermott, 2007)                             |                      |
| (Long & Eurigean 2012)                              |  |                      |
| (Lopez & Fuxjager, 2012;                            | ,  | ,                    |
| Surbey, 2011)                                       |  | (the anterior        |
| ,   | prefrontal cortices)                         | (the parahippocampal |
| ,   | gyrus) (the                                  | right precuneal)     |
| ,   | (the left cerebellum) (Ganis, Kosslyn, Stose |                      |
| (Chance, Norton, Gino, & Ariely, 2011; Fernbach et  | Thompson, & Yurgelun-Todd, 2003)             |                      |
| al., 2014; Martínez-González, Vilar López, Becoña   | ,  |                      |
| Iglesias, & Verdejo-Garcí, 2016; van Leeuwen,       | ,  |                      |
| 2007)   |  |                      |
| ,   |  | ,                    |
|   | 5.3  |                      |
| ,<br>(Greve & Wentura,                              |  |                      |
|   |  |                      |
| 2010) ,   |  |                      |
| ,   |  |                      |
| ,   |  |                      |
|   |  |                      |
|   |  |                      |

```
. (2003).
            (
                          ), 43, 19-26.
     . (2007).
30, 1445-1448.
    . (2012).
          , 44, 1265-1278.
                                       . (2010).
                                             , 16, 20-26.
            . (2004).
                                 ), 40, 326-332.
      (2014). "
                 , 12, 857-860.
            . (2008).
                              , 16, 306-314.
  . (2004).
  , 26, 43-48.
```

- Abe, N. (2011). How the brain shapes deception: An integrated review of the literature. *The Neuroscientist*, 17, 560–574.
- Alicke, M. D., & Sedikides, C. (2009). Self-enhancement and self-protection: What they are and what they do. *European Review of Social Psychology*, 20, 1–48.
- Andringa, E. (1996). Effects of "narrative distance" on readers' emotional involvement and response. *Poetics*, 23, 431–452.
- Balcetis, E. (2008). Where the motivation resides and selfdeception hides: How motivated cognition accomplishes

- self-deception. Social and Personality Psychology Compass, 2, 361–381.
- Bedwell, J. S., Gallagher, S., Whitten, S. N., & Fiore, S. M. (2011). Linguistic correlates of self in deceptive oral autobiographical narratives. *Consciousness and Cognition*, 20, 547–555.
- Blagden, N. J., Winder, B., Thorne, K., & Gregson, M. (2011). 'No-one in the world would ever wanna speak to me again': An interpretative phenomenological analysis into convicted sexual offenders' accounts and experiences of maintaining and leaving denial. *Psychology, Crime & Law, 17*, 563–568.
- Chance, Z., Gino, F., Norton, M. I., & Ariely, D. (2015). The slow decay and quick revival of self-deception. Frontiers in Psychology, 6, 1–6.
- Chance, Z., & Norton, M. I. (2015). The what and why of self-deception. Current Opinion in Psychology, 6, 104–107.
- Chance, Z., Norton, M. I., Gino, F., & Ariely, D. (2011). Temporal view of the costs and benefits of self-deception. Proceedings of the National Academy of Sciences of the United States of America, 108, 15655–15659.
- Christ, S. E., van Essen, D. C., W whce" on 2.3(tio8wh)-89ncMwh erk1.1(Lwh)-89n(2001) and christ, S. E., van Essen, D. C., W whose on 2.3(tio8wh)-89ncMwh erk1.1(Lwh)-89n(2001) and christ, S. E., van Essen, D. C., W whose on 2.3(tio8wh)-89ncMwh erk1.1(Lwh)-89ncMwh

Heller, D., Stephan, E., Kifer, Y., & Sedikides, C. (2011).
What will I be? The role of temporal perspective in predictions of affect, traits, and self-narratives. *Journal of Experimental Social Psychology*, 47, 610–615.

- Holton, R. (2001). What is the role of the self in self-deception? *Proceedings of the Aristotelian Society*, 101, 53–69.
- Ibarra, H., & Barbulescu, R. (2010). Identity as narrative: Prevalence, effectiveness, and consequences of narrative identity work in Macro work role transitions. Academy of Management Review, 35, 135–154.
- Josselson, R. (2009). The present of the past: Dialogues with memory over time. *Journal of Personality*, 77, 647–668.
- Kenrick, D. T., & White, A. E. (2011). A single self-deceived or several subselves divided? *Behavioral and Brain Sciences*, 34, 29–30
- Kross, E. (2009). When self becomes other: Toward an integrative understanding of the processes distinguishing adaptive self-reflection from rumination. Annals of the New York Academy of Sciences, 1167, 35–40.
- Kurzban, R. (2010). Why everyone (else) is a hypocrite. Princeton: Princeton University Press.
- Kurzban, R. (2011). The problems with "self-deception": No "self" and no "deception". Behavioral and Brain Sciences, 34, 32–33.
- Lauria, F., Preissmann, D., & Clément, F. (2016). Self-deception as affective coping. An empirical perspective on philosophical issues. *Consciousness and Cognition*, 41, 119–134.
- Libby, L. K., Eibach, R. P., & Gilovich, T. (2005). Here's looking at me: The effect of memory perspective on assessments of personal change. *Journal of Personality* and Social Psychology, 88, 50-62.
- Liberman, N., & Trope, Y. (2008). The psychology of transcending the here and now. Science, 322, 1201–1205.
- Lopez, J. K., & Fuxjager, M. J. (2012). Self-deception's adaptive value: Effects of positive thinking and the winner effect. Consciousness and Cognition, 21, 315–324.
- Lothe, J. (2000). Narrative in fiction and film. Oxford: Oxford University Press.
- Lu, H. J., & Chang, L. (2011a). The association between self-deception and moral self-concept as functions of self-consciousness. *Personality and Individual Differences*, 51, 845–849.
- Lu, H. J., & Chang, L. (2011b). Self-deceive to counter mine detection. *Behavioral and Brain Sciences*, 34, 33.
- MacLeod, M. D., & Saunders, J. (2008). Retrieval inhibition and memory distortion: Negative consequences of an adaptive process. Current Directions in Psychological Science, 17, 26–30.
- Martínez-González, J. M., Vilar López, R., Becoña Iglesias, E., & Verdejo-García, A. (2016). Self-deception as a mechanism for the maintenance of drug addiction. *Psicothema*, 28, 13–19.
- Maruna, S., & Copes, H. (20053()2.448 T4 hnawe: erfr

- European Journal of Philosophy, 20, E86-E106.
- Surbey, M. K. (2011). Adaptive significance of low levels of self-deception and cooperation in depression. *Evolution* and Human Behavior, 32, 29–40.
- Triandis, H. C. (2009). Fooling ourselves: Self-deception in politics, religion, and terrorism. London: Praeger Publishers.
- Triandis, H. C. (2011). Culture and self-deception: A theoretical perspective. Social Behavior and Personality, 39, 3-13.
- Triandis, H. C. (2013). Self-deception: An introduction. Acta de Investigación Psicológica, 3, 1069–1078.
- Trivers, R. (1976). Foreword. In R. Dawkins (Ed.), The selfish gene (pp. 19–20). New York: Oxford University Press.
- Trivers, R. (2009). Deceit and self-deception. In P. M. Kappeler & J. Silk (Eds.), *Mind the gap* (pp. 373–393). Berlin Heidelberg: Springer.
- Trope, Y., & Liberman, N. (2010). Construal-Level theory of psychological distance. *Psychological Review*, 117, 440– 463.
- Trope, Y., & Neter, E. (1994). Reconciling competing motives in self-evaluation: The role of self-control in feedback seeking. *Journal of Personality and Social Psychology*, 66, 646–657.
- Tsai, J. L., Levenson, R. W., & McCoy, K. (2006). Cultural and temperamental variation in emotional response. *Emotion*. 6, 484–497.
- Tulving, E. (1999). On the uniqueness of episodic memory. In L. G. Nilsson & H. J. Markowitsch (Eds.), *Cognitive*

- neuroscience of memory (pp. 11-42). Ashland, OH, US: Hogrefe & Huber Publishers.
- van Leeuwen, D. S. N. (2007). The spandrels of self-deception: Prospects for a biological theory of a mental phenomenon. *Philosophical Psychology*, 20, 329–348.
- Vaughan, B. (2007). The internal narrative of desistance. British Journal of Criminology, 47, 390–404.
- Vizgina, A. (2013). Self-deception as inner dialogue. Procedia-Social and Behavioral Sciences, 86, 242–247.
- von Hippel, W., Shakarchi, R. J., & Lakin, J. L. (2003). Self-serving bias and self-deception. Australian Journal of Psychology, 55, 66–99.
- von Hippel, W., & Trivers, R. (2011). The Evolution and psychology of self-deception. *Behavioral and Brain Sciences*, 34, 1-16.
- Ward, A. F. (2013). One with the Cloud: Why people mistake the Internet's knowledge for their own (Unpublished doctorial dissertation). Harvard University.
- Westland, S., & Shinebourne, P. (2009). Self-deception and the therapist: An interpretative phenomenological analysis of the experiences and understandings of therapists working with clients they describe as self-deceptive. *Psychology* and *Psychotherapy: Theory, Research and Practice, 82*, 385–401.
- Whitson, J. A., & Galinsky, A. D. (2008). Lacking control increases illusory pattern perception. Science, 322, 115–117.
- Zahavi, D. (2005). Subjectivity and selfhood: Investigating the first-person perspective. Cambridge: MIT Press.

## Self-deception in autobiographical narrative: Individuals' self identity strategy

ZHU Yanli<sup>1</sup>; XI Sisi<sup>2</sup>; WU Yanhong<sup>2</sup>

(1 Department of Education, ZhengZhou University, Zhengzhou 450001, China)

(<sup>2</sup> School of Psychological and Cognitive Sciences, PeKing University, Beijing 100080, China)

Abstract: Self-deception in autobiographical narrative is a kind of self-deception in the perspective of intrapersonal, and a strategy that individuals use to maintain self-identity in the process of self-construction under no interpersonal pressure. It occurs in the process of autobiographical narrative, in which individuals widen narrative distance between "new me" and "old me" through narrative language, construct a new goal to seek and achieve, and finally set up a narrative identity. In this process, individuals are motivated to maintain a positive self-concept by using biased information processing, and to meet the need of consistent experience and evaluate of emotion as well. Self-deception in autobiographical narrative can affect individuals' self-consciousness, and result in self-change. Future research would focus on the occurrence and coping strategies of self-deception in autobiographical narrative in clinical treatment. Meanwhile its cognitive neural mechanism will be investigated, and its characteristics and influencing factors under different socio-cultural backgrounds will be explored.

**Key words:** autobiographical narratives; self-deception; motivated cognition; self-enhancement; narrative identity