Outline of Research Project

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What are our research questions? CREATE HYPOTHESES

* How much do narcissists enhance in different areas? Do they enhance more on some things (i.e., agentic traits/behaviors) than others (i.e., communal traits/behaviors)?
* Is there a gender difference? Do females self-enhance communal traits more than men?
* Does the degree of enhancement depend on the source of the other-rating such as (a) the type of observer (e.g., peer, parent, supervisor, etc.), and (b) whether the other-rating comes from objective vs. subjective sources?
* Are narcissists more likely to self-enhance in certain settings?

# **INTRODUCTION:**

**Introduce the topic/controversy/problem (1-3 paragraphs) Why does this paper matter?**

It is widely accepted that narcissists tend to self-enhance across a variety of different areas (e.g., intelligence, physical attractiveness). However, it has also been suggested that narcissists will tend to self-enhance more on aspects of themselves associated with an agentic orientation (e.g., leadership), as opposed to a communal orientation (e.g., agreeableness; Campbell, Rudich, & Sedikides, 2002).

What is narcissism (Definition) Look at literature and come up with similar definition used by other researchers

* What is self-enhancement (Definition) link to narcissism, show why they would be related. Why do narcissists self-enhance?
  + (Morf & Rhodewalt, 1993, 2001; discuss how narcissism is viewed as a self-esteem maintenance mechanism; a way to maintain a positive self-evaluation).
    - Narcissism is related to low implicit self-esteem. (citations), but this isn’t always consistent (citations).

**LITERATURE REVIEW:**

Discuss the existing narcissism/self-enhancement literature:

* Give illustrative examples of narcissistic self-enhancement
* Narcissists are aware of how others see them, but still think they are better than others.
* Vazire and Carlson (2010) found that people have some extent of self-knowledge, but discrepancy exists between how people perceive themselves and how they are perceived by others.
* Carlson et al (2011) found surprisingly that narcissists understand that others see them less positively than they see themselves, and that they actually have insight into their narcissistic personality and that they are “arrogant”.
* Show that Narcissists tend to self-enhance, but it isn’t always consistent (such as the literature concerning intelligence, some studies find signiticant results and other don’t; citations)
  + Intelligence (Paulhus & Williams, 2002; Gabriel, Critelli, & Ee, 1994)
  + Attractiveness
  + Personality traits
  + Performance
* Suggest there could be gender differences based on social role theory; females value communal behavior more than men, so may be more motivated to self-enhance communal traits
  + Examples showing sometimes men and women differ: Gabriel, Critelli and Ee (1994) discovered that narcissism predicted both intelligence and self-illusion for males and females. Both males and females overestimated their own intelligence, with males, but not females, also overestimating their attractiveness.

5.

**Methods**

1. Literature search

1) Database: psycINFO, SIOP, AOM

2) Key words: I have used narcissism alone because I found too many studies were excluded when using additional keywords. So far I have tried the combination of “narcissism” with “self-report”, “self-perception”, “other-report”, “peer rating”, “self-enhancement”, “intelligence”, “attractiveness” “objective”.

* Describe any decision rules you used that future researchers trying to replicate your meta-analysis would need to know.

2. Meta-analysis

Apply Hunter and Schmidt (2004) meta-analysis methods.

**Expectation:**

Narcissism is positively correlated with self-enhancement, and narcissists tend to have positive illusion about themselves on intelligence, physical attractiveness, and personality traits. That is to say, narcissists view themselves as better than when they are being evaluated by others.

# References

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