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# EFFECTS OF THE NEED FOR COGNITIVE CLOSURE ON DECISION-MAKING STYLES IN DECISION-MAKING STYLES

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## RESUMEN

La necesidad de cierre cognitivo alude a un proceso dinámico que describe la motivación subyacente epistémica de sujetos en situaciones de incertidumbre que buscan alcanzar un umbral de información a fin de eliminar el malestar de la ambigüedad. La NCC se describe como un elemento que influye en la manipulación de la información, pudiendo distorsionar el contenido informativo y afectar en las decisiones que se realicen. Por otro lado, los estilos decisorios describen patrones cognitivos que realizan los sujetos al momento de decidir. Estos patrones cognitivos se basan en estrategias de codificación, almacenamiento, procesamiento y elección de la información. El presente trabajo de investigación intentó indagar acerca de la relación existente entre la Necesidad de Cierre cognitivo en los estilos decisorios en una muestra de 378 sujetos residentes en la República de Argentina. Se espera que los sujetos con mayor cierre cognitivo tendrían estilos decisorios intuitivos y evitativos. No obstante, los resultados extraídos del estudio contradicen la hipótesis presentada, mostrando correlaciones poco contundentes entre ambos constructos. Se sugiere para futuras investigaciones, un mayor control experimental para el desarrollo del estudio.

## Palabras clave

Cierre cognitivo - Estilos decisorios - Teoría epistémica laica - Cognición social

## ABSTRACT

### EFFECTS OF THE NEED FOR COGNITIVE CLOSURE ON DECISION-MAKING STYLES

The need for cognitive closure refers to a dynamic process that describes the underlying epistemic motivation of subjects in situations of uncertainty who seek to reach an information threshold in order to eliminate the discomfort of ambiguity. The NCC is described as an element that influences the manipulation of information, being able to distort the informative content and affect the decisions that are made. On the other hand, decision-making styles describe cognitive patterns that subjects carry out when deciding. These cognitive patterns are based on strategies for coding, storing, processing and choosing information. This research work tried to inquire about the relationship between the Need for Cognitive Closure in decision-making styles in a sample of 378 subjects residing in the Republic of Argentina. It is expected that the subjects with greater cogni-

tive closure would have intuitive and avoidant decision-making styles. However, the results obtained from the study contradict the hypothesis presented, showing weak correlations between both constructs. It is suggested for future research, a greater experimental control for the development of the study.

## Keywords

Cognitive closure - Decision making styles - Epistemic theory - Social cognition

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