

# The Road from Low Self-Esteem to Outgroup Derogation Passes Through Collective Narcissism

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### Background

- Social Identity Theory: Low self-esteem leads to outgroup derogation<sup>7</sup>
- Corollary Two of the Self-Esteem Hypothesis has not been supported by research<sup>8</sup>
- Collective narcissism:** Resentment for insufficient external recognition of the ingroup's importance<sup>9</sup>
- Ingroup satisfaction:** A belief that the ingroup is of high value and a reason to be proud<sup>10</sup>
- Adorno<sup>11</sup> and Fromm<sup>12</sup>: Outgroup derogation is likely under circumstances undermining personal self-esteem and increasing collective narcissism
- Research linked collective narcissism and outgroup derogation<sup>9</sup>, but not collective narcissism and self-esteem<sup>9</sup>, or self-esteem and outgroup derogation<sup>13</sup>
- Hypothesis 1**
- Hypothesis 2**

Note: The hypotheses were tested across 7 studies, of which 4 are presented here.

### Study 1

- 427 Polish adults (227 females, ages 18-80)
- Measures:
  - Self-esteem<sup>14</sup>
  - Collective narcissism<sup>15</sup>
  - Ingroup satisfaction<sup>10</sup>
- Results:

### Study 2

- 853 Polish adults (426 females, ages 18-76)
- Longitudinal design at 2 time points
- Measures:
  - Self-esteem<sup>14</sup>
  - Collective narcissism<sup>15</sup>
  - Ingroup satisfaction<sup>10</sup>
- Results:

### Study 3

- 1059 Polish adults (556 females, ages 18-80)
- Measures:
  - Self-esteem<sup>14</sup>
  - Collective narcissism<sup>15</sup>
  - Ingroup satisfaction<sup>10</sup>
  - Outgroup derogation (Social Distance<sup>16</sup> to Syrian Refugees)
- Results:

### Study 4

- 221 US adults (136 females, ages 18-73)
- Experimental manipulation of self-esteem using intergroup Cyberball
- Measures:
  - Self-esteem<sup>14</sup>
  - Collective narcissism<sup>15</sup>
  - Ingroup satisfaction<sup>10</sup>
  - Outgroup derogation (Voodoo doll task<sup>17</sup>)
- Results:

### Discussion

- The results support **Hypothesis 1**:
  - Collective narcissism and ingroup satisfaction have opposite, unique relationships with self-esteem
  - Collective narcissism is associated with low self-esteem, visible only when the positive overlap between collective narcissism and ingroup satisfaction is partialled out
  - Ingroup satisfaction is associated with high self-esteem, independent of collective narcissism
- The results support **Hypothesis 2**:
  - Low self-esteem predicts outgroup derogation via collective narcissism
  - This indirect relationship is only visible when the positive overlap between collective narcissism and ingroup satisfaction is partialled out
- The hypotheses are supported by cross-sectional, longitudinal, and experimental studies in two countries
- Conclusions:**
  - The way self-esteem is implicated in beliefs about the ingroup and outgroup derogation is complex
  - Only some people use the ingroup (and outgroup derogation) to compensate for low self-esteem → those with collective narcissistic beliefs
  - This compensation is unsuccessful, but as long as collective narcissism overlaps with ingroup satisfaction this is not a problem
  - The situations that decrease the overlap between collective narcissism and ingroup satisfaction are those in which the link between outgroup derogation and low self-esteem is likely to be emphasized

**References:** <sup>7</sup>Tajfel, H. & Turner, J. C. (1979). *An integrative theory of intergroup conflict*. <sup>8</sup>Rubin, M. & Hewstone, M. (1988). *Personality and Social Psychology Review*. <sup>9</sup>Golec de Zavala, A., Dyduch-Hazar, K., & Lantos, D. (2019). *Advances in Political Psychology*. <sup>10</sup>Leach, C. W., et al. (2008). *Journal of Personality and Social Psychology*. <sup>11</sup>Adorno, T. (1963/1998). *Critical models: Interventions and catchwords*. <sup>12</sup>Fromm, E. (1973). *The anatomy of human destructiveness*. <sup>13</sup>Abrams, D. & Hogg, M. A. (1998). *European Journal of Social Psychology*. <sup>14</sup>Rosenberg, M. (1965). *Acceptance and commitment therapy*. <sup>15</sup>Golec de Zavala, A., Cichocka, A., Eidelson, R., & Jayawickreme, N. (2009). *Journal of Personality and Social Psychology*. <sup>16</sup>Bogardus, E. S. (1925). *Journal of Applied Sociology*. <sup>17</sup>DeWall, C. N., et al. (2013). *Aggressive Behaviour*.