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(<sup>1</sup> , 450001) (<sup>2</sup> , 100080)

**摘要** 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。

**关键词** 自传体叙事;自我欺骗;动机型认知;自我提升;叙事认同

**分类号** B849:C91

1

(self-deception, self-deceit) (static puzzle), P  
(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) (intrapersonal) (von Hippel,  
: , E-mail: wuyh@pku.edu.cn

2011) Triver (1976)

“... (von Hippel, Shakarchi, & Lakin, 2003)

(Lu & Chang, 2011a, 2011b; Mead, Baumeister, Gino, Schweitzer, & Ariely, 2009; Mehl & Buchner, 2008; Trivers, 2009; von Hippel & Trivers, 2011)

(autobiographical narratives) (Currie, 2010)

2

2.1

White, 2011)

(Zahavi, 2005)

(Fernbach, Hagemayer, & Sloman, 2014)

(narrative distance)

(Andringa, 1996; Lothe, 2000)

(first-person perspective & third-person perspective, self-immersed perspective & self-distanced perspective) (Bedwell, Gallagher, Whitten, & Fiore, 2011; Gallagher & Cole, 2011; Kross, 2009)

(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,  
& Bagozzi, 2006; von Hippel & Trivers, 2011)

Festinger Carlsmith (1959)

(Balcetis, 2008; von Hippel & Trivers, 2011)

(Ward, 2013),

(Kurzban, 2010, 2011),

(Trope & Neter, 1994; von  
Hippel & Trivers, 2011)

### 3.2

(von Hippel & Trivers, 2011)

(Alicke & Sedikides, 2009; Chance,  
Gino, Norton, & Ariely, 2015)

(Epley & Whitchurch, 2008)

(Alicke &  
Sedikides, 2009)

(Sedikides, Gaertner, & Toguchi, 2003; Sedikides,  
Gaertner, & Vevea, 2005)

(Echarte et al.,  
2016)

(Chance  
et al., 2015)

(MacLeod & Saunders, 2008;  
Mazar, Amir, & Ariely, 2008)

(Ross, 1989),

(MacLeod &  
Saunders, 2008)

(Mazar et al., 2008)

1)

; 2)

3.3

Lauria (2016)

Damn (2009)

3005p€

Sahdra Thagard (2003)



- 2006) (Tsai, Levenson, & McCoy, 2006) “ ”, Q (Triandis, 2011), (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.
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