

The Role of Grandiose and Vulnerable Narcissism in Predicting Self-Presentation Tactics in Students

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Introduction

In recent years, studies in the field of narcissism have received increasing attention from researchers, but despite the growing interest in the concept of narcissism, there are many unanswered questions, especially about the nature of this structure. A review of clinical research on narcissism and narcissistic personality pathology shows that there are two narcissistic phenotypes, grandiose narcissism and vulnerable narcissism. Grandiose narcissism is defined as a grandiose notion of oneself, disrespecting others, and being entitled and includes characteristics such as self-arrogance, pretentiousness, and dominance. Feelings of anger, despair, emptiness, low self-esteem and even suicide when they fail are common experiences of these people. At the interpersonal level, people with these characteristics withdraw from interpersonal relationships due to sensitivity to rejection and criticism. In contrast, the vulnerable type is not obvious most of the time and is characterized by a strong need for approval, admiration from others and sensitivity to rejection. These people have a negative self-concept, and their sense of self-worth depends on the approval of others, and if they do not

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receive it, they avoid people and social relationships. Considering the difference between these two types of narcissism, its further investigation and recognition in different interpersonal contexts leads to more accurate clinical diagnosis and more specialized services. One of the structures that can be related to types of narcissism is self-presentation guides. Narcissistic people use self-presentation tactics more than others due to their high need to influence others. The present study aimed to investigate the role of grandiose narcissism and vulnerable narcissism in predicting self-presentation tactics in students of Shahid Chamran University of Ahvaz.

Method

The descriptive research method of conventional (focal) correlation and its statistical population are all graduate students of Shahid Chamran University of Ahvaz who were studying in 1996-97 (N = 1500). After obtaining the necessary permits from Shahid Chamran University of Ahvaz, the questionnaires were distributed among the selected students based on a multi-stage cluster random sampling method. Data were analyzed by SPSS statistical software. A total of 250 students were randomly selected based on Cochran's formula according to the size of the population, in a multi-stage cluster method. Finally, by stratified random sampling method, the sample size was selected from the target population (n = 222). Collection tools included a pathological narcissism questionnaire (Pincus et al., 2009) and a scale of self-Presentation tactics (Tedeschi & Melburg, 1984). The pathological narcissism questionnaire contains 52 descriptive questions. This questionnaire has seven subscales, including self-concealment, devaluation, conditional self-respect, self-improvement with self-sacrifice, exploitation, grandiose fantasy, and righteous anger. These seven subscales are in two higher-level dimensions of grandiose narcissism with the components of exploitation, self-enhancement with selflessness and grandiose fantasy, and vulnerable narcissism with the components of self-concealment, conditioned self-esteem, justified anger, and devaluation, all of which subscales are identified as pathological narcissism. The self-expression questionnaire is a paper-and-pencil tool that contains 63 questions and 12 components. Questionnaire of self-presentation tactics, five types of defensive self-presentation tactics, including: non-responsibility, self-incapacitation, excuse, apology and justification, and 7 self-presentation tactics of self-expression including: request, exaggeration, intimidation, humiliation, entitlement, role model and examines self-indulgence.

Results

The results showed that the linear combination of defensive and assertive self-presentation tactics can be predicted by the linear combination of

predictor variables. The significance of the whole model showed that there is a significant relationship between the two variables of self-Presentation tactics and existential expression with grandiose and vulnerable narcissism ($P < 0.005$). Predictive variables explain 28% of the variance of the criterion variables. Overall, the findings showed that the types of narcissism (grandiose and vulnerable) can be predicted based on the type and extent of using different types of self-presentation tactics (defensive and assertiveness). Of the two criterion variables, presentation tactics are more important in the linear criterion variable. On the other hand, in the first function, among the predictor variables, the narcissistic narcissist has the largest share in the linear composition of its category. In other words, the first function of self-Presentation tactics is predicted by grandiose narcissism. In explaining the results of the present study, it seems that people with grandiose narcissism had a greater tendency to use defensive self-expression and self-presentation tactics than vulnerable narcissists. In grandiose narcissism, insecurity (e.g., fear of negative evaluation) is very important. Deep feelings of inadequacy and psychological insecurity in narcissism lead to the tendency of narcissistic people to use defensive self-presentation tactics.

Discussion

According to the findings of the present study, it is suggested that clinical specialists pay special attention to the types of narcissism and the self-presentation tactics of clients with narcissistic personality disorder in order to know and understand more about these people

Keywords: Grandiose narcissism, narcissism, self-presentation tactics, vulnerability narcissism

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