The present study explores the relations between regulatory focus and classic individual difference variables, represented by FFM personality traits (Costa & McCrae, 1992). It is hypothesized that
1. Promotion focus is related to and can be predicted by extraversion (E) and openness to experience (O).
2. Prevention focus is related to and can be predicted by neuroticism (N) and conscientiousness (C).

Participants
The sample comprised 86 participants, of whom 52 (60%) were women, with an average age of 21.8 (SD=1.37).

Measures
- NEO Five Factor Inventory (NEO-FFI) (Costa & McCrae) - Polish adaptation by Zawadzki, Strelau, Szczepaniak & Śliwińska (1998)
- Regulatory Foci Scale (RFS) (Fellner, Holler, Kirchler & Schabmann, 2007) - Polish adaptation by Bąk & Łaguna (in progress) with modification of scoring procedure: (1) promotion scale (items: 4, 6, 8) - α=0.68; (2) prevention scale (items: 2, 3, 7) - α=0.63
- Regulatory Foci Questionnaire (RFQ) (Higgins et. al, 2001) - Polish adaptation by Drogosz with modification of scoring procedure (W. Bąk): (1) promotion scale (items: 1, 7, 9, 10) - α=0.60; (2) prevention scale (items: 2, 4, 5, 6) - α=0.79

Summary
- Regulatory foci are significantly related to dimensions of five factor model.
- Pattern of relations is close to what was postulated, though not all predictions are confirmed.
- Dispositional promotion focus is best predicted by extraversion and neuroticism, while the role of openness and conscientiousness is unclear and needs further verification.
- Dispositional prevention focus is best predicted by conscientiousness.
- The relations between extraversion, agreeableness and prevention focus are probably caused by specificity of RFQ prevention items - all of them refer to memories of social interactions with parents in childhood.
- Significant difference of pattern of results between RFS and RFQ raises the question about validity of these instruments. Do they measure the same constructs and which one is closer to Higgins’ theory?

References

The study was part of a broader research project in which participated also: J. Adamiec, A. Chałubińska-Gonerko, S. Cieśla, T. Korulczyk, K. Kubica, E. Pałka, N. Zagrodzka, M. Zaleńska