Impact of Communication Styles and Social Influence on Major Decisions and Emotional Well-being: A Review Article

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Abstract

Background: The crux of human life lies in making decisions from minor to major. However, one's positive development is highly contributed by interpersonal relationships with one's family, friends, and the surroundings which eventually altogether lead to collective decision making based on mutual choices, beliefs, and values about the social world. But sooner or later, a decision maker confronts a situation to set priorities for self and society both; meanwhile visualizing the consequences of a good or bad decision. This turmoil as a result of belongings observed in decision-making process suggests for literature to be reviewed in-order to understand the interaction of cognitive, emotional, meta-cognitive, neuro cognitive and other factors with the psycho-social realm. Objective: To analyze the historical and recent data on 'how one's way of communicating and influence by close relatives, peers, and other influencers knowingly or unknowingly impact one's major decisions related to career, habit formation, and relationships.' Conclusion: Critical evaluation of social cognition, social support together with communication styles affecting major decisions and emotional-wellbeing is discussed. Two reactions 'Rebel or Surrender' by people towards social influence is presented. The scope of exploratory questions synthesized from research gap is introduced.

Keywords: Social Cognition; Emotions; Major Decisions; Interpersonal Communication; Influence.

Introduction

"Be miserable. Or motivate yourself. Whatever has to be done, it's always your choice"– Wayne Dyer.

My decision to follow a conversational style of writing to give words to historical research work can be perceived differently. Why did I make this choice? What do you think? Is it a desire to prove non-conformity to speed up my potential? Is it a neurotic need to show superiority? Is it a drive to deliver my message to a layman who avoids academic research papers because of excessive use of jargons? What could be my reaction if I fail to influence the reader? How prepared am I to accept the failure? Am I ready to take responsibility of my own decision? Will I be able to manage my pain of being rejected? Why do I want to influence? Is social influence a survival need? Before we plan to study my intentions of making this decision, let us find out the answers of few easier questions. How many decisions have you taken till date? Do you remember all of them? Which decision made you feel proud? Which decision made you feel regret? Before you proceed with further reading, it would be best to write the answers of these questions on a sheet of paper. Will you do this mental effort to think about these questions?

Why do we prefer short-cuts?

How easy our life would have been if each beautiful thing had happened effortlessly. Perhaps that's why short cuts are used to lighten mental work to draw conclusions about the social world quickly. In other words, we call it heuristics (Kunda,1999). Each day begins with a decision. Sometimes we do careful analysis depending upon the expected goal and other times we make choices based on learned pattern or belief systems (Bodenhausen, 1988). Which dress to wear in a party? Which assignment to complete first? With whom shall I go for date? What to prepare for dinner? Which shoe to buy? We clear out such puzzles every day habitually without being consciously aware of it. Gigerenzer & Gaissmaier (2011) state that heuristics are efficient cognitive processes, conscious or unconscious, that ignore part of the information. And social cognition has some business with brain regions including medial prefrontal cortex (MPFC), superior temporal sulcus (STS), temporal parietal junction, and

precuneus among others, forming a connection with mental state inferences, impression formation, spontaneous trait inferences. Time required to solve these everyday questions is based on the surroundings.

Can surroundings be ignored?

"Life doesn't make any sense without interdependence. We need each other, and the sooner we learn that, the better for us all". Erik H. Erikson.

Why did I bring Erikson to answer this question? Because we feel ensured to find an evidence which supports our propositions. Though human intelligence is having an innate knowledge of interdependence which justifies our needs, yet it is great to be conformed by the systematic work of the concerned pioneers. Parents and Family, Peers and Neighbors, Schools and Mass Media in other words agents of socialization which accelerate growth and learning. Fulfillment of Human needs i.e. physiological, safety, love and belongingness, self-esteem and self-actualization are positively correlated with our surroundings. However, Erikson and Maslow have spread their views in two different plates, but we can perceive a sense of similarity in the context of human development. Maslow focused on individual motivation for personal growth whereas Erikson put emphasis on the external social factors which excites or inhibit development. That means happiness lies in positive development and development is highly contributed by interpersonal relationships with one's family and friends.

Can collective decision making and positive development walk together?

Why not? Certainly, it is determined by maturity, self -esteem of a given group and the environment. "The best years of your life are the ones in which you decide your problems are your own. You do not blame them on your mother, the ecology, or the president. You realize that you control your destiny." – Albert Ellis, pushed cognitive development by sharing the side-effects of irrational beliefs system in interpreting of an activating episode through ABC Model (A-activating event, B-belief, C-consequences). On the other hand, B. F. Skinner firmly believed in environmental conditioning stating that "I have to tell people that they are not responsible for their behavior. They are not creating it; they are not initiating anything. It is all formed somewhere else. That's an awful lot to relinquish". Lev S. Vygotsky, a developmental psychologist, uttered "Through others we become ourselves". Contrary to this, Rollo May existential psychologist focused on individual awareness claiming that "The opposite of courage in a society is not cowardice, it is conformity". Alfred Adler pointed out "It is always easier to fight for one's principles than to live up to them".

Are you confused? My motive to collect the opinions of various psychologists is not to confuse you, rather it is an effort to make you understand the importance of considering different perspectives to find clarity before determining a choice. Afterall psychosocial realm itself suggests an interaction of different psychological approaches to understand the association of cognitive, emotional, metacognitive, neurocognitive and other subjective factors towards decision making. However, the consequences of interactions of social participation, social communication, decision making and subjective emotions vary with person to person. How would it feel like to do team work with those whose schemas about the world are outdated? Though society has started opposing collective decision making. Philip Tetlock (2002) pointed out that participants in most laboratory studies on decision making don't feel accountable to others for the decisions they make. In contrast, our decision making in everyday life is strongly influenced by the social and cultural context in which we live. If the social context is important, accountability should influence decision making. Simonson and Staw (1992) in a study of sunk-cost effect (i.e. individuals who have invested effort, time, or money to a little tend to invest more resources in the hope of justifying), told participants that their decisions would be shared with other students and instructors (high-accountability condition), whereas others were told their decisions would be confidential (low accountability condition). Participants in the high-accountability condition were more likely to continue with their previously ineffective course of action and thus showed a stronger sunk-cost effect. This occurred because they experienced a greater need to justify their previous decisions. A comparative study of India and the United States investigated the high-low context communication constructs in terms of individualistic and collectivist values and self-construals.

As expected, Indians rated themselves as more collectivist, having more interdependent self-construals, and preferring silence and indirect communication than Americans (S. Kapoor et.al, 2003).

How to differentiate in between good or bad decision?

The best part of social cognition is common sense phenomenon. It will guide people to make sense of the people around. Based on social guidance and information about social world, it can be said that each decision will bring its consequences. An engineer decides to jump in arts, this may sound stupid to the bystander. Similarly, a Doctor wants to marry a home-maker, which may appear to be impractical decision according to family, friends and others. In both cases, their common action is breaking role expectancy and social order. What influenced these two characters to make this decision? Why did doctor avoided doctor to marry? Why engineer did not want to work as an engineer in spite of completing his degree successfully? It could be irritating to invest time to look for the answers of these assumed questions, because we make choices based on pleasant and unpleasant feelings at the moment. Indeed, many psychological scientists assume that the emotions are the dominant driver of the most meaningful decisions in life (e.g., Ekman 2007, Frijda 1988, Gilbert 2006, Keltner & Lerner 2010, Keltner et al 2014, Lazarus 1991, Loewenstein et al 2001, Scherer & Ekman 1984). Once the outcomes of our decisions actually occur, we often feel new emotions (e.g., elation, surprise, and regret, Coughlan & Connolly 2001, Mellers 2000, Zeelenberg et al 1998) that makes emotion and decision-making go hand in hand.

Will it be a good decision to say 'no' to close relatives?

"The supreme happiness of life is the conviction that we are loved". - Victor Hugo.

All close relationships share one common characteristics: interdependence. This term calls attention to an interpersonal association in which two people consistently influence each other's lives (Holmes, 2002). They often communicate their thoughts and emotions with one another and regularly engage in joint activities. Interdependence takes place across age groups and covering different kinds of interactions.

I feel guilty to say 'NO.' or Most times I find myself as a consequence of making a choice. I wonder whether my choice was the result of an impulse or my inability to be assertive towards social pressure. What internal questions may reach in your mind before saying 'No.'

a) Will it shutter the confidence of parents if I say 'No' to them?
b) If I say 'No,' will my friend feel hurt or rejected?
c) Will he think I am self-centered or at least cold-hearted?

How many types of communication styles are?

"Whatever words we utter should be chosen with care for people will hear them and be influenced by them for good or ill" – Budha.

Jackson and Smith have shown four patterns in communication i.e.

1. Assertive- bold and direct. You take no- nonsense approach.
2. Animated- enthusiastic and energetic. You make everything fun.
3. Attentive- Caring and Compassionate, you listen as much as you speak.
4. Accurate- Precise and detailed oriented, you are always on the ball.

Newton being influenced by Bourne (1995) wrote five styles. Passive Communication Style reminds me of the characters who have developed a pattern of avoiding expressing their opinions or feelings, protecting their rights, and identifying and meeting their needs. They believe in pleasing others to avoid conflict. They often feel anxious, depressed, resentful, confused as life is getting out of control. Aggressive Communication Style such communicators are generally not appreciated because of their commanding, criticizing, blaming and frustrating nature. This style is about winning – often at someone else's expense. An aggressive person behaves as if their needs are the most important, as though they have more rights, and have more to contribute than other people. They often feel superior, bossy and dominating. Passive Aggressive Communication Style users appear passive on the surface, but within he or she may feel powerless or stuck, building up a resentment that leads to seething or acting out in

subtle, indirect or secret ways. Most passive-aggressive communicators will mutter to themselves rather than confront a person or issue. They have difficulty in acknowledging their anger, use facial expressions that don't correlate with how they feel and even deny there is a problem. They often feel alienated. Manipulative Communication Style is scheming, calculating and shrewd. Manipulative communicators are skilled at influencing or controlling others to their own advantage. Their spoken words hide an underlying message, of which the other person may be totally unaware. They often feel envious and ingratiation. Assertive Communication Style is most wanted communication in which individuals clearly state their opinions and feelings, and firmly advocate for their rights and needs without violating the rights of others. These individuals value themselves, their time, and their emotional, spiritual, and physical needs and are strong advocates for themselves while being very respectful of the rights of others.

Analyzing the impact of one's communication style and influence by close relatives, peers, other influencers on one's career and emotional well-being.

Will it be helpful to rely upon parents for career selection?

An individual's exposure to the world of work begins in childhood. And world is full of influencers. Parents have consistently been reported as main source of positive and negative information both, followed by part time jobs, peers and others (Levine & Hoffner, 2006; Millward, Houston, Brown and Barrett, 2006). The role of the family in career development has been proposed by many theorists (Fan, Cheung, Leong, & Cheung, 2014; Hartung, Lewis, May, & Niles, 2002; Palos & Drobot, 2010). The family, especially, parents are known to implicitly or explicitly influence the decision-making of an adolescent. Do parents generalize their mental framework in the context of career decision making? Parenting schemas can be maladaptive because they are too rigid or simple, involve inappropriate content, or are dominated by negative affect. Azar, Nix & Makin-Byrd (2005) suggested to modify schemas to promote more optimal functional among parents. Alika & Henrietta (2012) designed to investigate the relationship between parental and peer group influence on career choice in engineering profession among adolescents. The results showed that there was no significant relationship between parental and peer group influence on career choice in engineering among adolescents. Earlier there was no awareness in gathering trustworthy career information (Julien, 1999). The first trigger of anxiety among parents and adolescents comes from career related conflicts. Parents unknowingly look for the reasons to inflict their kids on counselors believing that children and counselors would join hands together to do effective team work, Amatea, Daniels, Bringman, &Vandiver, 2004. Most people develop opinions after hearing words from other people. In which age do people really start thinking about career? Thoughtful tract to cross career barriers at initial stage of development produces positive effects on student's academic performance, college completion and professional development. Career counselors feel compelled to guide parents (Niles & Harris-Bowlsbey, 2005).

When do we begin to think about career?

Answer lies in the realization of need to develop identity. A person's identity develops as a consequence of the upbringing, personality, experiences. Individuals who have adequately resolved the conflicts inherent in the prior stages bring into adolescence (13-19) a growing sense of self-identity. Current thinking about vocational identity has been shaped primarily by Erik H. Erikson's theory of psychosexual development. Analyses revealed that the quality of family relationships (i.e., degree to which family members are encouraged to express feelings and problems) played a small, yet significant role in predicting career planning attitudes of adolescents (Hargrove, Inman & Crane, 2005).

Identity formation is a dynamic process of person–context interactions, and part of this context are parents, even in late adolescence. Parenting and identity formation are dynamically interlinked, and underscore that parents keep being an important source of socialization for their developing children, even in late adolescence (Beyers and Goossens, 2008).

Does thoughtful planning provide a route towards happy career?

"The strongest principle of life lies in human choice." – George Eliot, 19th century novelist. Students have started quitting obtaining a degree within their first year (Bradburn & Carroll, 2002).

Psychological distress can be the reason of career indecisiveness (Fouad et.al). Strictly adhering to well-planned career decision making for happiness is being criticized now-a-days (Savickas, 2011). As it is thought that life-circumstances brimming with new career opportunities with multiple dimensions may anytime open an exciting page of life (Gadassi, Gati & Dayan 2012). Our mind is always in motion which does not indicate cognitive deformity rather it is based on neural dependency of decision confidence that keep moving from one extreme end (low confidence) to another extreme end (high confidence) explained by Kiani et.al. Meta cognition appears to be graded and continuous in just the same manner as the underlying decision process. "Self-belief does not necessarily ensure success, but self-disbelief assuredly spawns failure". – Albert Bandura.

Who are the others' influencers in one's career development?

Entrepreneurship is a gift to students belonging to low-socio-economic background and whose parents are not entrepreneurs. Social Influence in this context is uplifting job opportunities (Easley & Wang, 2017). Flouri and Buchanan (2002) explored the impact of family, gender, age, socio-economic status (SES), career role models, academic motivation, and work-related skills. Arulmani (2012) in the cultural accommodation model also highlighted the importance of family in the career decision-making process in collectivist societies. 'Follow your heart but take your brain with you' Adler. Since the propaganda of following passion is in its full swing, transparency in temporary interest and passion is must. Integral emotions as bias, can degrade decision making. Once integral emotions attach themselves to decision targets, they become difficult to detach (Rozin et al, 1986). Prior reviews have described myriad ways in which integral emotion inputs to decision making, especially perceptually vivid ones, can override otherwise rational courses of action (Loewenstein et al 2001). Ana-Maria & Corina Ciolca (2014) supported in other words claiming that Choice of job satisfaction comes from a realistic career decision and a thorough grounding in this regard. Although family i.e. parents and other family members primarily geared and transformed the behavior of the children in multiple ways, however; peer influence is an asset for developing career opportunities and decision making among youth (Naz et.al, 2014).

Analyzing the impact of one's communication style and influence by close relatives, peers, other influencers on one's habits and emotional well-being.

Who is quicker in learning healthy habits through conformity and compliance?

"By exercising control over a few healthy habits, people can live longer, healthier lives, and slow the process of aging" - Bandura. Exercise habits of people are associated with one's own exercise habits, though this relationship may vary depending on perceived support. Attention should be paid to women's exercise habits, since they are less likely to exercise than men (Darlow & Xu, 2011). Contrary to this, females reported receiving greater support for their diet and exercise actions than did males. They reported getting more encouragement to exercise, practice good dietary habits, and watch their weight from friends and peers than did males. Gender differences in terms of composition of friends and peers also were found. Females received significantly higher levels of support for exercise, good dietary habits, weight loss, and higher criticisms about their exercise habits when their peer groups were at least half or mostly all male. By contrast, male students report their highest levels of support when their peers were mostly or all female (Gruber, 2008).

Which group runs faster in acquiring unhealthy habits through conformity and compliance?

Research has consistently shown that adolescent smoking is related to friends' smoking, yet smoking in the context of adolescent peer groups (friendship cliques) has been little studied. There was intraplaque homogeneity and interclude heterogeneity in current cigarette smoking, confirming that smokers tend to be in cliques with smokers and nonsmokers tend to be with nonsmokers (Ennett, Bauman & Koch, 1994). Emotion regulation dysfunctions are assumed to contribute to the development of tobacco addiction and relapses among smokers attempting to quit. Interestingly, changes in cigarette craving were positively associated with regulation of emotional arousal irrespective of emotional valence. These results suggest that heavy smokers are capable to regulate emotion via deliberate reappraisal and smokers' cigarette craving is associated with emotional arousal rather than emotional

valence (Langdan, et.al, 2015). Smoking habits and related attitudes were assessed in a sample of 4059 11- to 16-year-olds who also identified their best friends from among their fellow respondents. Subjects' responses were directly collated with those of their friends and indicated a clear covariation of smoking status (controlling for sex and age) as anticipated from previous research in which adolescents have been asked to report on the smoking habits of their friends. Such covariation, however, was not specific to smoking habits, but generalized to related measures of attitude and normative beliefs, alcohol use, health locus of control, school performance, spending habits and socio-economic status. Similarities on these other attributes were much the same, whether or not friends shared each other's' smoking habits (Eiser et.al, 1991). A study on college students based on Asch's classic paradigm of conformity showed that alcohol-marijuana users were less assertive and more compliant than "hard" drug users (Williams, Scott & Stout 1981).

How social influences control emotional and physical health?

A level of acceptance for the lack of activity performed was also expressed as were feelings of resentment and envy for those who maintained previous activity habits. Parenting and partner roles were considered most influential on PA-related behavior and were constructed in ways that had both positive and negative influences on activity performance. Parents, however, were empowered to construct strategies to resolve conflicts between social role performance and being active (Hamilton & White, 2010). Here, we focus on the influence of children and partners on the social habits of women at different stages of their lives and on synchronization within the family. One hundred and seventy-nine women participated in the study and were allocated into four groups: women without children, pregnant women without children, pregnant women with children, and non-pregnant mothers. This study suggests that children have a strong influence on their mother's lifestyle and sleep-wake rhythm, far beyond the first months of life, and that children are a more important social factor than the male partner (Leonhard & Randler, 2009)3.

How communication happens to be a weapon in controlling the learning of unhealthy habits?

"Fortunately, most human behavior is learned observationally through modeling from others". Bandura. Sometimes it may be unfortunate if peer pressure holds majority. Healthy communication style suggests an appropriate application of facts, feelings and figures, if available. Sending a convincing text with positive picture may change the mind of your friend to understand the reason of discomfort. Some people believe in using aggressive communication style by utilizing 'tit for tat' psychology. Getting the work done with aggressive communication is easy, if lethargy observed, but at later stage it starts projecting its negative impact in personal relations.

What if a persuader doesn't want to hear 'no'?

Some people find assertive communication as 'patience testing' especially before an aggressive person who is inducing you continuously. You deep down inside try to be firm at assertiveness, but part of you might murmur, saying, he wouldn't listen. Certainly, it depends upon age as well. Adolescents believed to have higher aggression which makes them straight-forward and honest, but many times they hurt one another out of aggressive communication style (Panisoara et. al). There is a strong need to create an orientation towards interpersonal communication for success in the future and for the formation of human society. Sometimes it becomes tedious to stabilize positive thinking while being critically aware of the environment. Power and Assertiveness don't complement each other most of the times. People are not bad. It is simple as with great power comes great emotional intelligence. Emotionally Intelligent people are highly assertive because assertiveness technically does not recommend a verbose, rather it demands management of anger and nervousness at the moment.

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Mother or father! who loves you more?

Such tricky questions should not be asked from kids, but we do. We are just in to communication pattern transferred from one generation to another. "If the parents speak in an opened and efficient way,

there are better chances to develop in young person's proper ideas and convictions" Cramaruc, in Panisoara, 2011 A newly borne baby does not comprehend academic world where most researchers are thinking about coming generation before their birth. To a child, the first beautiful memory is non-verbal communication with mother as both communicate and reinforce the action of one another (Murray& Trevarthen, 1986; Trevarthen 1993). There is even evidence that a mother's "baby talk" is "incredibly systematic and rhythmical" - much like that found in poetry and song lyrics (Miall & Dissanayake, 2004; Selim 2004). And father's role is required too. Contribution of father`s warmth and regulation are more significant for being satisfied with a family, than mother`s upbringing style (Todorovic, Matejevic, et al. 2012).

What is the probability of family planning in couples?

This qualitative study was conducted to explore the influence of social network on couples' intention to have their first child in urban society of Mashhad, Iran in 2011. Findings from data analysis demonstrated four major categories about social network's influence on couples' intention to have their first child including 1) perception of fertility relevant social network, 2) occurrence of various types of social influence, 3) subjective judgment to the benefits of social network and its fitness to personal life, and 4) couples' interaction with social network (Khadivzadeh et.al, 2013).

At person-level, personal socioeconomic status rather than national socioeconomic characteristics predicted individual parents' prioritization of child independence and obedience; higher social class predicted greater likelihood of endorsing independence and not endorsing obedience (Park & Lau, 2016). Adolescents' global agreement with parents and global beliefs about their obligation to obey predicted in adolescent.

What is the role of family in communication?

Family communication behavior and family beliefs about how family members should communicate with one another are closely related and combine to create family communication patterns in the context of conversation orientation and conformity orientation (Koerner, Anne, 2016). As a step-in learning more about aggressive communication in families, this study investigated the similarities between three aggressive communication traits (argumentativeness, assertiveness, and verbal aggressiveness) of young adults and their parents. Results showed that similarities existed between mothers and their daughters and sons for all three traits;

However, no significant relationships between fathers and their daughters and sons for the traits were found. (Martin & Anderson, 1997). A pilot study of 172 married couples reveals significant contrasts in patterns and degrees of communication and the efficacy of a measuring device for marital communication.

How communication styles influence relationships?

Elements differentiating between good and poor communication in couples are the handling of anger and of differences, tone of voice, understanding, good listening habits, and self-disclosure. Factors contributing to poor communication are nagging, conversational discourtesies, and uncommunicativeness. Findings are relevant for understanding components of healthy communication in marital interaction (Bienvenu, 1970). Eustice K. K. (2000) found that parenting aggressive communication style is related to the aggressive communication employed by the child in relation with his/her siblings. Myers (2009) examined sibling communication satisfaction, with a specific focus on interpersonal solidarity, individualized trust, and self-disclosure.

Results indicate that interpersonal solidarity is the largest predictor of sibling communication satisfaction, followed by individualized trust, and self-disclosure. Through a comparative study regarding communication styles of the students, Panisoara et.al, 2015, found girls to be more persuasive than boys. Harte (2009) found that the auditors with initially extreme attitudes were affected differently by a speaker's evidence than were those with initially neutral attitudes and suggests that the role which evidence plays in persuasion may be related to the particular "game" a communicator plays with his audience. "Power in Language" examines a variety of empirical studies, theoretical positions,

methodologies, and substantive issues as they pertain to the use of language for generating influence and control, Hung et.al (1993).

Williams & Warshal (1981) examined the relationship between the assertiveness, conformity, and internal-external locus of control of 30 university students who were exposed to a series of 10 conformity tasks based on Asch's classic paradigm. One-way analyses of variance revealed that high-conformity students were less assertive than low-conformity students. No differences in students' locus of control were found.

How unhealthy relationships disrupt communication styles?

What could be the emotional health of a person who is suffering from heart issues. Changing social structure has also motivated women aggressiveness as if we are subconsciously trying to take revenge from men for the sake of personal identity.

As a consequence of this, emotional well-being of young generation going down. On the other hand, relationship of women in low social economic status is still same. Rudd et.al (1994) selected 115 abused women who were seeking refuge from abusive spouses in temporary shelters for battered women. The results suggested that battered women most frequently reported using indirect strategies. Aversive Stimulation (i.e., pouting sulking, crying) and ingratiation (i.e., manipulation in the form of affection or favor-doing) were the top two strategies reported.

Conclusion

A big pack of books are being written to aid students, budding professionals as if communication style has never been taught to us., Let me pen down my understanding of communications styles together with social influence.

"Most people don't mean what they say, but what they say ultimately that matters the most".

This proposition reflects different meanings of social communication. Firstly, people expect responsibility from others to use words carefully. Secondly, people are aware of the sarcastic humor and spontaneous dialogues passed unintentionally. Thirdly, people many times believe and make commitments based on what they hear from people.

"Two reactions of Robots: Rebel or Surrender".

Yes! I have employed a sarcastic expression to denote the togetherness of social influence and individual factors. We influence others and get influenced knowingly or Unknowingly. What matters the most is the impact! What could be the psyche of a person who realized the value of decision making at later age. Some people get benefitted having the privilege of social influencers with social support and they learn to surrender happily towards society and some feel exploited.

Those who feel exploited and become victim of society, get conditioned to ignore the guidance of society in future. It is hard to estimate the amount of impact people feel being influenced by social influence tactics. After making a wrong choice, people can recall the memories what triggered them to make a choice as metacognition theory suggests, But attribution theory being supported by psychoanalytic perspective strongly supports the repression of painful memories, as people conveniently find a defense and or in other words attribute the reasons of their failure to external events. More work is required in training of emotional intelligence. As we take hard time to manage the negative impact of making a wrong choice.

Probably, we have not learned to be positive while being critically aware of the surroundings and mutual needs. It invites an open invitation research to do more work in to this domain to fathom the truth. I suggest a comprehensive exploratory research model on 'the impact of interplay between communication styles, social influences affecting one's major decisions and emotional well-being', by the virtue of it, wise decision-making and social maturity may be enhanced.

"Immaturity is most perceived but a least realized". Bhawna Suri.

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