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Materialism, spiritual intelligence and religiousness

theoretical assumptions regarding their (co)relations and
empirical scrutiny of those

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Study main objectives:

1. Theoretically explore (seemingly simple and rather obvious *en face*) system of (co)relations between materialism, religiousness and spiritual intelligence.
2. Empirically test assumptions reached in point
1.



Theory

Materialism

Materialism, understood as **generalized desire to acquire and possess wealth** (Mukerji, 1983), is unquestionably a trait detrimental to: **life satisfaction, a sense of happiness, self-fulfillment, vitality, self-respect and competence, maintaining valuable relationships** etc.

(Christopher, Schlenker, 2004; Kasser, Ryan, Couchman, Sheldon, 2003; Solberg, Diener, Robinson, 2003)



Materialism

Furthermore, materialism is associated with **unhappiness, mental illness, poor relationships, and disregard for preserving the goods of the environment**

Materialistic values have been dominating in societies where individuals feel **insecure and unsafe**

(Kasser, 2002)



Defining materialism in psychology

- I. Consumer psychology - collection of four personality traits: **envy, nongenerosity, possessiveness** and **preservation** (Belk, 1985 ; Ger & Belk, 1996)
- II. Psychology of human values - personal value stressing the importance of owning material possessions, divided into three main components: **centrality, happiness, and success** (Fournier & Richins, 1991; Richins, 1994a, 1994b; Richins & Dawson, 1992)



Defining materialism in sociology

Sociopolitical materialism and postmaterialism

Materialism

Chronic **focus on lower order needs for material comfort and physical safety ...**

Postmaterialism

over higher order needs such as **self-expression, belonging, aesthetic satisfaction, and quality of life**

(Inglehart, 1990)



Definition and tool used in this study

Materialism as **Psychological Mercantilism**

Based on aforementioned definitions of materialism and Erich Fromms description of mercantilistic character, polish researcher Małgorzata Górnik-Durose proposed her own definition of materialism and new tool to measure it

(Górnik-Durose, 2010)



Psychological Mercantilism

1. Values
2. Vision of the world
3. Social relationships
4. Self-presentation

(Górnik-Durose, 2010)



Religiousness

Theoretically – being religious should indicate **lower possibility** of acquiring **materialistic** values

Christian religion doctrine **strictly condemns** materialistic values, especially in New Testament (Matthew 19:23-24; Luke 8:14; Romans; etc)
but not in Old Testament



Religiousness – theoretical complications

Theological correctness – people tend to hold
„official” theological beliefs aligned with
mainstream religion they cultivate, although
under cognitive pressure they show different,
highly individualised beliefs

(Barrett, 1996; Boyer, 2005)



Religiousness – theoretical complications

Theological difference between:

- I. **highly complicated, esoteric and abstract**
beliefs of theologians and religious scholars
- II. compared to less abstract, **simplistic beliefs**
of „masses”

(Boyer, 2005)



Spiritual intelligence

Variable based on **Spiritual Intelligence: The Ultimate Intelligence** by Danah Zohar and Danah Marschall, 2001

One of various explanations of human nature underlining **conflict of materialistic and dogmatic values** with **higher, spiritual needs**

(similar to Ken Wilber, Deepak Chopra, Rhonda Byrne etc)



Spirituality as intelligence - SQ

SQ is described as **superior to IQ** (useful in dealing with **formal, logical** enquiries) and **EQ** (useful when recognising and **dealing with emotions**) because:

SQ is based on **transpersonal modus of hiperthinking**, **transcending IQ** and **EQ** and enabling individuals to live **deeper, happier lives**

Spiritually intelligent people

Traits: flexibility (active and spontaneous adaptation); a high degree of self-awareness; the ability to face suffering and exploitation gained in the experience; the ability to endure pain and rise above the pain; sensitivity to inspiring visions and values; opposition to inflict unnecessary suffering; tendency to perceive the relationship between differing things (holistic approach); a strong need to ask questions like "Why?" "And then what?" and the search for definitive answers; independence of the environment, going beyond sawn trails



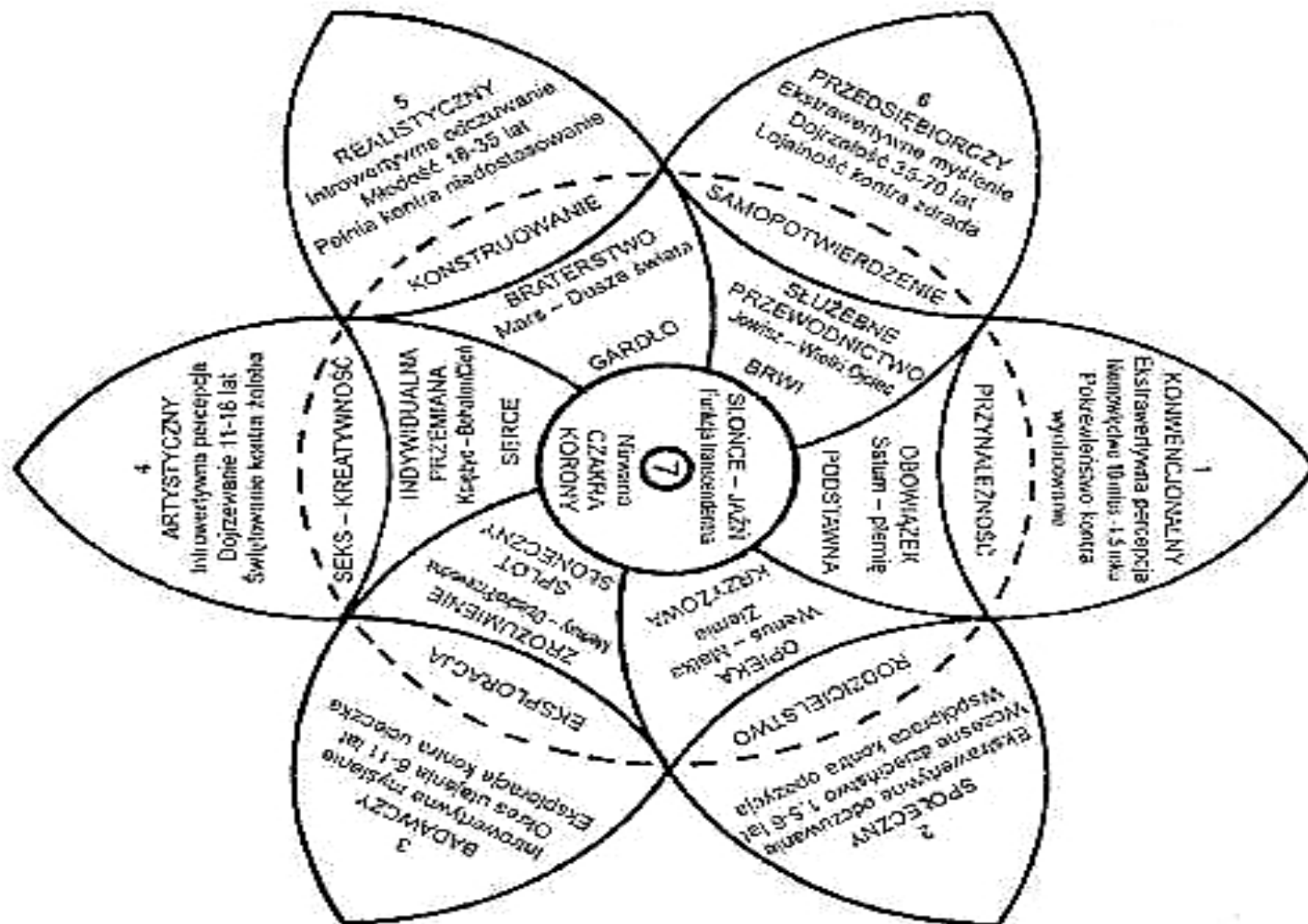
SQ - philosophical and physical basics

Critique of: newtonian/freudian atomism, determinism and objectivity; Enlightenment; dogmatic religions of premodern era (especially Catholicism) as suffocating and disabling spiritual progress

Glorification of: Eastern Religions, postmodernism, quantum mechanics as basis of consciousness, holistic approach to cognition, Jungian archetypes, Holland typology etc

SQ – The Lotus of The Self

Lotus Jazni



Empirical hypotheses based on theory:

1. Spiritual intelligence correlates negatively with mental mercantilism
2. Religiosity correlates negatively with mental mercantilism
3. Spirituality correlates negatively with mental mercantilism
4. Spiritual Intelligence correlates negatively with religiosity
5. Spiritual Intelligence correlates negatively with spirituality



Method

1. Participants

The actual survey covered a group of $N = 200$ people, 57 men and 143 women, aged 20 to 30 years. The average age was 22.9, standard deviation 1.4, the distribution of skewness equal to 1.02



Method

2. Measures

Kwestionariusz Przekonań o Świecie (version C) (Górnik-Durose, 2002)[Beliefs about the world questionnaire] – Mental Mercantillism

Kwestionariuszu SQ [SQ Questionnaire] – Spiritual Intelligence (tested in 2 pilot studies, adjusted from 51 items to 31, reliability – Cronbach's alpha = 0,83, item-total correlation – 0,15)

Kwestionariusza Samoopisu (Heszen-Niejodek, Gruszczyńska, 2004) [Self-report Questionnaire] - Religiousness and Spirituality



Method

3. Results

Correlation

Indicators of domination / factors	independent variables	Pearson correlation coefficients r
mercantilism mental	spiritual intelligence	-0,20
mercantile values	spiritual intelligence	0,33
humanistic values	spiritual intelligence	-0,27
Mercantile social relations	spiritual intelligence	-0,20
pragmatism decision	spiritual intelligence	0,25
internal motivation	Religiosity	-0,54
mercantile values	Religiosity	0,76
traditionalist values	Religiosity	0,16
humanistic values	Religiosity	0,15
internal motivation	Spirituality	-0,57
mercantile values	Spirituality	0,67
traditionalist values	Spirituality	0,27
humanistic values	Spirituality	0,14
Idealistic vision of the world	Spirituality	-0,23
Mercantile social relations	Spirituality	0,30
internal motivation	ethical sensitivity	-0,46
mercantile values	ethical sensitivity	-0,14
materialistic values	ethical sensitivity	0,36
traditionalist values	ethical sensitivity	0,32
humanistic values	ethical sensitivity	-0,36
Mercantile social relations	ethical sensitivity	-0,18
pragmatism decision	ethical sensitivity	0,47
internal motivation	ethical sensitivity	-0,14
mercantile self-presentation	ethical sensitivity	0,16
Abnegation	ethical sensitivity	-0,36
mercantilism mental	Harmony	-0,19
mercantile values	Harmony	0,15
traditionalist values	Harmony	0,18
humanistic values	Harmony	0,22
Idealistic vision of the world	Harmony	-0,16
Mercantile social relations	Harmonv	0,14

Multiple linear regression analysis of mercantilism

	β	Standard error β	B	Standard error B	t	p value	Molecular correlation	Semi-Molecular correlation
free term			5,53	1,53	3,62	0,000373		
spiritual intelligence	-0,04	0,08	-1,37	2,52	-0,54	0,586660	-0,04	-0,04
Religiosity	-0,11	0,07	-1,36	0,89	-1,56	0,121049	-0,11	-0,10
Harmony	-0,09	0,07	-1,86	1,51	-1,23	0,218821	-0,09	-0,08
Ethical sensitivity	-0,27	0,08	-6,46	1,93	-3,35	0,000968	-0,23	-0,22



Results summary

Correlations between religiosity and spiritual intelligence and materialism are in line with analyzed theories and doctrines, but **effect size regarding SQ relations with materialism was weaker than that of religiousness** (-0,21 to -0,35 Pearson's r and β = -0,09 and -0,32 respectively), while SQ and religiosity showed statistically significant positive correlations (r = 0,16), both findings contradicting SQ theory.

Results summary

Adjusted coefficient of determination r^2 of materialism variability explained by spiritual intelligence and religiousness found in the study value was lower than predicted by theories of SQ and religious doctrine ($R^2=0,12$), beta coefficients being in line with theory regarding negative effect of both independent variables, but not entirely when looking at effect size ($\beta=-0,04$ for SQ and $\beta=-0,11$ for religiousness))

Conclusions

This study showed that **although SQ and religiousness correlate negatively with materialism**, both variables relation with materialism is significantly weaker than that concluded from theories and doctrines

Secondly, this study found that **spiritual intelligence**, as described by Danah Zohar and Ian Marshall, is **not exactly opposite to western religiosity** represented by Catholic religion

Conclusions

Therefore **spiritual intelligence** could in fact be a **new type of religiosity**, an modern answer to market demand of Western **post-religious societies** desperate to “**believe in something**” or **Polish society**, described by many philosophers and researchers as not affected by post-modernistic though school, **prefers traditional, Judeo-Christian, pre-modernistic, forms of worship**



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