Abstract

The purpose of this study was to examine the relationship between perceptions of others and perceptions of self, as well as how narcissism can influence those perceptions. Primarily college students at ECSU were tested on their positive and negative personality traits and how they perceived those they like and those they dislike using the Ten-Item Personality Inventory and the Narcissism Personality Inventory. For parts one and two, results indicated that participants who rated themselves higher in positive personality traits had higher positive perceptions of people they like (their best friend) but not people they dislike. For parts one and two, participants rated people they like as more similar in personality to themselves than people they dislike for both positive and negative personality traits. In part two, but not part one, higher narcissism scores indicated higher rating of self and lower rating of friend and disliked person for positive personality traits. The implications of this study are to inform developments in social psychology research.

Introduction

Emotions/Self-Esteem
- Perceiving themselves in a positive way can have a big influence on how people perceive others (Brown, 1986; Zeigler, Besser, Myers, Southard, & Malkin, 2013).

Similarities and Differences in Self and Others
- How individuals perceived others revealed a great deal about their own personality. Perceivers rated those they had closer relationships with as more similar to themselves (Srivastava, Guglielmo, & Beer, 2010; Taylor & Koivumaki, 1976; Wood, Harms, & Vazire, 2010).

Narcissism
- Those who scored higher in narcissism, had more negative perceptions of others in every dimension of personality (Wood, Harms, & Vazire, 2010).

Rationale
- Perceptions as situational features of a person based on <u>cognitive-affective theory</u> (Mischel & Shoda, 1995)
- Hypothesis 1: Participants who rate themselves higher in positive personality traits will have higher positive perceptions of both the people they like and dislike.
- Hypotheses 2: Participants will rate people they like as more similar in personality to themselves than people they dislike
- Hypothesis 3: Narcissism scores will be positively correlated with the differences in self vs. other ratings on positive personality traits

Results

- <u>For parts one and two:</u> positive personality traits for self were positively correlated with positive personality traits for best friend

Part 1

Correlations Between Positive Personality Traits of Self and Positive Personality Traits of Others

		Positive Personality Traits of Best Friend	Positive Personality Traits of Disliked Person
Positive Personality Traits of Self	Pearson Correlation	0.40**	-0.001
Positive Personality Traits of Best Friend	Pearson Correlation		0.06

*p<.05, two-tailed
**p<.01, two-tailed

Part 2

Correlations Between Positive Personality Traits of Self and Positive Personality Traits of Others

		Positive Personality Traits of Best Friend	Positive Personality Traits of Disliked Person
Positive Personality Traits of Self	Pearson Correlation	0.35**	-0.17
Positive Personality Traits of Best Friend	Pearson Correlation		-0.06

*p<.05, two-tailed
**p<.01, two-tailed

- <u>For parts one and two:</u> self-best friend difference was significantly lower than self-disliked person difference for both positive and negative personality traits

Part 1

Group Differences for Self, Best Friend, and Disliked Person on Positive and Negative Personality Traits

	Mean	Std. Deviation
SBFPPD	0.004	0.88
SDPPPD	1.92	1.15
SBFNPD	0.33	0.98
SDPNPD	0.57	1.34

Part 2

Group Differences for Self, Best Friend, and Disliked Person on Positive and Negative Personality Traits

	Mean	Std. Deviation
SBFPPD	-0.19	1.01
SDPPPD	1.85	1.43
SBFNPD	0.55	0.97
SDPNPD	-0.51	1.36

SBFPPD= Self-Best Friend Positive Personality Difference
SDPPPD= Self-Disliked Person Positive Personality Difference
SBFNPD= Self-Best Friend Negative Personality Difference
SDPNPD= Self-Disliked Person Negative Personality Difference

- <u>For part one:</u> narcissism scores were not significantly positively correlated with self-best friend ratings in positive personality traits
- <u>For part two:</u> narcissism scores were significantly positively correlated with self-best friend ratings in positive personality traits

Part 1

Means, Standard Deviations, and Correlations for Narcissism and Self-Other Differences on Positive and Negative Personality Traits

	M	SD	α	1
1. Narcissism	3.37	0.54	0.78	
2. SBFPPD	-0.01	0.89		0.15
3. SDPPPD	1.91	1.15		0.07
4. SBFNPD	0.31	0.99		-0.22*
5. SDPNPD	-0.57	1.34		0.05

*p<.05, two-tailed
**p<.01, two-tailed

Part 2

Means, Standard Deviations, and Correlations for Narcissism and Self-Other Differences on Positive and Negative Personality Traits

	M	SD	α	1
1. Narcissism	3.40	0.60	0.72	
2. SBFPPD	-0.19	1.01		0.23**
3. SDPPPD	1.85	1.43		0.36**
4. SBFNPD	0.55	0.97		-0.23**
5. SDPNPD	-0.51	1.36		-0.34**

*p<.05, two-tailed
**p<.01, two-tailed

Method

Participants
Part 1
- 92 ECSU students (79 females, 12 males)
- 75% Caucasian, 12% Hispanic/Latinx, 7.6% African American, 2.2% Asian American, 2.2% Other, 1.1% Biracial
Part 2
- 126 ECSU students, 5 non-ECSU (117 females, 14 males)
- 66% Caucasian, 13% Hispanic/Latinx, 10.7% Biracial, 6% African American, 2.3% Other, 1.5% Asian American

Measures
- Ten Item Personality Inventory (TIPI; Gosling, Rentfrow & Swann, 2003) for positive and negative personality traits for self P1: α=0.39/0.26, P2: α=0.60/0.34; best friend (BF) P1: α=0.56/0.32, P2: α=0.61/0.18; and disliked person (D) P1: α=0.42/0.29, P2: α=0.54/0.21
- Narcissistic Personality Inventory 16 (NPI-16; Ames, Rose, & Anderson, 2006) P1: α=0.78, P2: α=0.72.

Procedure
- Signed/agreed to informed consent form
- Completed TIPI survey for self, BF, D, NPI-16 for self, demographics section for self
- Given/sent debriefing form

Discussion

Hypotheses Supported
- Hypothesis 1- partially supported
- Hypothesis 2- supported
- Hypothesis 3- partially supported

Major Conclusions:
- In parts one and two: those who had higher positive perceptions of self, rated best friend higher in positive personality traits, but did not rate disliked person higher in positive personality traits
- In parts one and two: participants rated their best friend as more similar to themselves for both positive and negative personality traits
- In part two, but not part one: higher narcissism scores indicated a significant difference between self and other (best friend and disliked person) ratings on positive personality traits

Previous Findings:
The results are consistent with previous research on perceptions of self and others
- Those with positive self-perceptions created positive perceptions of others (Brown, 1986; Zeigler et al., 2013).
- Those with a closer relationship to the participant were perceived as being more similar to them (Srivastava et al., 2010; Taylor & Koivumaki, 1976; Wood et al., 2010).
- Those who had higher narcissism perceived others as having less positive traits (Wood et al., 2010).

Strengths:
- Sample size of this study was relatively large and ethnically representative of the population of Eastern: increased generalizability to Eastern population
- Surveys were all relatively short, so participants were more likely answer honestly: increased internal validity

Limitations:
- The Ten Item Personality Inventory (TIPI) had low reliability
- Limited data from males (13%): less generalizable to the population/threatened external validity

Implications:
- When in real world making judgments about others, can understand that those perceptions are not always accurate. Often favorability occurs for people closer and more similar
- In clinical settings, therapists can work to fix issues within individual, so they start perceiving others in a positive way, and their perception of people altogether is more positive

Future Research:
- A longer measure to test the Big Five Personality Traits would increase reliability and validity of the measure and create more confidence in drawing conclusions from the results
- A measure to test emotion/self-esteem more specifically such as the Rosenberg Scale