The Effect of Busyness on Motivation

By

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Abstract
Previous research and anecdotal evidence suggest that when people feel that they are busy they have a hard getting things accomplished. More recent research, however, suggests the feeling of busyness may also have positive consequences, such as when it works as a status symbol. The current investigation examines the dual effect of busyness, aiming at understanding when the perception that one is busy has negative and positive consequences for goal pursuit. We propose that the feeling of being busy decreases people's certainty in their ability to accomplish a task, decreasing motivating to pursue the task. When this uncertainty is overcome, however, busyness has the opposite effect. In this case, being busy increases satisfaction associated with completing a task, which in turn increases motivation. The implications of these findings for our understanding of busyness, motivation, and goal pursuit are discussed.


All interested are welcome.