

1 The Effect of Narcissistic Admiration & Rivalry on Public Speaking Performance

Nuttha Paisarnrisomsuk¹, Harry Manley¹, Ross Roberts²

¹ Faculty of Psychology, Chulalongkorn University, Thailand email: nutthapai@gmail.com

² Institute for the Psychology of Elite Performance, Bangor University, UK

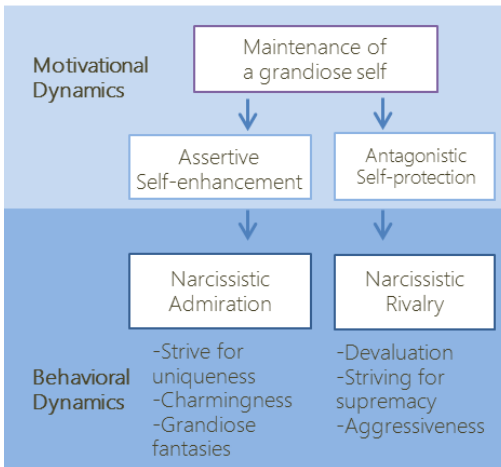
INTRODUCTION

Do narcissistic individuals make good public speakers? Public speaking is an opportunity for garnering the attention and admiration of others; factors that are important for narcissistic individuals.

Based on the narcissistic admiration and rivalry concept (NARC: Back et al., 2013), narcissistic individuals seek to maintain their grandiose self-view through different processes associated with assertive self-enhancement (narcissistic admiration) or antagonistic self-protection (narcissistic rivalry).

The current study examines how admiration and rivalry affect performance outcomes in a stressful public speaking task. Further, because the behaviors associated with narcissistic rivalry are motivated by ego threat, we further examined the moderating effect of self-affirmations, a process designed to reduce ego threat, on performance.

Bright & Dark Sides of Narcissism



Adapted from Back et al. (2013)

HYPOTHESES

Narcissistic admiration will predict lower self-reported state anxiety and better (self and other-rated) speaking performance.

Narcissistic rivalry will predict higher self-reported anxiety and worse (self and other-rated) speaking performance.

METHOD

Preregistration of the main hypotheses and dependent variables (<https://osf.io/j9k7s/>), and all data, code and supplementary information are available on the Open Science Framework (<https://osf.io/qyxz9/>).

Demographics
Rosenberg Self-Esteem Scale
Narcissistic Admiration and Rivalry



Self-Affirmation (n = 44)
vs. Control Condition (n = 46)

-Self-affirmation condition rated the importance of 11 values and elaborated the most important value.
-Control condition wrote about a neutral topic; the items within their wardrobes.



State-Trait Anxiety Inventory
5-min Televised Speech



Performance Rating

-Self-rated performance
-2 independent raters rated participants' performance from recorded clip videos.

Participants

90 (68 females & 22 males, M age = 19.50, SD = 1.22) students from a Thai university participated.

2 The Effect of Narcissistic Admiration & Rivalry on Public Speaking Performance

Nuttha Paisarnsrissomuk¹, Harry Manley¹, Ross Roberts²

ψ

PsyArXiv

1 Faculty of Psychology, Chulalongkorn University, Thailand email: nutthapai@gmail.com

https://psyarxiv.com/9xydr

2 Institute for the Psychology of Elite Performance, Bangor University, UK

RESULTS

Correlations

	Control condition							
	1	2	3	4	5	6	7	8
1. State Anxiety	1	-0.4	-0.46	0.15	-0.39	-0.2	0.14	-0.14
2. Self-Esteem	-0.46	1	0.47	-0.31	0.26	0.1	-0.09	-0.07
3. Narcissistic Admiration	-0.15	0.38	1	0.12	0.57	0.22	0.15	0.21
4. Narcissistic Rivalry	0.52	-0.47	0.24	1	0.16	0.07	-0.01	0.33
5. Self-rated Performance	-0.58	0.31	0.47	-0.22	1	0.61	0.15	0.22
6. Observer-rated Performance	-0.19	-0.08	0.32	0.07	0.51	1	0.14	0.19
7. Age	-0.12	0.09	0.07	-0.18	0.1	0.05	1	0.31
8. Sex	0.07	-0.13	0.27	0.32	0.04	-0.04	-0.05	1

Note: Female coded as 0, male coded as 1.

Hierarchical Regression Analysis

Model 1: Enter covariates of sex and self-esteem.

Model 2: Examine the main effect of self-affirmation condition, narcissistic admiration, and rivalry.

Model 3: Add interaction terms between self-affirmation conditions and types of narcissism.

State Anxiety

	Model 1			Model 2			Model 3		
	B	SE B	p	B	SE B	p	B	SE B	p
(Intercept)	19.29	0.53	<.001	19.46	0.68	<.001	19.33	0.68	<.001
Sex	-0.97	1.08	.372	-1.20	1.11	.283	-1.15	1.10	.299
Self-esteem	-2.06	0.47	<.001	-0.84	0.58	.154	-0.76	0.58	.189
Condition				-0.23	0.89	.792	-0.21	0.88	.813
Admiration				-1.36	0.55	.016	-2.13	0.71	.003
Rivalry				1.67	0.55	.003	1.06	0.74	.155
Admiration × Condition							1.39	0.89	.123
Rivalry × Condition							1.02	0.91	.269

Self-Rated Performance

	Model 1			Model 2			Model 3		
	B	SE B	p	B	SE B	p	B	SE B	p
(Intercept)	-0.13	0.35	.694	-0.44	0.45	.330	-0.43	0.46	.351
Sex	0.56	0.70	.429	0.03	0.73	.967	-0.01	0.73	.986
Self-esteem	0.06	0.30	.851	-0.45	0.38	.236	-0.47	0.39	.229
Condition				0.88	0.58	.134	0.88	0.59	.140
Admiration				0.98	0.36	.008	0.89	0.47	.062
Rivalry				-0.18	0.36	.607	-0.06	0.50	.896
Admiration × Condition							0.19	0.60	.746
Rivalry × Condition							-0.23	0.61	.709

Observer-Rated Performance

	Model 1			Model 2			Model 3		
	B	SE B	p	B	SE B	p	B	SE B	p
(Intercept)	12.99	0.63	<.001	12.29	0.75	<.001	12.49	0.74	<.001
Sex	1.87	1.26	.142	0.56	1.19	.637	0.40	1.17	.735
Self-esteem	1.53	0.54	.006	-0.04	0.62	.943	-0.20	0.61	.745
Condition				2.07	0.97	.035	2.05	0.95	.033
Admiration				2.79	0.59	<.001	3.08	0.75	<.001
Rivalry				-0.83	0.59	.166	0.42	0.79	.598
Admiration × Condition							-0.27	0.95	.780
Rivalry × Condition							-2.23	0.97	.025

Dummy Coding.

Condition: Self-affirmation = 1, control = 0.

Sex: female = 0, male = 1.

Figure 1: the influence of admiration and rivalry on state anxiety.

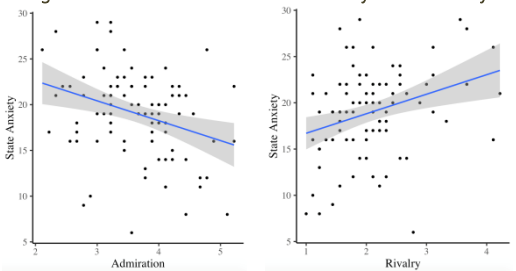


Figure 2: the influence of admiration and rivalry on self-rated performance.

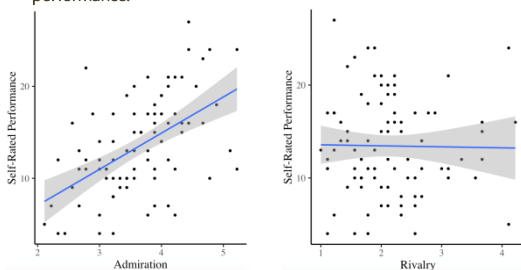


Figure 3: the influence of admiration and rivalry on observer-rated performance.

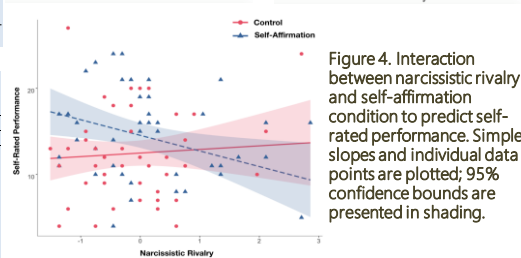
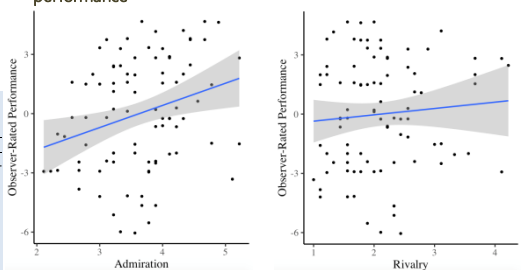


Figure 4. Interaction between narcissistic rivalry and self-affirmation condition to predict self-rated performance. Simple slopes and individual data points are plotted; 95% confidence bounds are presented in shading.

Rivalry predicted lower self-rated performance in self-affirmation condition. This might perhaps due to feeling less defensive and being more receptive to negative feedback.

CONCLUSION

Narcissistic admiration predicted lower anxiety and better (self-rated and observer-rated) speech performance.

Narcissistic rivalry predicted higher anxiety and was not related to (self-rated and observer-rated) speech performance.