

## **University-satisfaction and Self-satisfaction do not Always Contribute to Learning Motivation: A Moderating Effect of Extroversion**

1. Research Objective. Learning motivation is one of the most important factors for successful academic performance. Satisfaction with university has been assumed to contribute to learning motivation, and because self-confidence is psychologically related to motivation, student self-satisfaction can also improve learning motivation. It was predicted that the relationship between university/self-satisfaction and learning motivation was influenced by student personality and especially extroversion. Extroverted students tend to be more concerned with their social environment (e.g., friends, classmates, etc.), and therefore the level of satisfaction with the university and with themselves would have a weaker effect than for introverts who are more likely to rely on their own feelings. This study investigated the moderating effect of extroversion on the relationship between university/self-satisfaction and learning motivation. 2. Method and Results. Data were collected by questionnaire from 162 Japanese undergraduate students (48.8% male; mean age = 20.49 years). The regression analyses found a significant interaction effect of extroversion with university and self-satisfaction for learning engagement and demotivation. Both types of satisfaction were found to have a significant positive effect on learning engagement and negative effect on learning demotivation only for introverted students. 3. Conclusion and Discussion. Introverted students are less affected by the social environment, and are therefore more motivated when they can find an intrinsic value and develop self-confidence through the classes. However, extroverted students are good at building friend relationships, which then helps them improve their learning motivation even when they are not satisfied with or do not feel confident about the classes. These results suggested that universities need to employ different motivation strategies for extroverted and introverted student.