



The Effects of Power Posing On Academic Test Performance

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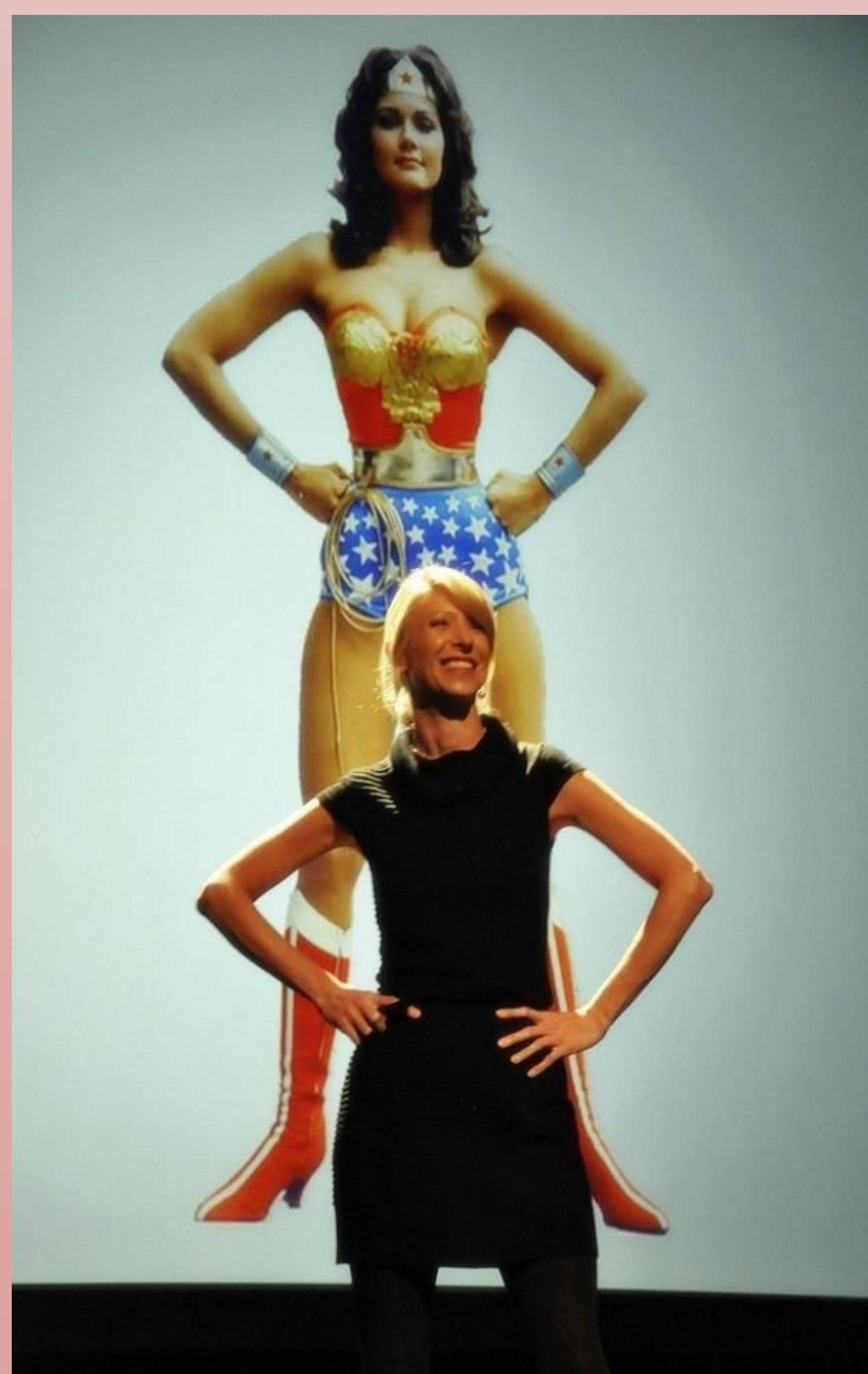


ABSTRACT

The current study examines the effects of *power posing* on test performance. Power posing is a nonverbal behavior where one assumes an open, expansive body posture that reflects confidence and dominance (Cuddy, Carney, Yap, & Wilmoth, 2015). It was expected that participants exercising preparatory power poses prior to a test would have a positive effect on test performance and self-efficacy. Academic Self-Efficacy was measured pre and post the testing phase. Test performance was determined from scores on the Raven's Matrices, a logic-based IQ test. Results showed no significant difference in either the Raven's test score or the Academic Self-Efficacy measure.

INTRODUCTION

- Researchers were interested in the idea that preparatory power poses could serve as a valuable tool in positively influencing test performance.

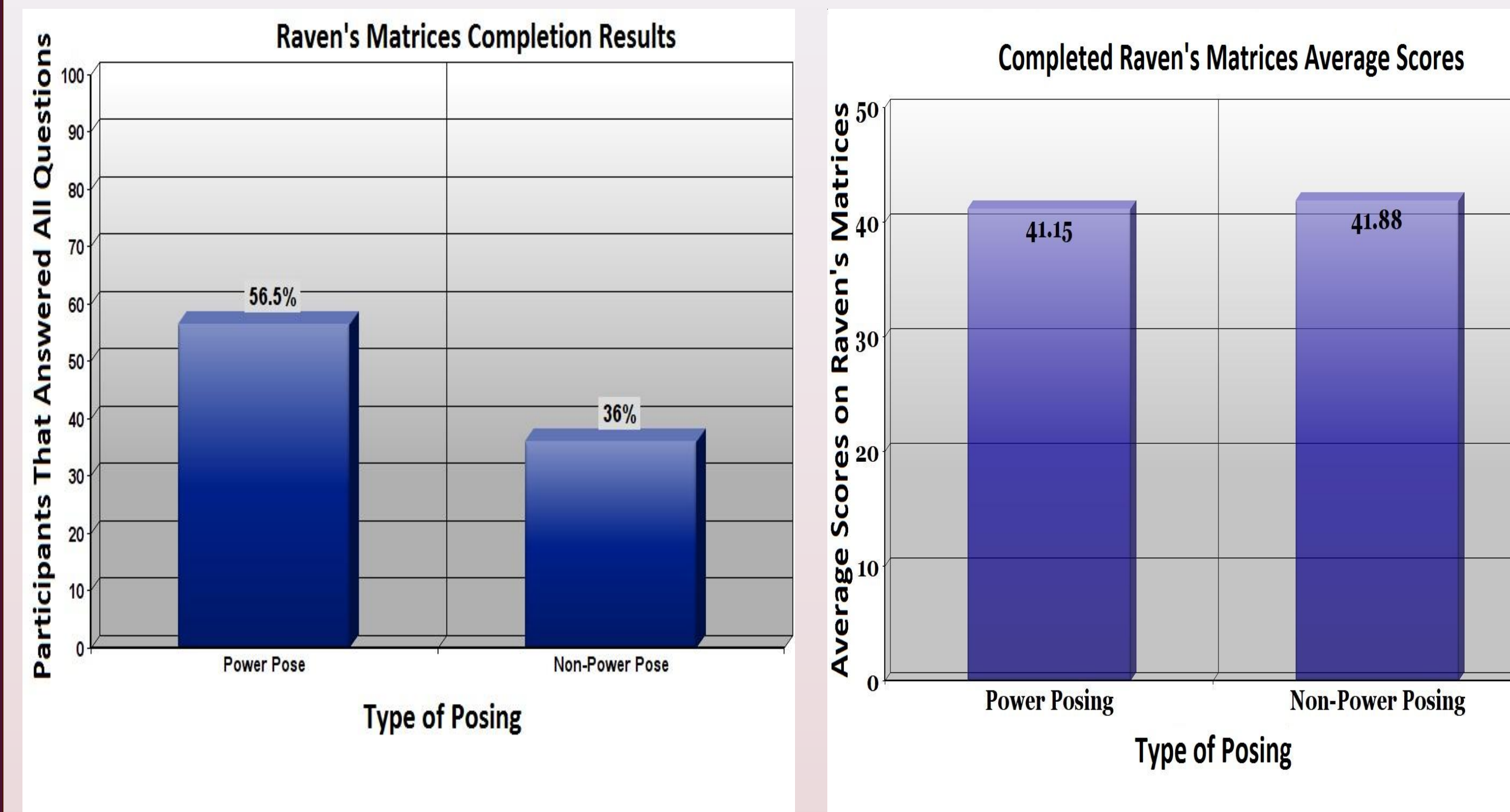


- It was predicted that the participants that enacted the preparatory power poses prior to a test would score higher on the test, than those participants who did not enact the power pose.
- The current hypothesis was based on previous research that suggested that enacting a power pose for two minutes, prior to a stressful event, would elevate confidence.

OBJECTIVES

Hypothesis: It was expected that enacting a power pose would improve test performance and self-efficacy.

RESULTS



- No significant results were found between the power pose group ($M = 37.65$, $SD = 7.54$) and the non-power pose group ($M = 35.52$, $SD = 7.07$)
- A significant positive correlation was found between the pre-test ($M = 28.97$, $SD = 3.99$) and post-test ($M = 29.37$, $SD = 3.99$) Academic Self-Efficacy measure ($r = .922$, $p < .01$)
- Significant results were observed with 56% of the power pose participants completing Raven's compared to the 36% of the non-power posing group

METHODS

Participants:

- $N = 48$
- 47% male and 52% female

Design:

- Between subjects design
- Independent Variable: Power Posing
 - ★ Level 1: Experimental (power posing)
 - ★ Level 2: Control (breathing)
- Dependent Variable: Test Performance
 - ★ measured by test score on the Raven's Matrices

Procedures:

- Participants completed the Academic Self-Efficacy measure pre and post the Raven's Matrices test form
- Experimental group power posed for 45 seconds
- Control group completed breathing exercise for 45 seconds
- Participants completed the Raven's Matrices test form followed by the Manipulation check questionnaire

DISCUSSION

- No significant difference was found (power posing did not have an impact on participants' test performance)
- Short duration as well as inaccurate power posing stance may have impacted results
- Results found floor effects
 - ★ participants selected the same wrong answer choice for the same 3 Raven's questions (D12, C8, E8)
 - ★ only 45% of the participants completed the Raven's test form
- Significant correlation ($r = .92$) was found between pre-test and post-test Academic Self-Efficacy measure
 - ★ suggests I.V. (power posing) had no significant impact

FUTURE RESEARCH

- Use a different measure (other than Raven's Matrices) to assess test performance
- Use a larger sample for the pilot test
- Increase duration of power pose (enact for at least 2 minutes)
- Provide visuals to ensure accurate demonstration of power posing

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