

KNOW YOURSELF AND YOU WILL BE LOVED?

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Does personality self-knowledge (psk) have positive consequences, for example...

- ...Popularity? ...Emotional stability?
- ...Social status? ...Satisfaction?

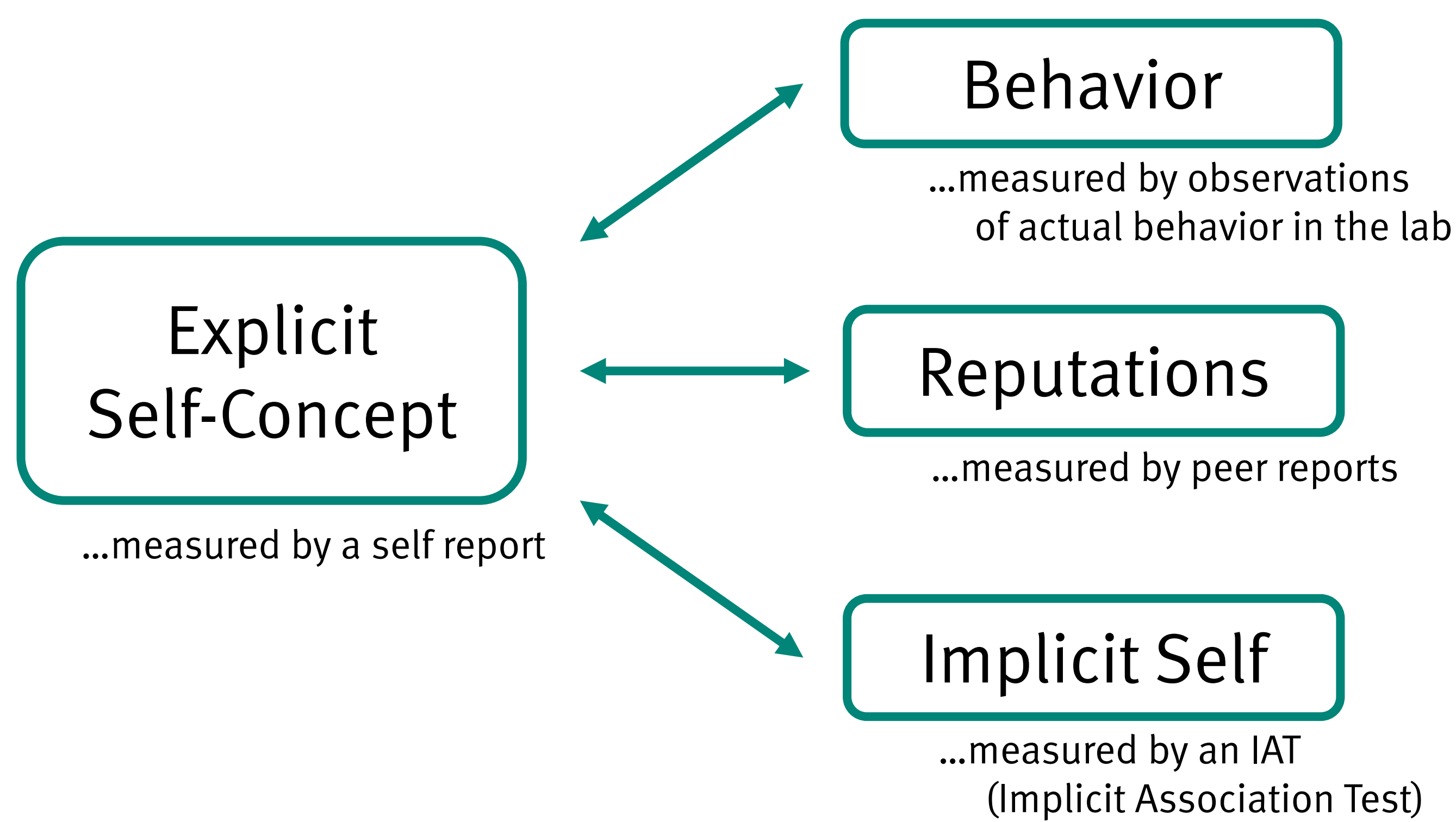
How to detect consequences of psk empirically...

...using **Response Surface Analysis**,

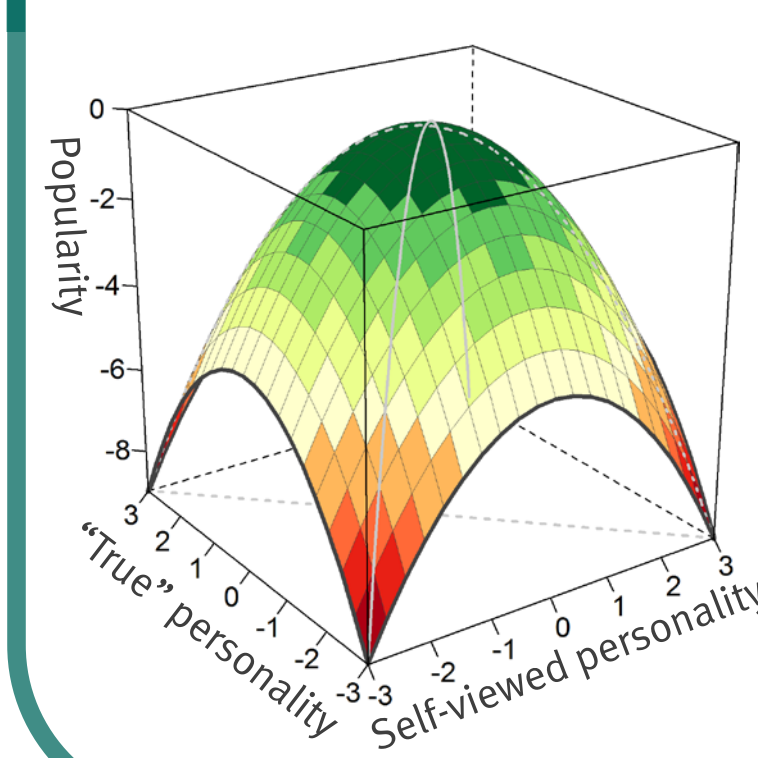
a tool to detect effects of the agreement between the self-rating **S** and the “true” personality **T** on an outcome variable **P**

1. Compute the regression $P = b_0 + b_1S + b_2T + b_3S^2 + b_4ST + b_5T^2 + \epsilon$
2. Interpret the resulting surface

What is psk... and how can we measure it?

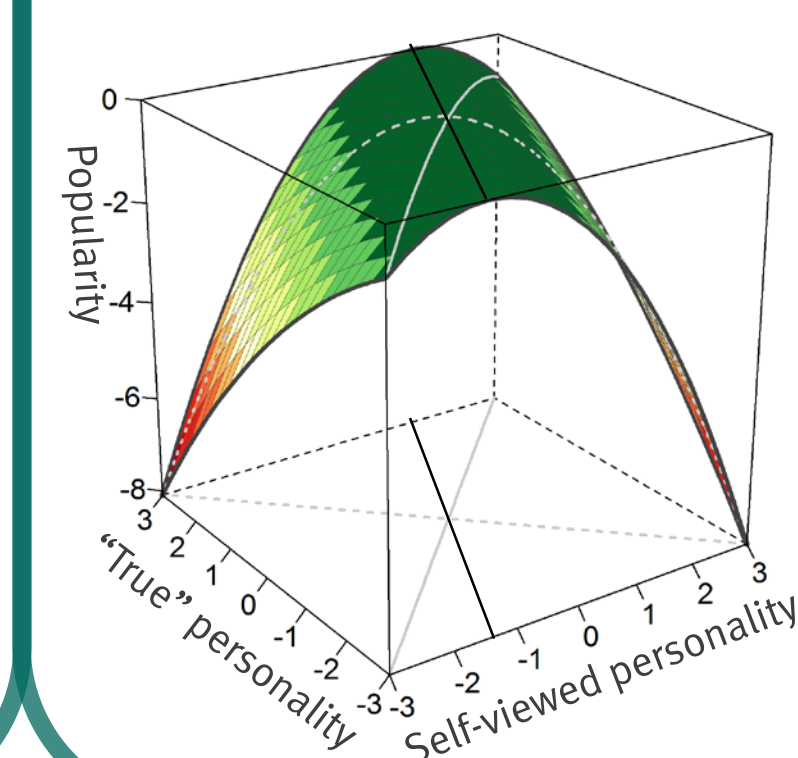


No effect of psk



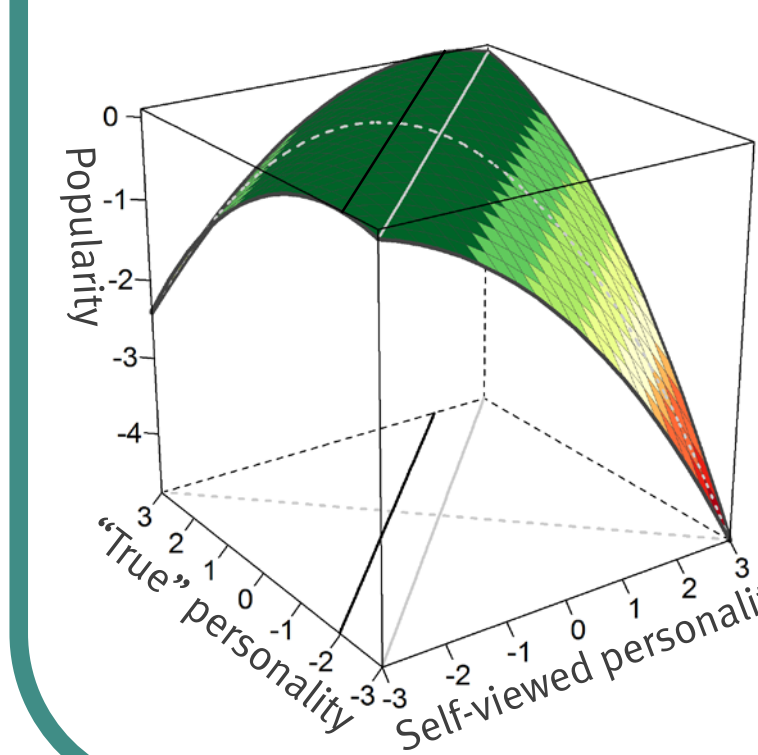
...instead, there is one optimal combination of self-viewed and true trait-level (stationary point at $(S,T)=(0,0)$)

No effect of psk



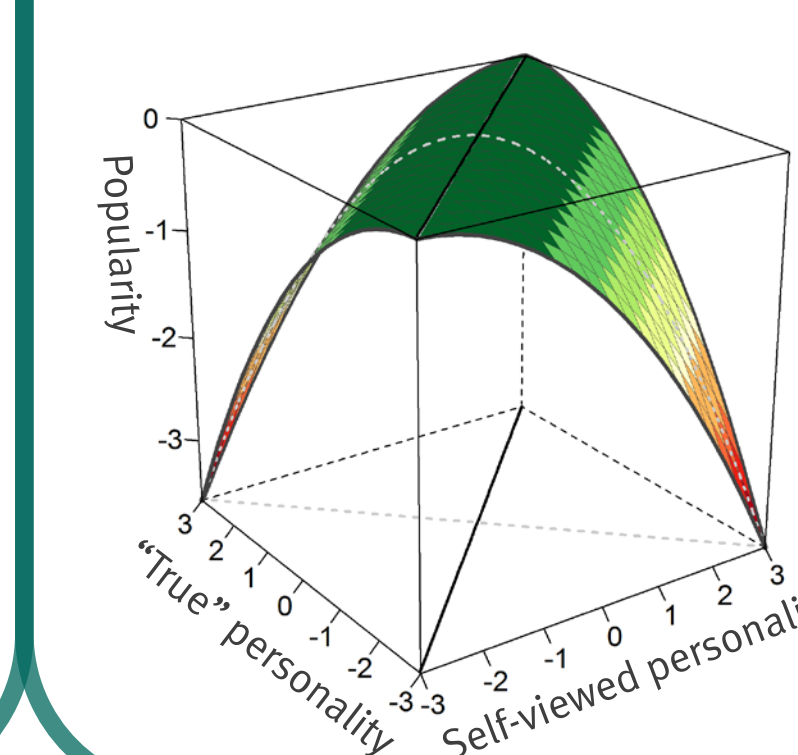
...instead, it depends on the trait level if self-enhancement or self-defacement leads to highest popularity (1st principal axis at $T = 2S$)

No effect of psk



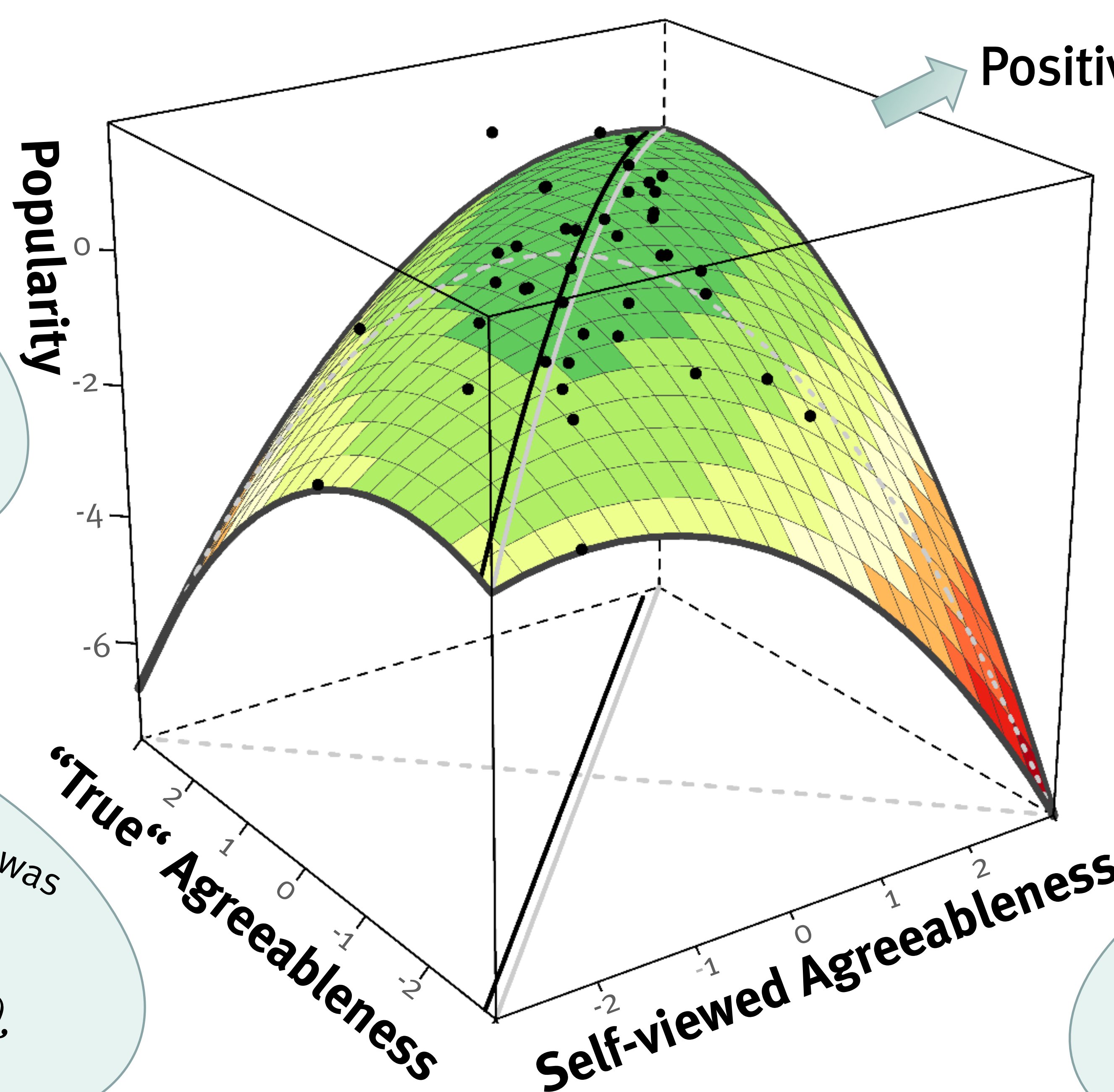
...instead, popularity is highest for slight self-defacement (first principal axis at $T = S + 1$)

Positive effect of psk



...because popularity is highest for a correct self-view (first principal axis at $T = S$)

First explorative study ($N = 42$ psychology freshmen)



Positive effect of psk in Agreeableness

...because popularity was highest when self-viewed Agreeableness and “true” Agreeableness were equal (first principal axis at $T = S$)

Popularity was measured as the target effect in Round-Robin-ratings from peers (after 1 year of acquaintance)

“True” Agreeableness was measured as the aggregation of behavior observations (lab), reputations (2 peer-reports) and the implicit self (IAT)

Self-viewed Agreeableness was measured by self-report (NEO-FFI)

Working hypothesis: The better you know your (dis-)agreeableness, the more popular you are.

In preparation: Testing this hypothesis using longitudinal data from the CONNECT study with $N = 124$