

## Temporal Motivation Theory: Best Theory (yet) to Explain Procrastination

Ide Bagus Siaputra  
Faculty of Psychology, Universitas Surabaya

Procrastination is frequently associated with postponing to make a decision or to act. Such phenomenon could be found in almost all walks of life. Therefore a comprehensive understanding to alleviate it is urgently needed. This article compared four approaches which tend to explain procrastination: psychoanalytic and psychodynamic, behavioristic, cognitive, and temporal motivation theory (TMT). As a recent and comprehensive approach, TMT was used as the main theoretical framework (Steel, 2007). TMT approach was believed to accommodate the other three previous theoretical approaches. Further explanation and critical elaboration on TMT are discussed.

*Keywords:* psychoanalytic, psychodynamic, behavioristic, cognitive, temporal motivation theory

Prokrastinasi seringkali dihubungkan dengan perilaku menunda mengambil putusan atau bertindak. Fenomena tersebut dapat dijumpai di hampir seluruh aspek kehidupan. Karena itu pemahaman yang lebih terpadu untuk mengatasinya sangatlah diperlukan. Artikel ini membandingkan empat pendekatan untuk menjelaskan prokrastinasi, yaitu psikoanalitik dan psikodinamik, perilaku/behavioristik, kognitif, dan teori motivasi temporal (TMT). Sebagai pendekatan teoretis terkini dan terlengkap, TMT digunakan sebagai kerangka teoretis utama (Steel, 2007). Pendekatan TMT diyakini telah mawadahi ketiga pendekatan teoretis sebelumnya. Ulasan mengenai pendekatan TMT secara lebih lanjut beserta kritiknya telah dibahas.

*Kata kunci:* psikoanalitik, psikodinamik, perilaku/behavioristik, kognitif, teori motivasi temporal (TMT).

It is not rare to find someone who ever mourned or cried because of their own procrastinatory behavior. They who are searching for a procrastinator should just look into the mirror to find a procrastinator. Enormous loss, whether financial, social, physical, or psychological, have been reported because of this single dreadful habit (Steel, 2007). It happens not only in formal or academic life (Beswick, Rothblum, & Mann, 1988; Green, 1982; Lay, 1986; Muszynski & Akamatsu, 1991; Rothblum, Solomon, & Murakami, 1986; Wesley, 1994), but it also happens in everyday life (Ferrari, 1993; Lee, 2003). No wonder, some people even called it a deadly sin (Steel, 2002). No doubt, the necessity of understanding procrastination more thoroughly should not ever been procrastinated.

### Procrastination Etiology

Various efforts have been made to comprehend the causes of individuals' conduct of procrastination. There

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Correspondence concerning this article should be addressed to Dr. Ide Bagus Siaputra, Faculty of Psychology, Universitas Surabaya, Jalan Raya Kalirungkut, Surabaya 60293. E-mail: Siaputra@gmail.com

are several major explanations concerning procrastination according to the psychology mainstream theory. This research compares four approaches, namely the psychoanalytic and psychodynamic, behavioristic, cognitive, and temporal motivation theory. These four approaches are discussed according to their time of publication.

According to Brown (cited in Ferrari, Johnson, and McCown, 1995), the psychoanalytic approach is the oldest theory developed to explain behavior in a comprehensive way. Psychoanalytic approach to discuss procrastination is rather famous among psychiatrists (Ferrari, et al.). Behavioristic and cognitive approaches are common approaches to overcome procrastination. Therefore, it will be interesting if these approaches are compared with other approaches, especially TMT, whereas temporal motivation theory is new approach which was coined by Steel and Konig in 2006.

Every approach has a unique perspective and difference. More positive results would be obtained if the differences are addressed as aspects that complement each other rather than treated as a single truth that exclude other alternative answers.

## Psychoanalytic and Psychodynamic Approach

In 1953, Freud had tried to explain the tendency of procrastination based on the concept of avoiding tasks (cited in Ferrari, Johnson, and McCown, 1995). According to this concept, tasks that are not completed will be avoided because it pose a threat to the ego. Freud offers a postulate that anxiety serves as a warning sign of the existence of threat to the ego when individuals face the dangerous things that could not be realized. When the ego recognizes existence of threat posed by a task, defense mechanism such as avoiding the task will be raised. In the tradition of classical psychoanalytic theory, Blatt and Quinlan in 1967 stated that the procrastinator generally oriented toward present and have difficulty in anticipating the future.

Psychodynamic theorists stated that individual personality is closely related to their childhood experiences. Based on this understanding, procrastination behavior is understood as a representation of childhood traumas or problems in the process of parenting. Missildine in 1963 (cited in Ferrari, Johnson, and McCown, 1995) used the term chronic procrastination syndrome to describe the termination of work on task with daydreaming and acting slowly. Individuals slowness alleged rooted in unrealistic goals setting from parents, as well as providing conditional attention and affection. Permissive or authoritative parenting will increase the tendency of procrastination in children. Permissive parenting will produce underachiever children who feel so anxious and so difficult in fulfilling schedules which has been predetermined by him/her. Authoritative parenting will produce underachiever children which is easily upset and tried to oppose the rules to achieve freedom.

## Behavioristic Approach

In the behaviorist paradigm, reinforcement theorists formulate postulates that procrastination is raised by the repeated individuals' success of doing dilatory behavior. Classical learning theory explains that behaviors usually occur automatically through the provision of reinforcement or lack of punishment (Ainslie, 1975). For procrastinators, this was reflected by the high capability of procrastinators to remember the incidents following the success when facing a deadline until the final seconds.

Another approach made by behavioristic theorist further aimed at behaviors to avoid unpleasant stimulus (Solomon & Rothblum, 1984). Escape conditioning occurs when individuals begin to do a task and then stops (Honig, cited in Ferrari, Johnson, and McCown, 1995). This will foster the

attitude to quit before the job is fully completed (task in-completion). Avoidance conditioning occurs when individuals made extraordinary efforts to avoid tasks. This lead individual to delay efforts starting work on the task.

Ainslie (1975) specious rewards theory stated that individuals would be conditioned to avoid tasks when receiving reinforcement with varying frequencies. Ainslie stated that humans tend to choose short-term reinforcement or rewards rather than long-term goals, where short-term reinforcement causes pleasure which can be felt immediately. With this understanding, procrastinators are those who were accustomed to choose short-term rewards. These habits would hinder the achievement of long-term goals because they were trapped in a vicious circle search for immediate pleasure, which in turn increases the anxiety of the task at hand. This case in the end facilitates the avoidance of task, and led to negative feedback which continues to repeat on other tasks in the future (Ferrari, Johnson, and McCown, 1995).

## Cognitive Approach

Although relatively new, the theory of cognitive approach is much more popular to explain behavior and psychological concepts, including procrastination. There are three things that was proposed as causes of procrastination, irrational beliefs, vulnerable self-esteem, and the inability to take decisions (Ferrari, Johnson, and McCown, 1995). Although the three things were separated, all the three concepts are also believed to be inter-related to each other.

Ellis and Knaus in 1977 (cited in Ferrari, Johnson, and McCown, 1995) called procrastination as an emotional disorder that was rooted in irrational thinking. One of the irrational beliefs held by procrastinators is "I have to do something good" that should be appreciated. This belief would have negative consequences when individuals fail to do something optimally. This belief often encourages individuals to delay starting the job for fear of wrongdoing. This belief is considered irrational because the high standards already determined before often failed to be met. These irrational beliefs were also likely to cause delay in starting, doing, and completing other tasks. For procrastinators, delaying a task would give a good reason, because they can attribute their failure on lack of time, or their idleness, not as a disability. Although similar to the concept of ego defense, the concept is different from the concept raised by psychoanalytic theory, for not focusing attention on feelings of anxiety as an indicator of disturbance in the ego.

The second reason proposed is a vulnerable self-esteem. Burka and Yuen in 1983 emphasize the importance of procrastination as a strategy to protect a vulnerable self-esteem. They based their theory compiled in a brief statement that the action to delay tasks serve as a precious feeling buffer of vulnerable procrastinators. When delayed, the assessment of individual ability will also be delayed.

Related to the role of an inability to take decisions as a cause of procrastination, Janis and Mann in 1977 (cited in Ferrari, Johnson, and McCown, 1995) proposed a theory of conflict in decision-making. They looked procrastination as a coping disorder in dealing with difficult decisions. Procrastination seen as making decisions in atmosphere full of conflicts marked by pessimism over the success to obtain satisfactory solutions. Beswick, Rothblum, and Mann in 1988 associate procrastination with conflict and inability to take decisions. Two examples of conflict that is often experienced by students who do academic procrastination is a conflict in choosing courses and writing topics.

### Temporal Motivation Theory

Temporal Motivation Theory (TMT) has a long history. It rooted in Ainslie and Haslam work in 1992, which was named Picoeconomics or Hyperbolic Discounting (cited in Ferrari, Johnson, and McCown, 1995). This theory tried to explain selection processes of someone's decision making or behavior. TMT suggests that any person always prioritise activities which promise highest utility, at least in the perspective of that person for that certain time. In other words, people tend to procrastinate when they think the utility of doing the task is low.

As a derivation of picoeconomics, TMT maintain picoeconomics components, such as utility, expectancy, value, sensitivity to delay, and time delay (Steel, 2007; Steel & König, 2006). The simplest version of TMT formula is presented in Figure 1. In Figure 1, expectancy and value serve as numerator, while sensitivity to delay and time delay serve as denominator. Expectancy indicating perceived probability of success. Value indicating preferences toward activities. Sensitivity to delay representing inclination to short term reward. Time delay representing duration to obtain result.

Steel and König findings about TMT (2006) was in concord with procrastination grounded theory coined by Schraw, Wadkins and Olafson (2007). Their research found three conditions that could affect procrastination,

$$Utility = \frac{Expectancy \times Value}{Sensitivity\ to\ Delay \times Time\ Delay}$$

Figure 1. The simple version of TMT formula

which are unclear directions, lack of incentives, and deadlines. When it is connected with TMT, unclear directions equivalent with expectancy, lack of incentive equivalent with value, and deadlines equivalent with sensitivity to delay. Blurred task purposes, method, or expected results may turn up to lack of self confidence to complete the task. Incentives or rewards from a task can become a particular satisfaction which can increase desire to do the task. Less or unattractive incentive could initiate a task postponement, because that task has no possessed equivalent proportion, whereas deadlines become external self management to negate postponement.

This evaluation or calculation is subject to change. An activity which considered useless in the first place could change into priceless as the time goes by. One of the main reasons is human inclination to discount future reward and overestimating current enjoyment.

### Method

Method used in this study assembled the following guidance from Fernández-Ríos and Buela-Casal (2009), and Educational Research Review (2006). This study is categorized as a theoretical review. The main goal of this study was comparing four different theoretical approaches in explaining the etiology of procrastination. This study also tested the appropriateness and coherence of the three theoretical approaches with TMT, which was claimed to be the most comprehensive and supported by empirical findings evidence.

This writing was inspired by the seminal works of Ferrari, Johnson, and McCown (1995), also by Steel (2002; 2007). They discussed several approaches ever been used to explain procrastination. References was searched based on literature which been used in those two prominent works. Reference sources were journal articles, books, and cook chapters obtained from several database of Library.nu, Science Direct, Proquest Digital Dissertation, and PsycNet. Courtesy articles send by the cited authors enrich the collection.

### Discussion

#### Comparison of Four Theoretical Approaches to Procrastination

As an accepted pattern in several scientific studies, an approach that appeared recently has been accommodated, at least anticipate the approaches previously generat-

ed. The same thing is applicable for procrastination. TMT approach appears to be covering the opinions of previous approaches. These four variables in the Utility formula has covered almost most of the concepts or variables which has been associated with procrastination. For example, an expectancy variable was a reflection of the Self-Efficacy, and sometimes also acknowledged to reflect Self-Esteem. Both variables were often demonstrating a negative correlation when associated with procrastination. Valence was representative of the three main variables in the literature related to procrastination, which were Task Aversiveness (the unpleasant tasks which tend to be delayed or abandoned), Need for Achievement (individual with a need of high achievement likes and enjoys the job because the job itself), and Boredom Proneness (individuals who are easily bored would tend to judge the task as something boring and unpleasant). The third variable, sensitivity, much associated with and indeed a reflection of impulsivity which was alleged as the cause of individuals who easily divert their attention from the main task after another stimulus assumed as more pleasant. The fourth variable, Time Delay, can somewhat be associated with an accuracy of predicting the available time and the time required to perform tasks.

When reviewed cautiously, releasing all the prejudices and restrictions against any theoretical approach, the concepts carried within TMT approach are not new concepts, but were repackaging old concepts which has been tested previously. In the three following tables, the author briefly tried to show common threads that unites all four theoretical approaches that was proposed to understand procrastination. The first table (Table 1) presents the efforts of each approach to provide an explanation of the process through which individuals in determining the choice among many alternatives. The author tried to contextualize the concept of utility (from TMT approach) into the previous theoretical approaches. In Table 2, the author tried to present the equivalent of arguments about the fourth feature of utility over other theoretical approaches. As a complement, Appendix 3 presents a brief description of TMT concepts in all three components of attitude (Affective, Behavioral, and Cognitive).

As an additional note, psychoanalytic and psychodynamic approaches have a very similar concept because the psychoanalytic approach is actually a part of the psychodynamic approach. Psychoanalytic approach gives more attention to the concept of self-defense mechanism (to protect the ego) which was proposed by Sigmund Freud and later developed by his followers. In

addition to psychoanalytic, psychodynamic approach also has other prominent figures, such as Jung and Adler with their own assessments on the human personality.

### Critics against TMT Approach

Despite having many advantages in terms of completeness and simplicity of the argument, at least there is one question that is still interfering. TMT approach seems successful and so reliable in explaining the individual decision-making process while avoiding processing the task which has been planned previously and prefer a better enjoyable activity in the short term. The argument that individuals prefer a pleasant stimulus rather than an unpleasant one and excessive appreciation of the events in the present when compared to the disparagement of the events in the future seems very reasonable and inviting nod in agreement. Unfortunately, this approach is considered less capable to explain the opposite phenomenon, specifically why there are individuals that choose to do an activity that has a low chance of success, not desirable (either because it was considered too beautiful so that considered not reasonable, or the opposite considered too boring and painful), whereas there are so many "temptations" or other options which are more attractive.

Initial arguments invoked to maintain the formulation of utility may be directed to the element of subjectivity in the assessment. Something which was considered impossible for most people, may be regarded as something difficult but still possible to be done by certain other people. Something that is boring or idealistic for the general public may be regarded as a habit for some people. The same thing is also applicable to the sensitivity component. All of that are subjective, that's the main argument. The arguments were interesting, but still not good enough. Any element of delay, is another weakness that has not been answered in the defense above, because these components are objective, even in the calculation it will be multiplied by the subjective sensitivity to delay component.

TMT approach is not so satisfying when used to explain the dynamics of decision making of a freedom fighter that still take up arms even if the possibility of losing is much greater and the struggle was a very painful experience. By using the existing formula, the value of delay from struggling activity will be very big, because no one knows when the ultimate goal (independence) will be achieved. Situation like this will generate a very low utility value. Other examples can also be seen in the life of Mother Teresa with her love movement, or

from the life of a Mahatma Gandhi with his peace movement. The low utility value from these activities would make these activities not attractive or even avoided, but in reality it did happen. TMT approach seems more useful to identify the sources of interference or distraction instead of explaining why an individual can devote his whole life to do something that is not necessary to succeed and not enjoyable although there is no clear deadlines.

There are two suggestions which were expected to be able to complement the argumentation of TMT approach. First, divide activity's subjective utility into two utility's score, one for the present and one in the future. An activity may have high utility for the present but low utility in the future, and vice versa. A practical example is the activity of academic achievement (get a degree) for students. Such activity certainly have high utility in the long term (good grades), yet only low utility in the present time (boring and frustrating activities). This is what happens most of the time, because a prerequisite for getting good grades is drilling the student to complete many tasks, which often have a low chance of success (low expectancy and value).

Second suggestion for the procrastination equation is still related with the time frame of the utility. A person should only be considered procrastinating when favouring activities with higher short-term but lower long term utility. In the academic field, students should only be considered as procrastinator when he/she habitually choose to go shopping, social networking, and watching TV (higher short-term and lower long-term utility activities) rather than meet weekly assignments, such as reading or writing paper (lower short-term and higher long-term utility). Students who postponed doing their academic task due to illness or other important activities (especially in the long term) should never be considered as procrastinators. This statement is aligned with Steel's argument (Steel, 2002, 2007, 2010) that procrastination is indeed an irrational delay. It is considered irrational because procrastinators already knew that their delay would likely producing worse results.

## Conclusion

As it was mentioned previously, after being observed meticulously, it can be seen that intentionally or not, TMT has collected and assembled efforts of the three previous approaches in explaining the phenomenon of procrastination. Quantification of the four components

(expectancy, valence, sensitivity, and delay) seems to simplify the recognition and understanding of variables or factors involved in procrastination. Based on the descriptions, the Appendix (Table 3) reveals that besides considering the previous approaches, TMT approach has also noticed and accounted for the latest definition of procrastination which covers three dimensions/components of attitude, namely affection, behavior, and cognition.

The offered suggestions in this study/article is considered to be able to promote comprehension and identification of procrastination, which is the tendency to delay or avoid doing activities with higher long-term utility, due to indulging themselves in more pleasuring activities (higher short-term utility). Individuals who have high conscientiousness would be better to be disciplined and strict in following the initial plan, thus always preferring higher long-term utility activities, even if the individual has the opportunity to do other activities with higher short-term utility.

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(Appendix follows)

## Appendix

Table 1.

### *Contextualization of Utility Description on TMT Approach in Previous Theoretical Approach*

TMT	Psychoanalytic and Psychodynamic	Behavioristic	Cognitive
Utility: Individual would choose activities with highest utility	Individual would choose activities that most does not pose a threat to the ego. If forced to confront something worrisome, individual would bring self-defense mechanism that can still be accepted by the environment, for example by avoiding the task and do other things that are not so worrisome. Behavior of individual is believed as a reflection of the accumulated experience of childhood. Individual would choose activities associated with pleasure in childhood. On the other hand, individual would avoid activities associated with threat or punishment in childhood. The association could be directly related, could also have expanded on that kind of stuff	Individual would choose activities which is associated as a source of reinforcement and would avoid activities associated with the source punishment. Individual also have a tendency to choose activities that although does not profitable, but it can help relieve discomfort (negative reinforcement).	This approach emphasizes the individual differences between people. A stimulus would be perceived differently, based on subjective judgments of each of individual. When faced with several choices of activities, an individual would make choices which are perceived to have the greatest potential to provide benefits at the same time have the smallest chance in terms of risk. This is does not necessarily in accordance with actual conditions, it all depends on personal assessment of each of individual.

Table 2.

### *TMT Features Description in Previous Theoretical Approach*

Component	Psychoanalytic and Psychodynamic	Behavioristic	Cognitive
Expectancy: The higher probability of success is expected, the higher its utility of a activities.	Individual avoid the task because sensed a threat toward ego. The desire to avoid the task lead procrastinator feel powerless or unable to start, work on or complete tasks/activity which become a source of anxiety. Traumatic experiences in childhood, such as failing to meet the demands of parents thus less loved / appreciated, would form individual who likes to day-dream and slow in doing their jobs. Parenting which too permissive or authoritative can lead to procrastination, both accompanied by anxiety or which accompanied by feelings of anger and desire to free from autonomy or environmental regulations. Excessive anxiety or anger encourages individuals to delay the processing of tasks, without realizing which real cause of delay.	Individual procrastinating because although often delay work, he still often get the success, or at least still able to obtain results that are acceptable or adequate. This provides positive reinforcement to repeated delays in future work. This conjecture is supported by many successful experiences as told by the procrastinator when completing task at the last moment. In short, procrastinator have learned that he was still able to complete task with adequate results, although processing had putting off task.	Individual delay task processing because irrational beliefs (underestimate or overestimate) of time available to perform task. Over estimator would delay processing task until the last moment because overconfidence. Under estimator would delay the processing task to be able to prepare themselves with the best. Basically, postponement occurred because discrepancies between expectations or predictions procrastinator with actual reality. Vulnerable self-confidence make individual so afraid of failure thus would prefer to delay processing task so as to attribute failure to lack of time or laziness, but not as a sign of incompetence.
Valence: The higher individual interests or preferences toward an activity, the higher its utility of a activities.	The task value of benefits (valence) becomes low for individual because assessed as a threat to the ego. Anxiety which arises when individual is believed the task as warning sign for the ego about things which does not realize which potentially disturb the ego. This triggers a variety of self-defense activity, one of which is to	Behavioristic approach suspect that procrastination occurs because a given task associated as a punishment, on the contrary another activities offered reinforcement (reward) which is tempting. When individ-	Individual difficult in determining choice between various available alternatives. Individual want benefit from all of the alternatives with least possible of losses. Individual would prefer not to make a choice rather than take the "wrong" choice. Procrastinator

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	<p>avoid the stimulus (the task/aktivitas) which is considered dangerous/unpleasant. The task avoided because it revived memories of traumatic childhood. Procrastinator would use the delay as a distribution which more acceptable from anger and resentment toward dominance of their parents.</p>	<p>ual can still accept the consequences from postponement processing of tasks, such conditions have given negative reinforcement. Individual learn that inconvenience can be avoided, or at least minimized by doing other activity which are preferred and still obtain adequate consequences or even satisfactory.</p>	<p>often delay work on the task because they search the "right" time, mood, and other individuals. When expectations are not met, he would take no decision, until finally really pushed and he can only choose the remaining alternatives</p>
<p>Sensitivity: The higher sensitivity toward delay in processing an activity, the utility would lower thus tends to be avoided.</p>	<p>Procrastinator tend to bring up stories which present oriented when undergo projective test to compile a story. Procrastinator seems obsessed with the present, and assess the future as something which is uncertain. The response is believed to be a reflection fear of the death which are not realized. Procrastinator unconsciously trying to avoid death by disparaging or avoid thinking about the boundaries of time and calendar. It is very reasonable when individual delay the processing task which become a source of anxiety and discomfort, with the hope that the passage of time eliminates the source of the threat. Procrastinator has a high sensitivity of the tasks which lead to unpleasant experiences, so it can not last long when faced with such task.</p>	<p>When procrastinator still managed to get what they want even postpone processing of tasks, he would develop the escape or avoidance conditioning. He would learn that the task can still be resolved satisfactorily although be done only in a short time. As a result he will not be thinking long for beforehand doing things more fun and do the work to be done with the remnants of the remaining time</p>	<p>Procrastinator often underestimate times, energy, thought or resources that required to complete a task. As a result he often set personal deadlines that are too short or allocate tasks in a larger amount than the amount which can be done in the time available. This resulted in the willingness or its ability to do many activities simultaneously.</p>
<p>Delay: The further consequences time span of activity, the higher probability of an activity to be postponed.</p>	<p>Blatt and Quinlan Research in 1967 showed that procrastinator experienced difficulty in anticipating events in the future. Related to the unconscious fear toward death, procrastinator trying to ignore or not think something that will happen in the future, because it would remind them of death Procrastinator had learned that even unavoidable, processing tasks can be postponed. The delay will minimize the uncomfortable feelings which arise during the processing of tasks. Therefore, procrastinator would do everything possible to delay the processing until task is really unavoidable. At least, he is not tormented by feelings of discomfort in a long time. For example, when a child had experienced a traumatic event with the dentist, he would best to postpone the examination to the dentist, until finally he gave up because the pain already unbearable.</p>	<p>When procrastinator have believed that the important tasks still can be resolved with patch time allocation, he would tend to think with the orientation of the current time, and suspend activities which is are "owned or belong to" the future to consider it lately</p>	<p>Cognitive approach suggests the existence of individual errors in predicting times. Procrastinator tend to overestimate the available times, and tend to underestimate the required times to perform tasks.</p>

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Table 3.

*TMT Features Description in Three Attitudes Component (Affective, Behavioral, & Cognitive).*

TMT Component	TMT Approach
<i>Utility (Affective, Behavioral, &amp; Cognitive)</i>	Individual are always faced with a wide choice of activities to do, ranging from the most important and urgent, until the least important and not urgent. Various reasons and considerations coloring the selection, from the reason based on mature thought, feeling of a moment or just based on habit. TMT approach suggests four basic components involved in the electoral process, namely expectancy, valence, sensitivity and (time) delay. Related to procrastination, it is believed that procrastinator not always within state of unemployed or inactive (Inaction), he would often conducting activity or other task that are not planned from the beginning. Changes are believed to be caused by a higher utility value of alternative activity or new task. Utility value of an activity is the primary determinant of activity or task which one will be chosen by the individual. Individual tend to choose activity or task with the highest utility value among all available alternatives which perceived (perceived option).
<i>Expectancy (Cognitive)</i>	Individual consciously or unconsciously always trying to measure the chances of success along with all risk factors. Individual tend to think and choose activity or task which have a high chance of success because it is considered more secure. Keep in mind that all of this is based on subjective judgments of individuals which have definite right and wrong, objectively. There may be alternatives which are perceived to have higher chances of success were within fact more difficult or vice versa.
<i>Valence (Affective)</i>	Naturally, individual always has a personal preference. There are things that are more desirable or despised than anything else. These preferences are unique and subjective to each individual. Individual preferences are highly influential in determining which activity or task which will be selected among all of alternative activity and task which are available.
<i>Sensitivity (Behavioral)</i>	Individual tend to get lazy when doing the task at hand. This trend is already so thick that it becomes a habit to procrastinate when getting started, working, and / or complete task until the deadline approached. This trend was accompanied by a habit of looking for alternative sources of pleasure or new reinforcement.
<i>Time Delay (Affective, Behavioral, &amp; Cognitive)</i>	Span of time between moment of determination choice by the time of obtaining the consequences (positive or negative) also plays a major role when determining activity and task which selected. New activities or task which provide long-term consequences would be underestimated (cognitive), dislikes (affective), and avoided or delayed the process (behavioral).