The International Journal of INDIAN PSYCHOLOGY

Research Paper

A Qualitative Study: An Inquiry into Young Adults' Decision Making in Collectivistic Culture

Krupa Dinah Mathews[1]*

ABSTRACT

Decision-making involves making a choice from amongst various alternatives. Decisions that have several alternatives reveal more difficulties for individuals and this situation causes stress. Young people in a collectivistic culture take longer to achieve economic and psychological autonomy and early adulthood experiences vary greatly by gender, race, ethnicity and social class. Learning to make decisions, experiencing related positive and negative consequences, and learning from these outcomes is an important developmental task. In the present study which is titled, 'An Inquiry into Decision Making of young adults', an attempt is made to understand young adult college students' decision-making abilities, the difficulties faced by them, the factors that they consider as important while taking decisions and the role played by their families in decision-making. Due to the exploratory nature of the study, the investigator has opted not to propose any explicit hypotheses. The study is qualitative in nature. Cross sectional single group design has been used. 20 students- 10 males and 10 female between the ages 17 and 20 were included in the study. The method of purposive sampling was used. The study was carried out in two phases - Pilot phase and Main Phase. A semi-structured interview schedule was developed by the researcher in both phases. Based on the objectives of the study, questions were formulated by the researcher. The participants were interviewed, audio-taped and transcribed. The interview transcripts were analyzed using thematic analysis. Initial codes were generated from these transcripts. Broader themes were identified from these codes. After the initial identification of the themes, the themes were refined by the researcher. The emergent themes in the study indicate that both males and females consider themselves capable of taking decisions on their own. But these young adults feel difficulty in taking autonomous decisions due to conflict between need for autonomy and the need for affiliation. They resolve this conflict by affiliating to their family members and seek their support in decision making. This study provides a scope for developing intervention and theoretical model based on decision making in young adults in collectivistic culture.

Keywords: *Decision Making, Qualitative Study, Thematic Analysis, Young Adults, Collectivistic Culture*

[1] Assistant Professor, Department of psychology, Kristu Jyoti College of Management and Technology, Kottayam, Kerala, India
*Corresponding Author

A Qualitative Study: An Inquiry into Young Adults' Decision Making in Collectivistic Culture

Decision-making is a cognitive process which involves making a choice from amongst various alternatives. Decision making is influenced by various factors such as emotions, personal preferences, values and goals. In addition to individual differences, different cultural values, social facilities and attitudes may also influence decision making behaviors (Yi & Park, 2003). Decision-making activities are universal processes and the strategies used by an individual in different cultures may vary (Mann et. al., 1998). Every decision has an outcome which can be positive or negative and involves risk. When deciding which choice to be made, individual must weigh the pros and cons each choice and come to a decision that maximizes his profits and minimizes his loss. Every decision making process produces a final option, which may or may not prompt action.

Young adulthood is a time period of frequent change and exploration that covers many aspects of their life: home, family, work, school, resources and role. When compared to past, today, the process of becoming an adult is more gradual and varied. Young people take longer to achieve economic and psychological autonomy and early adulthood experiences vary greatly by gender, race, ethnicity and social class. These young adulthood changes result in a more adult-like appearance, an increased ability to think abstractly, greater need for autonomy and independence, increased social and peer comparison, and greater peer affiliation. In general, with some cultural variation, young adults are afforded opportunities to make decisions in a wide range of areas such as friendship, academics, extracurricular involvement, and consumer choices. Simultaneously, their ability to make competent decisions is sometimes called into question because young adulthood is also often a time of engagement in risky behaviors, such as drug abuse or engaging in risky sexual activity.

There are several models explaining decision making process. One model known as conflict model of decision making was proposed by Janis and Mann (1977). According to this model, making decisions may generate psychological stress. The excess or absence of this stress eventually become as a major determinant of the subjects failure to make a good decision. The stress can stem from at least two sources, first one is the concern about one's personal, social, and material losses that may incur by choosing any alternatives; and the concern for losing reputation and self-esteem if a wrong decision is made. The way stress is managed in a potentially threatening situation can be conceptualized as a decision making style. Young adults often realize that there are many ways to view a situation as they mature in their style of thinking. When young adults reach this point, they are able seek out advice from others and weigh the options given to them. They can also begin to consider consequences that may result from their given decision (Russell & Bakken, 2002). When young adults rely solely on outside advice, however, they exhibit a lack of autonomy because they are not evaluating their own thoughts and opinions; rather, they are depending on external counsel in making decisions.

There are cultural variations in young adult's decision-making or decision-making processing. However, there is racial, ethnic, and cultural variation in certain areas of psychosocial development known to influence decision-making capacities, such as autonomy, orientation to the future, and values for academic achievement. Young adults simply have less experience with and knowledge about making decisions than do adults. Thus, young adults have fewer opportunities to receive feedback, whether positive or negative, for the choices they have made. Experience with and knowledge about choices and obtaining feedback from decisions is especially important when one considers that perceptions of risks and benefits play a crucial role in decision making.

Collectivistic culture gives importance to family while taking decisions. Here individuals are not seen as a separate unit but rather they are considered as the part and parcel of a larger group. People are interdependent in a collectivistic culture. So, they have less opportunity to take autonomous decisions especially among young adolescence. A person's role and experiences within the group context defines a person's identity in a collectivistic society. The person is seen as a locus of shared biographies instead of considering him/her as an individual. Thus, the person is defined by his/her relationship. In western culture, young adults are more of independent in every sense especially for making decisions in their present and future life. And it is important to know how young adults in our culture navigate their decisions and to know their own perception of decision making ability. It is inevitable to explore the subjective perception of young adult's decision making ability and the factors that they consider while taking decisions. Therefore, one can encourage young adults to make conscious decision that encompass their goals, relationship desires and other developmental needs.

METHODOLOGY

Sample

The sample comprised of twenty young adults. In the study there were ten males and ten females between the ages 17 and 20 were included. The young adults were college students. The method of purposive sampling was used.

Instruments

The study was qualitative in nature. A semi structured interview was used to collect the data. The questions included in the interview were as follows:
1. Can you tell about the broad areas in your life in which you have taken decisions?
   ➢ How would you categorize these based on complexity?
   ➢ And how would you do that?
   ➢ Have you ever encountered with situations that demanded bigger decisions in life?
   ➢ How about decisions regarding your daily life activities?
2. Which all factors do you consider while taking decisions?
   ➢ What comes to your mind while taking decisions?
   ➢ What do you think about?
   ➢ Do you seek help while taking decisions?
3. How difficult is it for you to take decisions?
   ➢ What are some difficulties you have faced while taking decisions?
   ➢ Can you think of any conflicts that you have had to encounter in the past?
   ➢ What would you do when you are faced with a difficulty?
4. How does your family respond to you in situations of decision-making?
   ➢ Does anyone in the family play a major role?
   ➢ Do you experience conflicts with your family members?
   ➢ Are family members supportive?
   ➢ How does your family intervene in your sibling's case in taking decisions?
   ➢ Are there clashes within the family while taking decisions?
   ➢ What expectations does your family have regarding your future? Does this match with your decisions/plans regarding your future?
5. How would you describe your overall ability to take decisions?
6. What is your opinion about involving family for taking decisions in a youngster's life?

Procedure

The study was carried out in two phases - Pilot phase and Main Phase. In the pilot phase semi-structured interview schedule was developed by the researcher in this phase. Based on the objectives of the study, questions were formulated by the researcher. The areas covered were: Young adults' perceptions of their decision making ability, factors that they consider while making decision, difficulties they encounter during decision making process and the role of family in decision making. The questions were finalized and it contained four questions and its corresponding probes were included relating to the areas mentioned. Six female college students were interviewed. The interviews were audio taped and transcribed. The transcripts were analyzed by the researcher. The following inferences were made such as the topic was very relevant to this age group as the participants were found talking at length about their experiences and difficulties and the questions that were used in the pilot interview provided scope for eliciting relevant responses. In the main phase the semi structured interview guide was modified by adding a few more questions. The participants were interviewed and audio-taped after seeking the consent from the participants. The audio-recorded interviews were transcribed in a verbatim format. The interview transcripts were analyzed using thematic analysis (Braun and Clarke, 2006). This involved coding of themes emerging from the transcripts and analysis of the content and frequency of the emergent themes. This study followed the guidelines proposed by Braun and Clarke (2006) for thematic analysis. The guidelines suggest six discrete steps for analysis such Familiarizing oneself with the data, Generating initial code, Searching for themes, Reviewing themes, Defining and naming themes, Producing the report. In the present study after the initial identification of the themes, the themes were refined by the researcher. The study was conducted by strictly providing ethical considerations to the participants. The participants were explained with general outline of study in terms of aims and objectives, they were assured of confidentiality, they were informed of no direct benefit for participating in the study and participants were informed of the option to discontinue from the study at any time.

RESULTS AND DISCUSSION

'An Inquiry into Decision Making of Young Adult College Students in collectivistic culture' is an exploratory study conducted to explore and understand the decision making of college students, their perception of their ability in decision making, the factors they consider while taking decisions and the role of family in taking decisions. The research design adopted is a cross sectional single group using qualitative method. No hypothesis has been formulated due to the exploratory nature of the study. A total of 20 which includes both male and female college students between the ages 17 and 20 from the different states of India comprise the sample. Due to the nature of the study, a method of a semi-structured interview (prepared by the researcher) comprising 6 questions and appropriate probes under each question. Purposive sampling was used to include the participants of the study. The description of the sample is given in the table 4.1.

Table 4.1 Summary of socio-demographic profiles of the participants

SN	Name	Age	Gender	Course	Birth order	No. of siblings	State	Occupation of father	Occupation of mother
1	J.N	19	Male	BA. Economics	2	2	Kerala	Hotel staff	House wife
2	S.J	18	Male	B.com	1	2	Tamil Nadu	Carpenter	House wife
3	M.N	20	Male	B.com	2	3	Karnataka	Teacher	accountant
4	A.J	19	Male	BSc.Physics	1	2	Bihar	Driver	House wife
5	V.V	20	Male	B.com	2	2	Kerala	Driver	House wife
6	J.B	19	Male	BSc Geology	2	2	Maharashtra	Police	House wife

7	A.A	18	Male	B.com	2	2	Andrapradesh	Business	House wife
8	S.K	19	Male	BSc Physics	2	2	Tamil nadu	Dance master	House wife
9	S.B	20	Male	BSc Chemistry	1	2	Kerala	Farmer	Hotel worker
10	S.Q	19	Male	BA Malayalam	3	4	Rajasthan	Hotel	House wife
11	R.N	19	Female	BSc chemistry	1	2	Gujarat	_	House wife
12	S.N	19	Female	BA History	1	2	Assam	Contractor	Housewife
13	K.T	18	Female	BA History	1	2	Assam	Business	Office staff
14	S.L	20	Female	BSc Chemistry	1	3	TamilNadu	_	Chef
15	HD	19	Female	Bsc Zoology	2	2	Lakshadeep	supervisor	Teacher
16	A.N	18	Female	BA Economics	2	2	Lakshadeep	teacher	Housewife
17	S.T	20	Female	BA English	1	2	Kerala	Ofc. staff	Housewife
18	D.L	19	Female	BSC Zoology	2	2	Assam	manager	House wife
19	N.J	20	Female	BSc Geography	4	4	West bengal	Retd.officer	House wife
20	A.L	19	Female	BSc Chemistry	2	3	Bihar	Ofc.staff	Housewife

The interviews were transcribed in verbatim format. The researcher generated a few codes that represent some features in the data that match with the objectives of the study. The excerpts from the interviews that led to the generation of codes and the codes have been discussed. The presence of some common patterns among these codes has led to the identification of certain themes which have also been presented and discussed in the sections below:

Nature and Type of Decisions Taken by the Young Adults
Table 4.2 Interview excerpts and codes - Type of Decisions Taken by Males

EXCERPTS	CODES
1. 'It was my own decision regarding the course I chose' 2. 'Whether to continue studies was my own decision…' 3. 'I have decided to do a film course after this…'	Independently taken decisions regarding academics
1. 'I have my own plans regarding the future career'	Independently made plans regarding career

Table 4.3 Interview Excerpts and Codes - Type of Decisions Taken By Females

EXCERPTS	CODES
1. 'I take only simple decisions like the course I chose' 2. 'It was my own decision regarding the course I chose…' 3. 'Decisions regarding academics are simple I took them'	Independent decisions regarding academics

The table 4.2 and table 4.3 indicate the type of decisions taken by males and females respectively. The codes identified for both males and females in relation to the type of decisions they have taken so far, include decisions regarding academics. For a young adult, making a choice regarding which course to pursue at higher education level is a significant milestone. This decision can usually be made after making a thorough inquiry about various

aspects about self and the environment. Some of the factors to be considered while taking this decision include one's interest, preferences, aptitudes and personal styles. In addition, information regarding the courses, their availability, the admission criteria, all have to be gathered.

Table 4.4 Interview excerpts and codes- Simple and Complex Decisions (Males)

EXCERPTS	CODES
1. 'The course that I chose is considered as the biggest decision in my life…' 2. 'The decision to continue my studies after 12th standard was a bigger decision' 3. '…which course to choose and the college were my biggest decisions' 4. 'I was really confused regarding the course to select, and I took my own decision regarding course, so this would be my biggest decision that I made by my own'.	Decisions related to academics as bigger/complex decisions
1. 'Some big decision that I took is I have already decided and have some plans regarding my career…' 2. 'I am decided to be a film director and that is one of my biggest decision'	Decisions related to career as complex decision

From the table 4.4 Interview excerpts and codes- Simple and Complex Decisions (Males) two codes have been identified for the young males' perceptions of simplicity/complexity of decisions based on the interview excerpts. They consider decisions related to academics and career as complex decisions in their life. Four participants reported that they perceive decisions related to academics as being bigger or complex and two of them reported decisions related to career as being complex.

The decision regarding choice of course influences many of the other pivotal future life paths. This is especially true in the case of young adult males. Male college students really feel the weight of their choice as this decision leads them to a career, which is the eventual source from which they would draw their identity.

Decisions and plans regarding a career are also part of a milestone at this stage of life. Here, the young males have made plans regarding their future career choices and they feel that this is a complex decision. The major life decision for men is considered to be the choice of vocation with all their energies and resources focused on to achieve the same. It will be tough for men to feel fulfilled and happy when their careers aren't going well even if everything else is going fine. So decisions regarding a course or a career are considered as complex decisions in the lives of young college students.

Table 4.5 Interview excerpts and codes- Simple and Complex Decisions (Females)

EXCERPTS	CODES
1. 'I take only simple decisions in my life…' 2. 'My parents take big decisions for me and it was my own decision regarding the course, which are not something difficult to choose…' 3. 'I take simple decisions like course, career etc…'	Decisions related to academics as simple decisions
1. 'I haven't yet decided big decisions like marriage	

and all because I think it's better to let them decide…' 2. 'I take simple decisions but not complex ones like choosing a life partner…' 3. 'It is necessary to get parent's support while making big decisions like marriage' 4. 'getting family support while taking complex decisions like decisions related to our personal life is important'	Decision related to marriage/others as complex

From the table 4.5 Interview excerpts and codes- Simple and Complex Decisions (Females) two codes have been identified for perception of simplicity/complexity of decisions for young female college students. They have considered decisions related to academics as simple and easy-to-take whereas decisions regarding marriage and others were considered as being complex and difficult-to-take decisions. Three students referred to academic-related decisions as being simple and four of them felt that decisions related to marriage (personal life) are complex.

As far as a young female is concerned, making a choice regarding marriage is significant. Marrying off a daughter is more a collective responsibility and family affair than a personal one for a female. The social expectations regarding young females in our society is that she conforms to standards set by parents and others as far as this major life decision is concerned. Choice of academics is considered to be a simpler task as far as decision-making is concerned by the females themselves as this is only a matter of being a means to a larger end. Taking up a good course of study and qualifying in the same only makes the young female a desirable candidate in the marriage market.

After analyzing the codes in this section regarding nature and type of decisions taken by young males and females, certain themes have emerged:
1. Both males and females consider themselves capable of taking decisions on their own when it comes to academic activities or choices.
2. Males and females differ in their perception of simplicity/complexity of decisions. For males, making the decision regarding academics and career is a complex one, whereas for females this is a simple decision. Females consider decisions regarding marriage as being com In this section codes related to factors that influence young males while taking decisions have been presented. Personal interest, practicability of decisions, consequences of choice, parents' opinions and parents' approval are the codes identified.

Factors that influence Adults' Decision-making
Table 4.6 Interview excerpts and codes – Factors that influence Young Males' decision-making

EXCERPTS	CODES
1. 'I give importance to my interest first while taking decisions' 2. 'I consider my own interest as important while taking decision…'	Personal interest
1. 'While taking decision I think of whether it is practically possible or not' 2. 'I take decisions only if it can be done by myself'	Practicability

1. 'I take decisions mostly that have less consequences' 2. 'I like to take less risky decisions because of the consequences that results' 3. 'I consider the consequences of my choice first…'	Consequences of choice
1. 'While taking decision I ask for parent's opinion first…' 2. 'I ask for parent's suggestions while taking decision and I consider that'	Parent's opinion
1. 'I give importance to parent's approval and family support…' 2. 'It is better to get approval from parents while taking decisions…'	Parent's approval

In this section codes related to factors that influence young males while taking decisions have been presented. Personal interest, practicability of decisions, consequences of choice, parents' opinions and parents' approval are the codes identified.

The table 4.6 indicates Interview excerpts and codes – Factors that influence Young Males' decision-making. Two of the male participants reported that they consider their own interest as the main factor while taking decisions. The participants in the study are in the age group 18-20 years, which means that they are just out of their teenage years. This is the most self-focused period in a person's life where individuals are attempting to build their own characteristic identity. Decisions taken in this stage are mostly guided by own interests, goals set by oneself and the expectations one has about future life.

Two of them have considered practicability and three of them, consequences of choice as the factors that influence them while taking decisions. Young adults' brains are capable of complex cognitive processes. When seen from a Piagetian perspective, they are individuals capable of formal operations, which include an understanding of both hypothetical and real world problems. Fantasy and illogical thinking is replaced by more practical modes and analytical ways of thinking at this stage. Hence, individuals base their decisions and problem-solving on viable plans.

Parents' opinions was considered as an important factor by two participants and other two participants considered parents' approval as an important factor while taking decisions. Developmental processes of individuals in collectivistic societies like ours are mostly influenced by social norms. Even the most personal experiences of individuals are made a familial issue and everybody has a say when it comes to making crucial decisions. Though young adults are trying to make a mark of their own, they are pulled by sources from within the family to adhere to norms dictated by them. In our culture, young adults are faced with unabated pressures from their families to conform. In the end they tend to cease making an effort and admit defeat. For some, getting parents' suggestions is important whereas for some approval is a matter of concern.

Table 4.7 Interview excerpts and codes – Factors that influence Young Females' decision-making

EXCERPTS	CODES
1. 'I give importance to my parent's interest while making decisions' 2. 'I take decisions depends upon my parent's interest and I consider their approval' 3. 'I think parent's approval is an important factor in taking decisions so that risk will be less' 4. ' I consider my family's support and their interest in taking decisions' 5. 'I take decisions based on whether my decisions are favorable for others or not'	Parent's interest and family approval
1. 'I think of the consequences before taking a decision' 2. 'I consider what will happen if I take this decision, whether it will affect me in a positive or negative way'	Consequences of choice
• 'I consider whether I can make my decisions possible in a practical way…'	Practicability

The table 4.7 indicates Interview excerpts and codes – Factors that influence Young Females' decision-making. Here, codes identified in relation to factors that influence young females' decisions have been presented. For five participants, parents' interests and family approval are factors that are considered important. Others have mentioned both practicability of the decision and consequences of the choice they make as factors worthy of consideration.

After analyzing the codes in this section regarding factors that influence young males' and females' decision-making, the following are the themes:

1. Young adults, irrespective of gender are attempting to establish a sense of identity by considering personal interests, making objective choices that are informed by viable considerations. They are also confident about what should inform them when they make decisions.
2. Young males and females want to be perceived as adults with capable decision-making skills, at the same time they also want to remain an affiliated member of the family i.e. these young people have skills but at the same time they desire support and guidance from their parents.

Difficulty in Decision-making
Table 4.8 Interview excerpts and codes – Difficulty in taking decisions (Young Males)

EXCERPTS	CODES
1. 'I feel difficulty in taking decisions because my decisions end up in a wrong way' 2. 'it's difficult for me to take decisions because I fear failure' 3. 'most of the decisions I took have failed so I feel difficulty in taking decisions' 4. 'yes, it is hard for me to take decisions by my own because I feel like it will be a failure'	Difficulty due to fear of failure

The table 4.8 indicates Interview excerpts and codes – Difficulty in taking decisions (Young Males). The code identified for difficulty in decision-making for young males is fear of

failure. Some participants have considered this as being important as they have encountered failure at least twice in their life and some others have fear of possible future failure. They feel that this not only interferes with their ability to take decisions but also pulls them back from taking decisions.

Table 4.9 Interview excerpts and codes – Difficulty in taking decisions (Young females)

EXCERPTS	CODES
1. 'I don't think am able to take decisions because I don't know what is right and wrong' 2. 'I can't make decisions because of conflict between two choices and I don't know which one is right' 3. 'it is difficult to make decisions by my own because of inability to choose between right and wrong' 4. 'I feel difficulty when two choices are there, don't know which one is right	Inability to distinguish between right and wrong
1. 'I think I don't have the ability to take decisions because parents says like what I chose is wrong' 2. 'I am not able to take decisions by my own because my friends say that my decisions are so stupid…'	Fear of judgment
• 'I feel difficulty to take decision because I consider parent's opinions that doesn't match with mine' • 'it is difficult to take decisions by my own because I need to get my parent's approval'	Importance to parents' opinion and approval
• 'it is hard for me to take decisions because I will delay up things to do it later and also I have laziness'	Procrastination
• 'sometimes I feel that my decisions will fail and parents are right, so it is hard to take decisions'	Fear of failure

The table 4.9 indicates Interview excerpts and codes – Difficulty in taking decisions (Young females). The codes identified for difficulty in decision-making for young females are inability to distinguish between right and wrong, fear of judgment from others, fear whether there would be parental approval, procrastination and fear of failure leading to lack of approval.

Lack of opportunities to have involved in decision-making could lead to a sense of inadequacy among young adults. The socialization experiences that young females undergo make them think less of themselves. Parental approval and support prove to be essential sources of one's self-esteem too. Fear of failure could lead some to even delay the process of making a choice or it could be simply because they are not yet ready to be committed to a choice (Marcia).

After analyzing the codes in this section regarding young males' and females' difficulties in decision-making, the themes that emerge are:
1. Fear of failure is a significant factor leading to either difficulty in taking decisions or complete inability to take decisions. Young males and females, they both have fear regarding withdrawal of approval from parents and significant others. This is a common characteristic feature for both young males and females. Since this is the most self-focused age, they are concerned with self-esteem and are weary of anything that can cause harm to their selves. Sometimes, not taking proper decisions or

postponement of the decision-making process could be a defense mechanism in itself. This would help keep anxieties at bay.

2. Young adult males experience fear of failure in decision-making whereas young females fear failing in the ability to choose between what is right and wrong for them. This is indicative of the distinct socialization patterns that young girls and boys are exposed to in our culture.

Role of family in Decision-making

Table 4.10 Interview excerpts and codes – Role of family in decision making (Males)

EXCERPTS	CODES
1. 'my father takes final decision in family' 2. 'my father has his own way of making decisions and we are inclined to it' 3. 'my father is the one who makes final decision and he discuss it with others' 4. 'my father discuss his decision and if he have one decision in mind he won't change it at any cost and final decision according to his interest'	Father takes the final decision
1. 'My family supports me in taking decisions by my own but am not able to do…' 2. 'My parents always tell me to be independent and to take own decisions but it is difficult for me…' 3. 'When I think of being a failure in decision making, I feel fear but my family supports me to take them' 4. 'I have support from my family to take decisions by my own way but I don't have that ability…'	Family support for those finding it difficult to take decisions
1. 'I take decisions in my own ways but my family is not very supportive…' 2. 'I am able to take decisions but my family doesn't support me…' 3. 'My family don't support me in taking my own decisions and they want me to get approval from them' 4. 'My family supports me in taking decisions only if I consider their opinion…'	Lack of support from family who takes their own decisions
1. 'My family expects me to get a job and to look after them and my decision is also the same' 2. 'My family wants me to complete my course and to get a job as soon as possible and I have the same decision too' 3. 'I want to get a job and to take of my parents, my family expects the same from me' 4. 'My father expects me to study well and take care of them; it is my responsibility to take care of them'.	Match between own goals and expectations of the family

The table 4.10 indicates Interview excerpts and codes – Role of family in decision making (Males). The codes identified for role of family in decision-making for young males are: father takes the final decision, family support for those finding it difficult to take decisions, lack of family support for those who want to take their own decisions, match between own goals and expectations of the family and finally the perception that family must play a significant role in individual decision-making.

In traditional families, the father plays the instrumental role of taking major decisions concerning almost every member and also takes the lead in implementing them. Overall family support in independent decision-making may vary across families. Most of the young males have reported having personal future goals that match the expectations of the family too. Families play a significant role in socializing children to set goals that are also compatible with the larger goals of the family. Parental aspirations and social status can be strong determining factors in this process.

Young males feel the need for family support and think that family must play an active role in the decisions that they take. This comes from the belief that parents are experienced and the learning that one must conform to parental standards in order to be successful and happy.

Table 4.11 Interview excerpts and codes – Role of family in Decision-making (Females)

EXCERPTS	CODES
1. 'my father takes final decision in family but only after discussing it with others' 2. 'father discuss his decisions with others and takes final decision by himself' 3. 'My mother takes final decision in family followed by father's death' 4. 'My father has his own decisions but he always discuss those with others' 5. 'sometimes my mother takes decision and if mother gives up then I will take them in my own ways' 6. '[father let his decisions know in the family and then he himself takes the final one'	Father takes the final decision
1. 'My family supports me for taking decisions but I don't take them' 2. 'I am more of an independent type and my family supports me to take them' 3. 'Supportive but only up to an extent…' 4. 'Supportive for taking right decisions…'	Family support for taking decisions
1. 'Don't support me to take decisions like marriage…' 2. 'Family don't support me and I don't take decisions' 3. 'Family doesn't support me to take decision by my own…' 4. 'My family don't support me because they feel like am not grown up and I don't take decisions too' 5. 'I don't have support from my family to take decisions and they want my decisions to discuss with them'	Lack of family support in making independent decisions
1. 'my mother expects me to study well and they don't want me to get married soon and my decision is also the same' 2. 'My father expects me to get a bright future and I also decided to attain in heights' 3. 'My parents expects me to get a govt. job and my decision is also the same' 4. 'After completion of my course they want me to get married and I would like go along with their decision'. 5. 'my parents expects me to get a job and I have the same decision too'	Future expectation of family that matches with the participant's decision

1. 'My parents want me to get married as soon as possible but my decision is to continue my studies and to get at least post graduation'	Lack of match between personal goals and expectations of family

The table 4.11 indicates Interview excerpts and codes – Role of family in Decision-making (Females). The codes identified for role of family in decision-making for young females are: father takes the final decision, family support for those finding it difficult to take decisions, lack of family support for those who want to take their own decisions, match between own goals and expectations of the family, lack of match between own goals and family's expectations and family must play a significant role in decisions made by individuals.

The trend of responses among the female participants is more or less similar to that of the male participants. However, some females have reported experiencing a conflict between own goals and family's expectations. Most of the families expect to get their daughters married off as soon as possible.

After analyzing the codes in this section regarding the role of family in young males' and females' decision-making, the themes that emerge are:
1. Fathers in the family have the final say when it comes to decision-making.
2. Young males and females perceive their families as being supportive in terms of making suggestions and providing information regarding various alternatives available. However, when it comes to the final decision, they are made within the family only.
3. Both young males and females think that family must play a prominent role in helping them to take decisions. They expect support from families and also value feelings of affiliation with them.
4. The expectations from young males are very clear and mostly there are no conflicts regarding what a young male must do once he is of adult age. These expectations match with the personal goals of most young males. For families with young daughters, the decisions regarding marriage seem to take precedence over the daughters' personal goal pursuits.

The emergent themes in the study indicate that both males and females consider themselves capable of taking decisions on their own. But these young adults feel difficulty in taking independent decisions due to conflict between need for autonomy and the need for affiliation. They resolve this conflict by affiliating to their family members and seek their support in decision making.

REFERENCES
Adair, J. (2000). Decision making and problem solving. USA: Universities Press.
Albert, D. & Steinberg, L. (2011). Judgment and decision making in adolescence. J. Res. Adolescence. 21(1): 211-224.
Baron, J., Granato, L., Spranca, M., & Teubal, E. (1993). Decision making biases in children and early adolescents: Exploratory studies. *Merrill Palmer Quarterly,*
Janis, I.L., Mann, L. (1977). Decision making: A psychological analysis of conflict, choice and commitment. New York: Free Press. *39*, 23–47.
Slovic, P., Peters, E., Finucane, M., & MacGregor, D. G. (2005). Affect, risk, and decision making. Health Psychology, 24S, S35 – S40.

Reyna, V. F., & Farley, F. (2006). Risk and rationality in adolescent decision making: Implications for theory, practice, and public policy. Psychological Science in the Public Interest, 7, 1 – 44.

Conflict of Interest
The author declared no conflict of interest.