

THE HONG KONG POLYTECHNIC UNIVERSITY
DEPARTMENT OF MANAGEMENT & MARKETING
DEPARTMENTAL RESEARCH SEMINAR

**Is Money the Root of Evil:
Psychological Consequences of Money**

By

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Date: Monday, 24 October 2011

Time: 2:30 p.m. - 4:00 p.m.

Venue: M802

All interested are welcome

Is Money the Root of Evil: Psychological Consequences of Money

Abstract

Money has been shown to activate a self-sufficient orientation in which people value autonomy and prefer to be free of dependency. We predicted that money would lead people to become more selfish and be less attentive to others' emotional experience. Our data showed reminding people of the concept of money leads them to view their own, but not others' immoral behaviors as more acceptable. Furthermore, money reminders lead to increased intention of moral misconduct.

Zhansheng Chen is an assistant professor in Social Psychology at the University of Hong Kong. He received his B.S. in Applied Psychology from Beijing Normal University (Beijing, China) in 1999 and his PhD in Social Psychology at Purdue University in 2008.

He studies 1) social exclusion, 2) money, 3) crowdedness, and 4) objectification. He is interested in how these factors influence various psychological variables such as aggression, feeling of pain, and so on. Also, he investigates how these factors influence each other, for instance, whether objectification would increase desire for money; also whether money prime would lead to increase people's tendency of objectifying others.