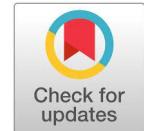




# Hoarding Behavior, Compulsive Buying and Self-Control among Adulthood

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## ABSTRACT

The current study finds the relation between hoarding behavior, compulsive buying and self-control among adulthood. A total sample of adult was (n=250) including male and female was collected Lahore from city of Pakistan. In the present study, data was collected through convenient sampling techniques. Correlational survey research was used for the present study. Data was collected with the self-report measures including Compulsive Buying Scale (CBS) by Valence, D'Astous (1990). Hoarding rating scale (HRS) was developed by Tolin, D.F and Frost (2010) and Self-control scale (SCS) created by Robson (1989). Correlational analysis shows significant relationships among all study variables. According to linear regression analysis, hoarding behavior and compulsive buying esteem is a positive predictor of self-control. This study highlights the importance of considering self-control in the context of hoarding and compulsive buying behaviors. By understanding these complex relationships, mental health professionals can develop more effective interventions to support individuals struggling with these issues..

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## INTRODUCTION

A defining characteristic of hoarding syndrome (HD) is difficulty throwing because of strong urges to preserve or anxiety related to discarding, according to the American Psychiatric Association (APA), 2013. Additionally, excessive acquisition occurs most of the time (Frost et al., 2009). These actions lead to a build-up of clutter that makes it difficult to use the living areas of the house. According to current models of HD, there are multiple basic impairments that include skewed ideas about possessions, difficulties processing emotions, and abnormalities in collecting data (Frost & Hartl, 1996; Gilliam & Tolin, 2010; Steketee & Frost, 2003). For those who hoard, belongings can have immense emotional significance (Kellett, Greenhalgh, Beail, & Ridgway,

2010). While connection to private possessions shouldn't be detrimental, hoarding sometimes involves strong bonds to several apparently meaningless objects. Some hoarders may even believe that their belongings are physical extensions of who they are due to the strength of these attachments (Greenberg, 1987).

According to other studies, hoarders could also believe that the identities of their significant others are connected to their possessions (Cherrier, Caldwell, & Ponnor, 2010). Mestre-Bach & Associates (2017), page 228 state that currently, obsessive buying is understood to be a behavioral addiction rather than a substance-related one, characterized by compulsive, intrusive, and pointless preoccupations with material purchases that coincide with uncontrollably large buying episodes that cause serious social or economic issues. Many authors have connected a deficiency in dispositional controlling myself ability to compulsive shopping (Achtziger et al., 2015; the work of Zhang et al., 2021).

It would be more accurate to characterize the connection between dispositional control over himself and compulsive spending as a disruption rather than an under regulation, claim Faber & Vohs (2013). This line of reasoning implies that the association cannot be clearly traced to a lack of discipline,

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which makes it challenging for obsessive consumers to resist their unique inclinations towards buying. Guinn and Faber (1992: p. 459) state that the hallmark of compulsive buying is chronic, recurrent purchasing that primarily occurs in response to negative feelings or circumstances. This pattern finally points to negative consequences for both the economy and the individual's mental health (O, Guinn and faber; 1989).

The capacity to restrain one's deepest wants in order to attain a better result is known as self-control (Jiang & Shi, 2016). Those with strong self-control reported making fewer purchases, while those with poor self-control reported purchasing more (Achtziger et al., 2015). For the approximately 18 million Americans who suffer from compulsive shopping, the act of purchasing has sent their life spiraling out of control (Bragg, 2021). According to Baumeister and Nadal (2017), self-control encompasses all deliberate and conscious acts, such as those taken in opposition to automatic behavioral responses, habits, or desires. Another often stressed crucial self-control skill is delaying gratification (Dreves and others, 2020). Moreover, it's imperative to differentiate between controlling myself as well as the broader definition of patience, which covers mechanisms for the spontaneous and conscious regulation of behavior (Gillebaart, 2018).

## LITERATURE REVIEW

Research on compulsive purchase by consumers has been a significant focus of this field. The study aimed to determine the effects of variables such as age, spending propensity, guilt after purchases, compulsive drive, sentiments about buying and spending, and disordered spending on the compulsive buying behaviour of young people in Pakistan. Questionnaires were utilised in Bahawalpur, Lahore, and Islamabad to collect the primary data for this research. In the study, a convenience sample consisting of 371 respondents was employed. The statistical methods of regression and correlation were applied to the data analysis. The empirical results demonstrate a strong but inverse association between age and obsessive buying behavior. Nonetheless, obsessive buying behavior is positively correlated with the following factors: a propensity for spending, a drive for compulsive spending, feelings over shopping and spending, dysfunctional spending, and guilt after making a purchase (Dr. Rashid, Saleem, Salman, and Salaria, 2010).

Although hoarding has been studied in relation to Parkinson's disease (PD), it is seen in a number of mental health disorders. This study looks into the hoarding tendencies of Parkinson's disease (PD) patients and how they relate to ICBs, or impulsive-compulsive behaviors. We examine the clinical characteristics, hoarding, impulsive buying, self-control, sadness, anxiety, and OCD symptoms in 39 PD patients with ICBs (PD + ICB), 61 PD patients without ICBs (PD - ICB), and 50 healthy controls. Hoarders made up a much larger percentage of PD + ICB (27.8%) than PD - ICB (3.5%) ( $P = 0.001$ ). A total of 6% people in good health were hoarders. Addictive buyers performed better on excessive acquisition metrics than other types of ICB. Hoarding had a negative correlation with self-control measures and a positive correlation with impulsive buying, obsessive-compulsive symptoms, and the length of PD. The

only variables that were found to be independently linked to hoarding in PD were the existence of ICBs and measures of impulsive purchase, according to multivariate regression analyses. Excessive hoarding may be connected to the range of impulsive behaviors in Parkinson's disease (PD) based on the correlation between hoarding and other ICBs as well as deficient trait impulse control.

Copyright 2010 Society for Movement Disorders. (AtbinDjamshidian MD, Andrew J. Lees FMedAcadSci, and Sean S. O'Sullivan MRCPI, 09 June 2010). The study's objectives were to calculate the prevalence rate of compulsive hoarding and ascertain if compulsive buying and hoarding are related in a nationally representative sample of Germans ( $N = 2307$ ). The German version of the Saving Inventory-Revised (SI-R; Frost, R.O., Steketee, G., & Grisham, J. (2004)) was used to evaluate compulsive hoarding. Assessment of obsessive hoarding: updating the inventory through revision. *Behavior Research and Therapy*, 42, 1163–1182. The point prevalence of compulsive hoarding was estimated to be 4.6%. There were no discernible changes in age, gender, or other sociodemographic characteristics between compulsive hoarders and non-hoarders. Notable correlations were found between the hoarding and compulsive buying measures. Participants with compulsive hoarding reported a higher propensity for obsessive shopping than respondents without the disorder. Compulsive hoarding disorders were present in almost two thirds of those with compulsive buying disorders.

These results, which came from looking at a large representative sample, corroborate the high association between the two behaviours and suggest that compulsive hoarding may be rather common in Germany. (August 2009, Astrid Mueller, James E. Mitchell). In three different studies, we found a robust relationship between worse levels of self-control and more hoarding symptoms. In a large nonclinical sample, Research 1 ( $N = 484$ ) examined the strength of the link and found a significant positive correlation among higher hoarding symptoms and a lack of self-control. This association remained significant even after controlling for variables such as symptoms of impulse control deficits, unique worry symptomatology, and general depression and anxiety symptoms. These findings were supported by Study 2 ( $N = 136$ ), which looked at the degree of self-control exhibited by individuals with clinical hoarding, socially anxious disorder, obsessive-compulsive disorder, and generalised anxiety disorder. An experimental investigation was conducted in Study 3 ( $N = 102$ ) to assess the impact of a self-control alteration on a behavioural measure of hoarding symptoms. We discovered that a rise in subsequent saving actions was linked to the depletion of self-control resources. We talk about the consequences of self-control for hoarding from the perspective of vulnerability. Timpano, Kiara, and Schmidt, Norman B. (2012).

## Rationale

Keeping in sight the on top of context the current study aimed to identify the relationship of hoarding behavior, compulsive buying and self-control among adulthood. The purpose of this research is to seek out the connection of self-control and hoarding behavior with compulsive buying among adulthood. The most foremost reason of

conducting this study is that each one study variables are significantly important in currently days. These all variables measure those variables that lead someone to feel pleasure and happiness why the hold their unnecessary item and sometimes feels upset then they discard them. As per my literature information there's not even one research on hoarding behavior, compulsive buying and self-control among adulthood in Asian nation.

### Objective

- To investigate the hoarding behavior, compulsive buying and self-control among adulthood
- To identify the relationship of hoarding behavior and compulsive buying
- To investigate the role of self-control and compulsive buying

### Hypothesis

$H_1$ : There will be significant positive correlation between hoarding behavior and compulsive buying.

$H_2$ : There will be significant negative correlation between hoarding behavior and compulsive buying.

$H_3$ : There will be a significant positive correlation between self-control and hoarding behavior.

$H_4$ : Compulsive buying will be a significant positive predictor of hoarding behavior.

$H_5$ : Self-control will be a significant positive predictor of hoarding behavior.

## METHODOLOGY

In this research correlational survey research was used to explore the relationship between hoarding behavior, compulsive buying and self-control among adulthood. To find out the desired results, convenient sampling was used for the current study. The sample of the present study was comprised of (N=250) elders. The sample was include both male and female. Data were collected from the Lahore city of Pakistan. Author consent was obtained before the research could begin in a systematic way using the scale that was going to be utilized to collect data. The questionnaire on the willingness of individuals who satisfied the requirements for inclusion and exclusion was given out after obtaining written consent. Before the scale was administered, participants gave their formal consent, which served as an assurance that their information would be kept private and used only for study purposes. A sample of adults who met the inclusion and exclusion criteria was chosen. It was promised to the participants that they might leave the study at any moment. The administration of each set of questionnaires took about minutes. The outcomes of the data gathering were examined when it was finished.

Inclusion criteria were only adults were included and participants with an age range of 20 and above were included. Exclusion criteria were participants with other mental disorders were excluded and participants with physical disabilities were excluded. With the use of a literature review, the researcher created the demographic questions and the opinion of experts to collect the data about participants. This questionnaire asked about age, birth order, education, family system, socioeconomic status, and

frequency of their shopping. In 1990, Valence, D'Astous, and Fortier invented compulsive buying scale (CBS). This scale was intended to quantify compulsive buying impulses; however, the Faber and O'Guinn scale may be employed to identify more extreme forms of obsessive buying behaviour.

This test employs a Likert scale with seven points, which ranges from strongly disapproving to strongly supporting. All of the dependability coefficients are comparatively high (0.78 or higher), and it is discovered that the alpha coefficient rises in tandem with the number of scale points. Hoarding Rating Scale HRS was developed by Tolin, D.F and Frost, in 2010. Five components of hoarding disorder are evaluated by the short, semi-structured Hoarding Rating Scale-Interview (HRS-I): trouble eliminating, disarray, obsessive purchase, distress, and impairment. Internal consistency was used to assess the reliability. Repaired item-total correlations and Cronbach's alpha both showed acceptable scale homogeneity. Research of both category and construct validity was presented in order to address the construct validity. Robson created Self-control scale back in 1989. Creation of a brand-new self-report survey to gauge self-worth. In a subsequent investigation, Mullen, Martin, and Romans (1996).

Women's sense of worth. The scoring for the 14 "normal" questions (Qu 1, 2, 3, 6, 9, 10, 12, 15, 16, 18, 24, 26, 29, and 30) is deducted immediately from the printed scale because they include a full stop following the question number (e.g., 2). The question number (e.g., 4:) appears after the colon in the 16 "reversed" items (Qu 4, 5, 7, 8, 11, 13, 14, 17, 19, 20, 21, 22, 23, 25, 27, 28). For them, the scoring is inverted (i.e., 0 = 7, 1 = 6, etc.). This item indicates whether you agree or disagree with each statement by ringing the one number that corresponds to your average mood in each section SPSS version 21 was used to analyze the data. In descriptive statistics, percentages and frequencies were computed for categorical variables, and means and standard deviation were computed for continuous data.

## RESULTS & FINDINGS

Table 1 shows the frequency and percentage of adulthoods with respect to gender, socioeconomic status, birth order, and family system. The Table shows the frequency of gender, female adults is greater ( $f=146$ , 58.4%) then the male ( $f=104$ , 41.6%). participants from the middle class ( $f=141$ , 56.4%) are greater than participants from the upper class ( $f=31$ , 12.4%) and lower class ( $f=78$ , 31.2%). Table 3.1 also shows the frequency of birth order shows that the middles greater ( $f=121$ , 48.4%) as compared to the elder ( $f=78$ , 3.2%), and younger ( $f=51$ , 20.4%). In the family system, the nuclear and joint family systems were, joint ( $f=131$ , 44.4%), and nuclear family ( $f=139$ , 55.6%).

Table 2 shows the results from Pearson Product Moment Correlation revealed that hoarding behavior has a significant relationship at .001 with compulsive buying and self-control at .05. Table 2 also depicts that the demographic gender have a non-significant relationship with all the study variables and family system have a significant relationship at .05 with birth order.

As table 3 shows simple linear regression analysis is computed for self-control and hoarding behavior among university students. The value  $R^2$  is .02 indicates

approximately 2% variance in the outcome variable can be accounted for, by the predictor  $F(1, 248) = 5.80, P < .000$ . The result depicts that hoarding behavior  $\{\beta = -.15, P < .000\}$  is a significant positive predictor of self-control.

Table 4 shows a simple linear regression analysis computed for self-control and compulsive buying among university students. The value  $R^2$  is .05 indicates approximately 5% variance in the outcome variable can be accounted for, by the predictor  $F(1, 248) = 13.33, P < .000$ . The result depicts that self-control  $\{\beta = -.22, P < .000\}$  is a significant positive predictor of compulsive buying.

#### Discussion

This research aims to recognize the factors that contribute to young people's materialism. The study looks at materialism's function as a mediator between contextual conditions and compulsive purchase. A total of 219 undergraduate university students from Pakistan provided the data. To analyze the data, the partial least squares (PLS) technique was applied. The research supports the hypothesis that young adults who are more materialistic have a higher likelihood of engaging in compulsive buying compared to those who are less materialistic. The findings were consistent with earlier research done in Western culture, suggesting that this also holds true in contemporary Islamic society. The study's conclusions show that the association between compulsive buying and specific sociological elements (such as group, media celebrity endorsement, and TV marketing) was mediated by materialism. The study emphasizes how crucial it is to comprehend the materialistic views and purchasing behaviors of young adults and offers crucial information for academics, decision-makers in government, and management of well-known businesses (Shoham & Makovec, 2003).

$H_1$ . There will be significant positive correlation between hoarding behavior and compulsive buying

The existing literature on the relationship between hoarding, compulsive buying, and self-control has found that Co-morbid hoarding disorder is evident in 26.7% of individuals with binge eating disorder or bulimia nervosa and 39% of individuals with compulsive buying (Fontenelle LF, Mendlowicz MV 2004). Additionally, it has been discovered that hoarding aggravates the symptoms of binge eating (Wheaton M, Timpano KR, 2007 Feb, 12) and compulsive shopping (Mueller U, Albert P, Mertens C, Nov, 2007). Because hoarding and compulsive buying are associated, it is possible that hoarding is a common characteristic of both disorders and that it contributes to the co-morbidity of compulsive buying and binge eating. This is because the psychological drive to overly acquire and amass resources is a common feature of both compulsive shopping and consuming food (Filomenky TZ, Almeida KM, July, 2012). In fact, the hoarding characteristic most closely linked to compulsive purchasing (Mueller A, Mueller U, Nov. 2007) and self-control behavior (Novara C, Bottesi G, 10, Nov. 2016) is acquisition. But this psychological need probably shows itself differently in binge eating (i.e., food, nutrients, and calories) than in compulsive buying (i.e., products, stuff).

$H_3$ . There will be a significant positive correlation between self-control and hoarding

When the relationship between self-control and hoarding is examined, multiple lines of evidence come

together to support the theory. First of all, hoarding is difficult to cure, and clinical findings show that most attempts to stop hoarding behaviors are thwarted by an inability to control the need to obtain and hold onto belongings. Significantly, even if patients are somewhat motivated to receive therapy, they frequently report feeling helpless in the face of these impulses. An analysis of the literature on cognitive-behavioral therapy for hoarding indicates that the illness's progression is frequently characterized by fluctuations in motivation and a recurring inability to finish treatment assignments (Hartl & Frost, 1999; Steketee et al., 2000). According to one study, those who hoard frequently intended to change their buying and saving habits but did not follow through with the necessary behavioral changes (Christensen & Greist, 2001). Poor self-control may be affecting a person's ability to follow through on their purpose and to suppress urges and emotions, which could account for these problems with motivation and finishing schoolwork as well as other treatment setbacks.

$H_4$ . Compulsive buying will be a significant positive predictor of hoarding behavior

These research' conclusions imply that worries about poor mental activity management are most strongly linked to compulsive shopping and hoarding behaviors. According to recent research, hoarding symptoms in OCD can occur as clusters or as independent components (Leckman et al., 1997; Calamari et al., 1997). The outcome of this study point to the possibility that decreased mental control—a hallmark of OCD—may be the most closely associated with compulsive buying and hoarding. One possible connection between impulse control disorders and OCD is difficulties in eliminating undesirable thoughts and making decisions (McElroy et al., 1994). Frost and Hartl (1996) propose that a key element of hoarding is decision-making difficulties.

$H_5$ . Self-control will be a significant positive predictor of hoarding behavior

When the connection between hoarding and self-control is examined, multiple lines of evidence come together to support the theory. First of all, hoarding is difficult to cure, and clinical findings show that most attempts to stop hoarding behaviors are thwarted by an inability to control the need to acquire and hold onto belongings. Significantly, even if patients are somewhat motivated to receive therapy, they frequently report feeling helpless in the face of these impulses. An analysis of the research on therapy based on cognitive behaviour for hoarding indicates that the condition is frequently characterized by waxing and waning motivation as well as a recurring problem with finishing treatment assignments (Hartl & Frost, 1999; Steketee et al., 2000). According to one study, those who hoard frequently intended to change their buying and saving habits but did not follow through with the essential behavioural changes (Christensen & Greist, 2001). Poor self-control may be affecting a person's ability to follow through on their purpose and to suppress urges and emotions, which could account for these problems with motivation and finishing schoolwork as well as other treatment setbacks.

#### Limitations and Suggestions

Following are the limitations of the present study.

- The sample of the present study is relatively small as the whole sample is drawn from Lahore city. In future research, sample size should be

large in order to generalize the results.

- The analysis carried out in this study was limited. Future research should take a closer look at more moderating and mediating variables in order to explore.
- Only adults made up the study's sample. If the population is altered there's a chance the outcome will differ

## Implications

The aim of the current research was to determine whether compulsive shopping and hoarding behaviors among adults were predictive of self-control. The current study has important ramifications for problems with mental health, social, personal, and educational challenges. Additionally, the current study, which focuses on adults, might provide educational, research, personality, clinical, and counseling psychologists with useful information and insight. The main conclusion of the current study is that several workshops and seminars ought to be held in order to provide knowledge on each of these crucial variables. They'll be able to focus on living a happy life. Additionally, the current study offers details on demographics (such as gender, age, family structure, and location of habitation) and how they relate to the factors being examined.

## Conflict of Interests

The authors has declared that no competing interests exist.

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**Table 1**

Frequency and Percentage of Demographics Characteristics of the Participants

Demographic Variables	M(SD)	f (%)
<b>Gender</b>		
Male	104(41.6)	
Female	146(58.4)	
<b>Socioeconomic status</b>		
Upper class	31(12.)	
Middle class	141(56.4)	
Lower class	78(31.2)	
<b>Birth Order</b>		
Elder	78(31.2)	
Middle	121(48.4)	
Younger	51(20.4)	
<b>Family System</b>		
Joint	111(44.4)	
Nuclear	139(55.6)	

**Table 2**

Co- relational among Study Variable (N=250)

Variables	1	2	3	4	5	6
Gender	-	0	-0.1	-0	0.04	0.12
F.M		-	-.14*	-0	-0.01	0.03
B.O			-	0.04	0.07	0.08
HB				-	.42**	-.15*
CB					-	-.22**
SC						-

\*\*\*P&lt;.000, \*p&lt;0.05, \*\*p&lt;.01

**Table 3**

Linear Regression Analysis for Self Control as the Prediction of Hoarding Behavior among University Students (N=300)

Predictors	Model B	Outcome: Self-Control	
		95%CI	
HB	-0.15	-0.65	-0.06
R <sup>2</sup>	0.02		
F	5.80***		

\*\*\*P&lt;.000

**Table 4**

Linear Regression Analysis for Self Control as the Prediction of Hoarding Behavior among University Students (N=300)

Predictors	Model B	Outcome: Self Control	
		95%CI	
CB	-0.22	-0.46	-0.13
R <sup>2</sup>	0.05		
F	13.33***		

\*\*\*P&lt;.00