# An Examination of Time Extension, Delayed Gratification, and Correlates

Paul S. Goodman and Lawrence K. Williams
Graduate School of Business, University of Chicago, Chicago, Illinois
and Cornell University, Ithaca, New York

Time Extension, Delayed Gratification and their correlates were examined to extend recent findings on individual time perspective. This paper is drawn from a larger study on individual time perspective conducted with a managerial population (N = 149). Time Extension (TE) and Delayed Gratification (DG) were operationalized by two Likert-type scales which seem to exhibit appropriate reliability and validity coefficients.

Evidence for both a linear relationship (Levine et al., 1959), and a curvilinear relationship (Mischel, 1962) between TE and DG have been reported. Results from this study seem to support the linear hypothesis (Table 1).

Mischel's findings on the positive relationship between DG and trust were replicated and confirmed with a more direct measure of trust (Table 2). The negative relationship between TE and trust reported by Davids and Parenti (1958) was not supported. Differences in results may be attributed to the different operational measures. The Parenti study used a story completion technique which may elicit more temporal cues on the irreality level (Lewin, 1951) than the more structured technique employed in this study.

The positive association reported in other studies between the time perspective dimensions and perceived control over one's environment was confirmed.

Analysis of both TE and DG with age followed Jaques' proposition that managerial time perspective increases with age, with the rate of increase diminishing around middle age (Jaques, 1956). Only the TE-age relationship was supported. The lack of confirmation between DG and age was discussed in terms of a possible range restriction in the DG scale and/or in the population.

This paper attempts: 1) to clarify relationships (e.g., between TE and DG) where disagreement exists in the literature; 2) to extend the construct validity of both time perspective dimensions; and 3) to extend the representative validity of time perspective relationships reported in the literature.

TABLE 1

Tests for Linear and Nonlinear Trends
Between TE and DG

| Source | SS | df | MS | F |
|---|---|---|---|---|
| Between Groups | 1776.20 | 7 | 253.74 | 10.33* |
| Linear Regression | 1300.31 | 1 | 1300.31 | 52.96* |
| Deviations from Linearity | 475.89 | 6 | 79.31 | 3.23*[a] |
| Error | 3486.63 | 142 | 24.55 | |
| Total | 5162.83 | 149 | | |

* = $p < .01$. ** = $p < .05$. [a]No significant quadratic or cubic relationship appeared.

TABLE 2

Correlates of TE and DG

| | TE | DG |
|---|---|---|
| TE | -- | .50* |
| DG | .50* | -- |
| Trust | .38* | .33* |
| Perceived Control[a] | .36* | .48* |
| Activity-Passivity | .26* | .35* |
| Effort-Luck | .28* | .30* |
| Age[b] | .34* | -.03 |

[a]Multiple correlation of Activity-Passivity and Effort-Luck. [b]Educational level controlled

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