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Communal collective narcissism

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Abstract

Objectives: We aimed to introduce, validate, and showcase the utility of a new construct: communal collective narcissism.

Method: We conducted four studies, in which we developed a new scale for communal collective narcissism (Study 1, $N = 856$), tested the construct's unique predictions (Study 2, $N = 276$), examined its social relevance (Study 3, $N = 250$), and assessed its implications for intergroup outcomes (Study 4, $N = 664$).

Results: In Study 1, we verified the structural soundness of the Communal Collective Narcissism Inventory. In Study 2, we obtained evidence for a defining feature of communal collective narcissism, namely, that it predicts communal, but not agentic, ingroup-enhancement. In Study 3, we illustrated the social relevance of communal collective narcissism. Communal collective narcissists derogated outgroup members, if those outgroups threatened the ingroup and the threat targeted the ingroup's communion. Finally, in Study 4, we showed that communal collective narcissism predicts intergroup outcomes in the communal domain (e.g., humanitarian aid) better than agentic collective narcissism does, whereas agentic collective narcissism predicts intergroup outcomes in the agentic domain (i.e., preferences for military aggression) better than communal collective narcissism does.

Conclusions: The construct of communal collective narcissism is conceptually and empirically distinct from classic (i.e., agentic) collective narcissism.

KEYWORDS

agency-communion, collective narcissism, communal narcissism, intergroup relations, narcissism, outgroup derogation

1 | INTRODUCTION

Individual narcissism reflects a self-serving, ostentatious, and manipulative orientation (Sedikides & Campbell, 2017; Thomaes et al., 2018). It is not a homogenous construct, however (Sedikides, 2021). Instead, the narcissistic desire for grandiosity, entitlement, and power can be satisfied via self-enhancement in different life domains. According to the agency-communion model (Gebauer & Sedikides, 2018a, 2018b), self-enhancement can be satisfied in the agentic domain, such as intelligence, competence, and dominance, or in the communal domain, such as compassion, helpfulness, and morality (Gebauer et al., 2012; Nehrlich et al., 2019). Individual narcissism, then, can be predominantly agentic or predominantly communal.

Another form of narcissism, collective narcissism, has been gaining traction in the literature. Collective narcissism reflects enhancement of the collective self (Sedikides et al., 2013). The construct refers to strong identification with, and unrealistically positive beliefs about, one's ingroup,

along with collective entitlement and grievance for perceived lack of recognition (Golec de Zavala & Lantos, 2020; Golec de Zavala et al., 2009). Collective narcissism conduces to hypersensitivity to insults directed at the ingroup and to aggression in response to ingroup threats (Golec de Zavala, 2018; Guerra et al., 2020). So far, however, the literature has focused on what we call "agentic collective narcissism," that is, manifestations of collective narcissism in the agentic domain (e.g., intergroup hostility; Golec de Zavala & Lantos, 2020; Guerra et al., 2020).

Extending the agency-communion model of individual narcissism (Gebauer & Sedikides, 2018a, 2018b) to collective narcissism, we distinguish between agentic collective narcissism and communal collective narcissism. After defining the latter construct, we validate it and showcase its utility. We report four studies addressing the following questions: (1) Is communal collective narcissism conceptually and empirically distinct from agentic collective narcissism (Study 1)? (2) Do communal collective narcissists enhance their ingroup in the communal, but not agentic, domain, and do agentic collective narcissists enhance their ingroup in the agentic, but not communal, domain (Study 2)? (3) Does communal collective narcissism explain outgroup derogation when the outgroup threatens the communal (vs. agentic) image of the ingroup (Study 3)?, and (4) Does communal (vs. agentic) collective narcissism explain intergroup outcomes in the communal (vs. agentic) domain (Study 4)?

1.1 | On the agentic character of classic collective narcissism

The construct of collective narcissism was developed by adapting the construct of individual narcissism to the group level. The corresponding measure, the Collective Narcissism Scale (Golec de Zavala et al., 2009), has therefore been primarily based on the near-exclusively used (at the time) measure of individual narcissism—the Narcissistic Personality Inventory (NPI; Raskin & Hall, 1979). For that reason, the Collective Narcissism Scale inherited most conceptual features of the NPI, including its focus on agentic content (Gebauer et al., 2012; Grijalva & Zhang, 2016).

Literature on individual narcissism has documented that the NPI reflects overestimation of one's agency rather than communion (Campbell et al., 2002; Grijalva & Zhang, 2016). The reverse pattern has been found for individual communal narcissism, assessed by the Communal Narcissism Inventory (CNI; Gebauer et al., 2012). The two forms of individual narcissism share core motives (grandiosity, entitlement, power; Krizan & Herlache, 2018) and are positively related (Gebauer & Sedikides, 2018a, 2018b). At the individual level, then, the distinction between agentic and communal narcissism is well-established.

Much like individuals, groups are perceived, and self-perceived, not only on the agentic domain (e.g., being effective or productive) but also on the communal domain (e.g., being helpful or fair; Abele & Wojciszke, 2007). Given that the ingroup image is based on agency and communion, the group's grandiosity should also be based on the agentic and communal domain. Hence, the distinction between agentic and communal narcissism should apply just as much to collective narcissism as to individual narcissism. Stated otherwise, communal collective narcissism should complement agentic collective narcissism. Also, the two forms of collective narcissism should have more predictive utility than either alone.

To embellish our definition of agentic collective narcissism, the construct refers to strong ingroup identification, unrealistically positive beliefs about the ingroup's potency, entitlement about the group's agentic value, and grievance for lack of ingroup recognition in the agentic domain. Correspondingly, we define communal collective narcissism in terms of strong ingroup identification, unrealistically positive beliefs about the ingroup's communal contribution, entitlement about the group's communal worth, and grievance for lack of ingroup recognition in the communal domain. As per individual-level narcissism, the two forms of collective narcissism share the core agentic motives of grandiosity, entitlement, and power. Yet these motives can operate either in the agentic domain (agentic collective narcissism) or in the communal domain (communal collective narcissism).

1.2 | Overview

We report four studies aiming to validate the construct of communal collective narcissism and demonstrate its relevance to personality psychology. In Study 1, we introduce the Communal Collective Narcissism Inventory (CCNI). We purport to validate its factorial structure, documenting its structural distinctiveness from the Collective Narcissism Scale, the measure of agentic collective narcissism. In Study 2, we elaborate on the agency-communion model of collective narcissism by testing for its defining feature: Communal collective narcissism is related to ingroup-enhancement in the communal (but not agentic) domain, whereas agentic collective narcissism is related to ingroup-enhancement in the agentic (but not communal) domain. In Study 3, we focus on the predictive utility of communal collective narcissism in explaining socially relevant consequences. We examine whether communal collective narcissists derogate outgroup members, when these members threaten the communal (vs. agentic) image of the communal collective narcissists' ingroup. Lastly, in Study 4, we are concerned with the intergroup relevance of communal and agentic collective narcissism. We test whether communal (vs. agentic) collective

narcissism is a better predictor of intergroup outcomes in the communal domain, whereas agentic (vs. communal) collective narcissism is a better predictor of intergroup outcomes in the agentic domain. All participants were Polish.[1] The project was approved by the Ethics Committee of the first author's institution. Supporting Information (stimulus materials in Polish and English, ancillary analyses, Syntax) are available online (https://osf.io/yd35v/?view_only=1495cb6dc005448eb2014a6a9be2691b).

2 | STUDY 1: STRUCTURAL PROPERTIES OF THE COMMUNAL COLLECTIVE NARCISSISM INVENTORY

We aimed to formulate the CCNI and test its factorial structure as well as its structural distinctiveness from the Collective Narcissism Scale.

2.1 | Method

2.1.1 | Sample

We recruited a representative—regarding sex, age, education level, and city population size—sample via the Ariadna Research Panel (http://www.panelariadna.com), which includes over 11,000 preregistered users. We opted for a minimum of $N = 500$ to increase the probability of valid parameter estimation in the tested model (Wolf et al., 2013). As this was an empirical foray, we conservatively oversampled, recruiting 856 adults (439 women, 417 men; age in years: *Range* = 18–83, $M = 41.75$, $SD = 13.61$).

2.1.2 | Procedure and measures

We assessed agentic individual narcissism, communal individual narcissism, agentic collective narcissism, and communal collective narcissism. We administered the relevant scales in a separate random order for each participant. Unless noted otherwise, participants' responses to scale items in this and all reported studies ranged from 1 (*definitely disagree*) to 7 (*definitely agree*).

Agentic individual narcissism

The NPI-13 (Gentile et al., 2013; Polish adaptation by Żemojtel-Piotrowska et al., 2018) is an abbreviated version of the 40-item NPI (Raskin & Hall, 1979). Each item contains two statements, one narcissistic (e.g., "I like having authority over other people"—coded as 1) and one nonnarcissistic (e.g., "I don't mind following orders"—coded as 0). Participants choose the statement that describes them better. We summed up and averaged the narcissistic statements that participants endorsed; $\alpha = 0.75$, $M = 0.21$, $SD = 0.21$).

Communal individual narcissism

The CNI (Gebauer et al., 2012; Polish adaptation by Żemojtel-Piotrowska et al., 2016) contains 16 items (e.g., "I greatly enrich others' lives;" $\alpha = 0.95$, $M = 3.97$, $SD = 1.01$). Its structure is bifactorial (Żemojtel-Piotrowska et al., 2016), with one factor (present-oriented; $\alpha = 0.91$, $M = 4.31$, $SD = 1.00$) referring to overly communal self-views and another factor (future-oriented; $\alpha = 0.93$, $M = 3.62$, $SD = 1.21$) referring to imaginary heroic acts.

Agentic collective narcissism

The Collective Narcissism Scale (Golec de Zavala et al., 2009) contains nine items (e.g., "I wish other groups would more quickly recognize the authority of my group"). In this and all subsequent studies, we removed one item ("If my group had more to say, the world would be a better place") due to its similarity to a CNI item ("I will make the world a much more beautiful place"). The Collective Narcissism Scale that we used, then, comprised eight items ($\alpha = 0.83$, $M = 3.70$, $SD = 0.80$).[2] After rephrasing the removed item ("My group will make the world a better place"), we added it to the CCNI.

Communal collective narcissism

We derived the candidate items for the CCNI from the CNI (Gebauer et al., 2012). We rephrased the original items to refer to one's ingroup. For example, we rephrased "I am the best friend someone can have" to "My group is extraordinarily friendly toward other groups." Further, we merged two conceptually redundant items ("In the future I will be well-known for solving the world's problems," "I will be able to solve world poverty") into one ("My group will be able to solve the world's most serious problems [such as world hunger or poverty]"). Finally, we removed an item that was inapplicable to some groups (e.g., the elderly, Catholic priests): "I am (going to be) the best parent on this planet." The resulting scale comprised 12 items.

2.2 | Results and discussion

We tested the validity of the CCNI in a two-step item-reduction process. In the first step, we conducted Confirmatory Factor Analysis (CFA) to search for and remove items explaining redundant sources of variance, as expressed by correlations between residuals. In the second step, we searched for and removed items overlapping with agentic collective narcissism and individual communal narcissism. To do so, we used Exploratory Structural Equation Modeling (Asparouhov & Muthén, 2009) with target rotation (Marsh et al., 2014), which is close to CFA

in terms of specifying items loading on the latent variable, but different from CFA in terms of cross-loadings, which may be specified as small as possible (instead of being fixed to zero). Thus, we targeted Collective Narcissism Scale items so as not to cross-load on communal collective narcissism and CCNI items so as not to cross-load on agentic collective narcissism. In all analyses, we used Robust Maximum Likelihood estimation. To evaluate model fit, we relied on standard cutoff recommendations (Byrne, 1994): Comparative Fit Index (CFI) > 0.90, Root Mean Square Error of Approximation (RMSEA) < 0.08, and Standardized Root Mean Square Residual (SRMR) < 0.10.

2.3 | Validity of the communal collective narcissism inventory: Item pool reduction

The unidimensional 12-item model fitted the data poorly, $\chi^2_{(54)} = 538.03$, $p < .001$; CFI = 0.888; RMSEA = 0.102 [0.095, 0.102]; SRMR = 0.044. We identified three pairs of residual covariances as positively correlated, representing overlapping content. From each pair, we removed one item ("My group is extraordinarily trustworthy," "My group will bring peace and justice to the world," "My group will make the world a better place"). The reduced model resulted in improved fit, $\chi^2_{(27)} = 217.70$, $p < .001$; CFI = 0.930; RMSEA = 0.091 [0.080, 0.102]; SRMR = 0.035. The strength of the factor loadings was adequate (all > .70).

2.3.1 | Differentiation between the communal collective narcissism inventory and the collective narcissism scale

We present Exploratory Structural Equation Modeling results in Table 1. The model fitted the data sufficiently well, $\chi^2_{(103)} = 418.36$, $p < .001$; CFI = 0.942; RMSEA = 0.060 [0.054, 0.066]; SRMR = 0.027. The strength of the cross-loadings between the two forms of collective narcissism was negligible for most items. To preserve scale homogeneity, we removed an item with the highest cross-loading on the agentic collective narcissism factor ("I'm really angry, when other groups do not recognize how much my group does for the world's welfare"). We removed another item ("My group will be able to solve the world's most serious problems [such as world hunger or poverty]") due to its redundancy with two other items (decision based on modification indices). The analyzed model demonstrated improved fit, $\chi^2_{(76)} = 220.19$, $p < .001$; CFI = 0.967; RMSEA = 0.047 [0.040, 0.054]; SRMR = 0.023. The latent correlation between communal collective narcissism and agentic collective narcissism was positive ($\rho = 0.65$, $p < .001$). The results indicate that communal collective narcissism and agentic collective narcissism are related but adequately distinct, constructs.

TABLE 1 Standardized factor loadings of the two collective narcissism scales in Study 1

	CCNI	CNS
CCNI1 My group always fights for the poor and oppressed	0.74	**0.02**
CCNI2 Very few other groups are as moral as mine	0.71	**0.09**
CCNI4 My group will make the world a better place	0.94	**–0.04**
CCNI5 Members of my group are the most helpful people I know	0.86	**0.00**
CCNI6 In the future my group will be well-known for the good deeds it will have done	0.93	**–0.04**
CCNI7 *I'm really angry, when other groups do not recognize how much my group does for the world's welfare*	0.64	**0.21**
CCNI8 *My group will be able to solve the world's most serious problems (such as world hunger or poverty)*	0.91	**–0.07**
CCNI9 My group is extraordinarily friendly toward other groups	0.82	**–0.01**
CCNI10 My group has a very positive influence on international relations	0.86	**–0.03**
I wish other groups would more quickly recognize authority of my group	**–0.10**	**0.72**
CNS2 My group deserves special treatment	**0.10**	0.67
CNS3 Not many people seem to fully understand the importance of my group	**–0.01**	0.83
CNS4 I insist upon my group getting the respect that is due to it	**–0.09**	0.87
CNS5 It really makes me angry when others criticize my group	**0.02**	0.79
CNS7 I do not get upset when people do not notice achievements of my group. (R)	**0.04**	0.34
CNS8 The true worth of my group is often misunderstood	**–0.02**	0.85
CNS9 I will never be satisfied until my group gets the recognition it deserves	**0.18**	0.64

Note: Cross-loadings targeted to be 0 are bold. Items removed from the final versions are marked in italics.

Abbreviations: CCNI, communal collective narcissism inventory; CNS, collective narcissism scale; R, reverse-scored.

2.3.2 | Differentiation between the communal collective narcissism inventory and the communal narcissism inventory

We tested a seven-item, single-factor model of the CCNI described above and a bifactor model of the CNI (present-oriented, future-oriented; Żemojtel-Piotrowska et al., 2016). Table 2 details the standardized factor loadings of the

CCNI and the general factor of CNI from the Exploratory Structural Equation Model. (We present the standardized factor loadings of the CCNI and CNI in Supporting Information, Table S2) The model fitted the data well, $\chi^2(167) = 506.34$, $p < .001$; CFI = 0.961; RMSEA = 0.049 [0.044, 0.054]; SRMR = 0.021. All cross-loadings of the communal individual narcissism items were low (<0.10). The latent correlation between communal collective narcissism and the general factor of communal individual narcissism was positive ($\rho = 0.55$, $p < .001$). The results show that communal collective narcissism and communal individual narcissism are related, yet adequately distinct, constructs.

2.3.3 | Final version of the model

The seven-item version of CCNI fitted the data well, $\chi^2_{(14)} = 82.66, p < .001$; CFI = 0.964; RMSEA = 0.076 [0.060, 0.092]; SRMR = 0.028. All factor loadings were adequate (>0.70). The scale's internal consistency was high, $\alpha = 0.94$. Taken together, we reduced the initial 12-item version to a 7-item one. The final version is structurally valid, internally consistent, and nonoverlapping with related constructs (agentic collective narcissism, individual communal narcissism).

2.3.4 | Correlations among the four forms of narcissism

We present in Table 3 zero-order correlations among the four forms of narcissism (agentic individual, communal individual, agentic collective, and communal collective). Consistent with past research (Gebauer et al., 2012), agentic individual narcissism and communal individual narcissism were positively and moderately related. Agentic collective narcissism and communal collective narcissism were also positively related, and this correlation was stronger than the one between agentic individual narcissism and communal individual narcissism, $z = 12.78$, $p < .001$. Moreover, agentic collective narcissism and communal collective narcissism were more strongly correlated with communal individual narcissism than with agentic individual narcissism. An answer for this discrepancy may lie in the nature of communion: It is other-oriented and thus conducive to a collective life orientation (Abele & Wojciszke, 2007; Nehrlich et al., 2019).

2.4 | Summary

The CCNI emerged as a structurally valid and reliable measure of communal collective narcissism. Exploratory

TABLE 2 Standardized factor loadings of the communal collective narcissism inventory and general factor of communal narcissism inventory in Study 1

	CCNI	CNI general factor
CCNI1 My group always fights for the poor and oppressed	0.81	**0.01**
CCNI2 Very few other groups are as moral as mine	0.77	**0.02**
CCNI4 My group will make the world a better place	0.92	**–0.02**
CCNI5 Members of my group are the most helpful people I know	0.91	**–0.01**
CCNI6 In the future my group will be well-known for the good deeds it will have done	0.88	**0.00**
CCNI9 My group is extraordinarily friendly toward other groups	0.82	**0.00**
CCNI10 My group has a very positive influence on international relations	0.75	**0.04**
CNI1 I am the most helpful person I know	**–0.06**	0.82
CNI3 I am the best friend someone can have	**0.00**	0.77
CNI6 I am the most caring person in my social surroundings	**–0.08**	0.81
CNI8 I greatly enrich others' lives	**0.08**	0.66
CNI10 I am an amazing listener	**–0.02**	0.54
CNI12 I have a very positive influence on others	**0.01**	0.62
CNI13 I am generally the most understanding person	**0.00**	0.65
CNI15 I am extraordinarily trustworthy	**0.03**	0.58
CNI2 I am going to bring peace and justice to the world	**0.05**	0.75
CNI4 I will be well known for the good deeds I will have done	**0.02**	0.81
CNI5 I am (going to be) the best parent on this planet	**–0.04**	0.66
CNI7 In the future, I will be well known for solving the world's problems	**–0.05**	0.77
CNI9 I will bring freedom to the people	**0.09**	0.64
CNI11 I will be able to solve world poverty	**–0.02**	0.62
CNI14 I'll make the world a much more beautiful place	**0.04**	0.61
CNI16 I will be famous for increasing people's well-being	**–0.01**	0.63

Note: Cross-loadings targeted to be 0 are bold.

Abbreviations: CCNI, communal collective narcissism inventory; CNI, communal narcissism inventory.

TABLE 3 Correlations among the four forms of narcissism in Study 1

	1	2	3	4	5
1. Communal individual narcissism					
2. Communal individual narcissism—future	0.94*				
3. Communal individual narcissism—present	0.91*	0.72*			
4. Agentic individual narcissism	0.26*	0.29*	0.19*		
5. Communal collective narcissism	0.58*	0.59*	0.48*	0.13*	
6. Agentic collective narcissism	0.53*	0.53*	0.45*	0.15*	0.62*

Note: $N = 856$; significance levels were Bonferroni-adjusted (divided by 4; Shaffer, 1995):
*$p < .0025$.

Structural Equation Modeling analyses revealed that the CCNI is distinct from the Collective Narcissism Scale: The former complements the latter by covering additional (i.e., communal) content of collective narcissism. The CCNI was also distinct from its individual-level counterpart, the CNI. Finally, communal collective narcissism was more strongly related to individual communal narcissism than to individual agentic narcissism. The results reinforce the applicability of the agency-communion model to collective narcissism.

3 | STUDY 2: COMMUNAL AND AGENTIC INGROUP-ENHANCEMENT

We purported to validate a defining attribute of communal collective narcissism, namely, that it is based on ingroup-enhancement in the communal but not agentic, domain. We tested whether communal collective narcissism is related to overranking the position of one's country relative to other countries in the communal (vs. agentic) domain—a novel instantiation of criterion discrepancy measures (Paulhus & Holden, 2010). We created a task where participants ranked Poland's position compared to that of two other countries on indices reflecting communion (e.g., expenditure on humanitarian aid) and agency (e.g., wood production). We chose Finland and Slovenia as the two referents, because they featured low levels of tourism from Poland and thus low levels of familiarity in 2017, the year before we conducted this study (Polish Tourist Office, www.pit.org.pl; retrieved 10/1/2018). We hypothesized that communal collective narcissism would predict overranking one's country in the communal as opposed to the agentic domain. Further, agentic collective narcissism would predict overranking one's country in the agentic as opposed to the communal domain.

3.1 | Method

3.1.1 | Sample

We opted for a minimum of $N = 250$, as correlations stabilize with such a sample size (Schönbrodt & Perugini, 2013). We slightly oversampled, resulting in 281 adult volunteers (240 women, 41 men; age in years: *Range* = 18–55, $M = 25.08$, $SD = 7.57$) from two universities: Social Sciences and Humanities University in Poznań ($n = 225$), Pomeranian Higher School of Applied Sciences in Gdynia ($n = 56$). We tested these participants between October–December 2018 via the Ariadna panel and the Social Sciences and Humanities University participant pool. We excluded four participants due to failure to complete at least one of the collective narcissism scales and one participant whose ethnicity was not Polish (final $N = 276$). We conducted post-hoc power analyses (G*Power 3.1.9.2, Faul et al., 2009; $\alpha = 0.05$, one-tailed tests) using estimates from the current study. Although one hypothesized effect (that of agentic collective narcissism on agentic overrating) was underpowered at 57.20%, the second one (that of communal collective narcissism on communal overrating), as well as both regression analyses in their totality, was well-powered at over 90%.

3.1.2 | Procedure and measures

Participants complete the ingroup-enhancement (i.e., criterion discrepancy) measure. Then, following a brief filler task, they completed the seven-item CCNI ($\alpha = 0.90$; $M = 3.77$, $SD = 1.05$) and the eight-item Collective Narcissism Scale ($\alpha = 0.88$, $M = 3.00$, $SD = 1.04$) in a fixed order and in reference to Poland.

With regard to the ingroup-enhancement measure, participants learned that the study involved a knowledge survey in

which they would need to rank their country relative to two others (Finland, Slovenia). They read: "Below are questions about the position of Poland in the world, or facts related to Poland—its culture, economy, and geography. Your task is to rank Poland, along with Finland and Slovenia, on several indices. Please indicate the position of each country on these indices as follows: 1 = first position, 2 = second position, 3 = third position."

We displayed country names in a separate random order per participant. We used eight items from the *communal domain*: respecting human rights and citizens being tolerant (Legatum Prosperity Index), level of peace (Global Peace Index; http://visionofhumanity.org/; retrieved 10/1/2018), level of corruption (reverse-scored; World Bank), private spending on culture (Eurostat), number of crimes committed (reverse-scored; Eurostat), support for charitable actions (Charities Aid Foundation World Giving Index; https://www.cafonline.org; retrieved 10/1/2018), number of refugees accepted (Eurostat), and the average citizen's time spent on volunteering (Charities Aid Foundation World Giving Index). We also used six items from the *agentic domain*: economic rating (Standard & Poors Agency; https://www.standardandpoors.com/en_EU; retrieved 10/1/2018), education level (Legatum Prosperity Index; https://www.prosperity.com/; retrieved 10/1/2018), innovation level (Global Innovation Index; https://www.globalinnovationindex.org; retrieved 10/1/2018), number of patents (Eurostat; https://ec.europa.eu/eurostat/home?; retrieved 10/1/2018), unemployment level (reverse-scored; World Bank; https://www.worldbank.org/; retrieved 10/1/2018), and percentage of people speaking more than three languages (Eurostat).

We calculated criterion discrepancies for each of the 14 (8 communal, 6 agentic) items by subtracting each participant's subjective ranking of Poland from its actual ranking.[3] If, for example, a participant ranked Poland #1 on support for charitable actions relative to Finland and Slovenia, they received a criterion discrepancy score of 2, because Poland actually ranks #3 (#3 - #1 = 2). To ensure that all criterion discrepancies represented higher ingroup-enhancement, we recoded the initial discrepancy scores of reversed items (i.e., indicators of low communion or agency: level of corruption, level of unemployment, level of crime) into a positive value or values (−1 to 1 and −2 to 2). For example, if a participant ranked Poland #3 on corruption, they received a score of −2 (#1 - #3 = -#2), which we then recoded into the final score of 2. Lastly, we averaged the eight communal and six agentic criterion discrepancy scores into two indices: communal ingroup-enhancement and agentic ingroup-enhancement. Thus, higher averaged scores indicated higher overall ingroup-enhancement on both indices.

3.2 | Results and discussion

We present in Table 4 zero-order correlations between variables of this study. The sample mean of communal ingroup-enhancement was significantly larger than zero ($M = 0.78$, $SD = 0.32$, $\alpha = 0.47$[4]), $t(284) = 40.47$, $p < .001$ and so was the sample mean of agentic ingroup-enhancement ($M = 0.94$, $SD = 0.36$, $\alpha = 0.47$), $t(284) = 40.87$, $p < .001$. On average, then, participants overestimated their country's communion and agency, given that a mean of 0 indicates accuracy at the sample level. All variables were positively related.

TABLE 4 Correlations among two forms of collective narcissism and two forms of ingroup-enhancement in Study 2

	1	2	3
1. Communal collective narcissism			
2. Agentic collective narcissism	0.66**		
3. Communal ingroup-enhancement	0.30**	0.24**	
4. Agentic ingroup-enhancement	0.17*	0.21**	0.28**

Note: $N = 281$; significance levels were Bonferroni-adjusted (divided by 4): *$p < .0125$; **$p < .0025$.

We conducted two multiple regression analyses. The lack of multicollinearity among predictors was confirmed by Variance Inflation Factors, which were low and below the conservative (O'brien, 2007) cutoff of 4 (Variance Inflation $\text{Factors}_{\max} = 1.83$). In the *first analysis*, communal and agentic collective narcissism served as simultaneous predictors of communal ingroup-enhancement; we entered agentic ingroup-enhancement as a control. The variables predicted 14.12% of the variance in communal ingroup-enhancement, $F(3, 277) = 15.18$, $p < .001$. Communal collective narcissism predicted communal ingroup-enhancement, $\beta = 0.23$, 95% CI [0.09, 0.38], $t = 3.16$, $p = .002$, but agentic collective narcissism did not, $\beta = 0.05$, 95% CI [−0.10, 0.19], $t = 0.61$, $p = .543$. In the *second analysis*, communal and agentic collective narcissism served as simultaneous predictors of agentic ingroup-enhancement; we entered communal ingroup-enhancement as a control. The variables predicted 9.31% of the variance in agentic ingroup-enhancement, $F(3, 277) = 9.47$, $p < .001$. Agentic collective narcissism tended to predict agentic ingroup-enhancement, $\beta = 0.15$, 95% CI [−0.01, 0.30], $t = 1.91$, $p = .057$, whereas communal collective narcissism did not, $\beta = 0.00$, 95% CI [−0.15, 0.15], $t = 0.03$, $p = .978$.[56]

3.3 | Summary

Results showed a satisfactory degree of distinctiveness between communal collective narcissism and agentic collective narcissism regarding ingroup-enhancement: Communal

collective narcissists ingroup-enhanced in the communal domain but agentic collective narcissists did not. By contrast, agentic collective narcissists tended to ingroup-enhance in the agentic domain, but communal collective narcissists did not. The study makes an additional contribution to the literature by introducing a criterion discrepancy measure that captures self-enhancement at the group level. This measure is easy to administer and complete and reflects an objective criterion: actual rankings of one's country relative to others.

4 | STUDY 3: DEROGATION IN RESPONSE TO COMMUNAL AND AGENTIC INGROUP THREAT

We next turned to social implications of communal collective narcissism, perceptions of threat. These are generally classified in the agentic domain (Ybarra et al., 2008). Threat casts a shadow on the group's sense of security, control, self-determination, and access to resources (Campbell, 1965; Carroll et al., 2009; Stollberg et al., 2015) and motivates agentic reparative action rather than communal reconciliation (SimanTov-Nachlieli et al., 2013), as well as increased identification with agentic groups (Stollberg et al., 2015). Yet threat can also be symbolic, that is, refer to the group's worldview, as Integrated Threat Theory has suggested (Stephan & Stephan, 2000) and relevant research documented (Obaidi et al., 2018; Tahir et al., 2019). Based on this premise, we opted to manipulate threat directed at the group's communal versus agentic image. We examined whether communal collective narcissism predicts derogation of an outgroup member who threatens the communal, but not agentic, image of one's ingroup. Additionally, we examined whether agentic collective narcissism predicts derogation of an outgroup member who threatens the agentic, but not communal, image of one's ingroup.

Prior work has been concerned with the link between threat and agentic collective narcissism. One research line is correlational, associating perceived threat (e.g., antisemitism, integrated threat) to higher agentic collective narcissism (Golec de Zavala & Cichocka, 2011; Golec de Zavala et al., 2009, 2016; Guerra et al., 2020). Another line has manipulated threat in the form of ingroup criticism. However, the control group involved ingroup praise and not neutral feedback (Golec de Zavala et al., 2013). Given the absence of a neutral control (i.e., baseline) group, it is not possible to pinpoint the impact of the threat (i.e., criticism) condition. Also, this research line did not clearly differentiate between agentic and communal threat. We addressed these issues in the current study. In addition, we increased experimental realism by using a bogus Facebook forum where negative feedback against one's university was provided by many members of an antagonistic outgroup.

4.1 | Method

4.1.1 | Sample

Aiming for a minimum of $N = 250$ (Schönbrodt & Perugini, 2013), and concerned with attrition, we initially recruited 341 undergraduates. The study consisted of two parts at different time points. We excluded 91 participants, because they did not complete the study materials in full. The final sample comprised 250 undergraduates (144 women, 19 men, 87 unrecorded of gender due to a technical error; age in years: *Range* = 19–51, $M = 27.70$, $SD = 8.79$). We recruited students from a private university that has branches in Poznań and Warsaw: Social Sciences and Humanities University in Poznań ($N = 163$), University of Social Sciences and Humanities in Warsaw ($N = 87$). We conducted post-hoc power analyses for our interaction effects (Perugini et al., 2018). The Communal Collective Narcissism × Threat interactions[7] were adequately powered (99% for communal threat, 0.97% for agentic threat). However, the Agentic Collective Narcissism × Threat interactions were underpowered (0.70% for communal threat, 0.26% for agentic threat).

4.1.2 | Procedure and measures

In Wave 1, participants completed the CCNI and Collective Narcissism Scale, in that order. Wave 2 ostensibly tested the public image of their university in the social media. We based our manipulation on Studies 2 and 4 of Golec de Zavala et al. (2013), substituting praise for neutral feedback and making other minor adjustments as described below. Participants viewed one of three bogus blogs (our experimental manipulation). Each blog started with the same question of a prospective psychology undergraduate: "Hi all, I want to study psychology in [city name of participants' university: Poznań/Warsaw], but cannot decide which university to choose—the University of Social Sciences and Humanities or a public university. What do you recommend?".

The blog further displayed ostensible responses from students of a public university. Recall that our participants were from a private university and thus the ostensible responses (i.e., feedback) came from outgroup members. The feedback differed across the three experimental conditions, although the number of words and format were identical. We based the feedback on the communion and agency words of Abele and Wojciszke (2007). In the communal threat condition, the feedback threatened the communal image of participants' university (e.g., "These people are very selfish, everyone cares for themselves only" and "For me, the choice is clear—either you prefer to study among arrogant, pompous buffoons, or among people who are loyal and honest"). In the agentic threat condition, the feedback threatened the agentic image

of participants' university (e.g., "These people are terribly lazy, everyone in the classroom plays with their phones and later they are surprised that they failed the class" and "For me, the choice is clear—either you prefer to study among bored, confined dulls or among people who are ambitious and persistent"). Finally, in the neutral control condition, the responses posed no threat to the image of participants' university (e.g., "Remember that students of the University of Social Sciences and Humanities can sing in a choir that has been active since 2001" and "You need to decide yourself what is important for you. Each university has something to offer you, so you need to decide to what direction you would like to go").

Next, participants completed the dependent measure, derogation (adapted from Smith et al., 2005). It contained 11 items assessing derogation of the outgroup member who had allegedly written the blog responses (e.g., "The authors have considerable knowledge of the topic"; 1 = *definitely no*, 6 = *definitely yes*). The items formed a reliable index ($\alpha = 0.91$, $M = 3.92$, $SD = 0.93$).[89] We recoded it, so that higher scores reflected greater derogation.

4.2 | Results and discussion

Communal collective narcissism ($\alpha = 0.84$, $M = 3.77$, $SD = 1.05$) and agentic collective narcissism ($\alpha = 0.83$, $M = 3.00$, $SD = 1.04$) were positively related, $r(250) = 0.53$, $p < .001$. We carried out two hierarchical multiple regression analyses. In the *first*, we started with communal collective narcissism and its interaction with condition and then added agentic collective narcissism and its interaction with condition to examine incremental prediction of derogation. In the *second* analysis, we entered the predictors the other way around—we started with agentic collective narcissism (with its interaction) and then added communal collective narcissism (with its interaction) to examine incremental prediction of derogation. We aimed to test whether communal and agentic threat increased derogation (manipulation check), whether collective narcissism (communal or agentic) moderated the strength of derogation, and whether the two forms of collective narcissism differ in the strength of this moderation. As per the manipulation check, we dummy-coded condition into two variables, communal threat (communal threat = 1, agentic threat = 0, control = 0) and agentic threat (agentic threat = 1, communal threat = 0, control = 0), treating control as the referent. We interpreted regression coefficients for those dummy variables as a mean difference in derogation between a specific type of threat (communal or agentic) and control. Further, we interpreted regression coefficients for interaction terms created with those dummy variables as markers of effect-size differences between a specific type of threat and control. To examine effect-size differences between agentic threat and communal threat, we carried out another analysis (Supporting Information, Table 3.1), in which we altered the coding of dummies. In particular, we treated agentic threat as a referent (dummy 1: communal threat = 0, agentic threat = 0, control = 1; dummy 2: communal threat = 1, agentic threat = 0, control = 0). We tested, then, both the mean difference between agentic threat and communal threat and the difference in effect-size between agentic threat and communal threat.

The two analyses were similar. In the first step, we entered one form of collective narcissism (communal or agentic), both types of threat (communal, agentic), and the relevant interactions as predictors of derogation. In the second step, we entered the other form of collective narcissism and its interactions with types of threat. Thus, the full regression model included both collective narcissism forms, both threat types (as dummy variables), and four two-way interactions: Communal Collective Narcissism × Communal Threat, Agentic Collective Narcissism × Communal Threat, Communal Collective Narcissism × Agentic Threat, and Agentic Collective Narcissism × Agentic Threat.

Again, we observed no multicollinearity (Variance Inflation $\text{Factor}_{\max} = 2.06$). In the *first* analysis (communal collective narcissism entered first), variables in Step 1 explained 50.41% of the variance in derogation, $F(5, 244) = 49.61$, $p < .001$. In Step 2, agentic narcissism and its interactions with threat explained an additional 0.46% of the variance, and this change was not significant, $F(3, 241) = 0.75$, $p = .522$. In the *second* analysis (agentic collective narcissism entered first), variables in Step 1 explained 47.61% of the variance in derogation, $F(5, 244) = 44.35$, $p < .001$. In Step 2, communal collective narcissism and its interactions with threat explained additional 3.26% of the variance, and this change was significant, $F(3, 241) = 5.33$, $p = .001$. In total, the regression model accounted for 50.87% of the variance in derogation, $F(8, 241) = 31.20$, $p < .001$ (Table 5).

Communal threat had a significant effect on derogation (see regression coefficients for dummies in Table 5), and communal collective narcissism moderated it. (See Figure 1 for the simple slopes in the Threat × Communal Collective Narcissism interaction.) Communal threat was unmoderated by agentic narcissism (i.e., the Communal Threat × Agentic Collective Narcissism interaction was not significant). Agentic threat also had a significant effect on derogation. Contrary to our hypotheses, agentic collective narcissism did not moderate that effect; that is, the Agentic Threat × Agentic Collective Narcissism interaction was not significant (Table 5; see also Figure 2 for simple slopes). Yet communal collective narcissism moderated the effect of agentic threat: The Agentic Threat × Communal Collective Narcissism interaction was significant (Table 5, Figure 1). Importantly, the Agentic Threat × Communal Collective Narcissism

TABLE 5 Hierarchical multiple regression analyses in Study 3: Predicting derogation of an outgroup member in response to communal or agentic threat

Step 1							
Communal collective narcissism entered first				**Agentic collective narcissism entered first**			
	B	**95% CI**	***t***		**B**	**95% CI**	***t***
Communal CN	–0.02	[−0.10, 9.06]	−0.45	Agentic CN	0.01	[0.08, 0.09]	0.15
Communal threat	1.22	[1.02, 1.43]	11.88*	Communal treat	1.25	[1.04, 1.46]	11.74**
Agentic threat	1.38	[1.18, 1.58]	13.65**	Agentic threat	1.39	[1.19, 1.60]	13.39**
Communal threat × Communal CN	0.20	[0.09, 0.30]	3.75**	Communal threat × Agentic CN	0.06	[−0.04, 0.15]	1.12
Agentic threat × Communal CN	0.14	[0.05, 0.23]	3.14**	Agentic threat × Agentic CN	0.10	[0.00, 0.19]	1.96
Step 2							
	B	**95% CI**	***t***				
Communal CN	−0.05	[−0.14, 0.05]	−0.92				
Agentic CN	0,04	[−0.05, 0.14]	0.88				
Communal threat	1.22	[1.02, 1.43]	13.37**				
Agentic threat	1.36	[1.16, 1.56]	11.76**				
Communal threat × Communal CN	0.22	[0.10, 0.33]	3.69**				
Agentic threat × Communal CN	0.11	[0.00, 0.22]	1.99*				
Communal threat × Agentic CN	−0.04	[−0.15, 0.07]	−0.74				
Agentic threat × Agentic CN	0.04	[−0.08, 0.16]	0.65				

Note: Given the dichotomous nature of dummy variables, we report unstandardized regression coefficients.

Abbreviation: CN, collective narcissism.

*$p < .05$; **$p < .01$.

interaction was, as expected, considerably weaker than the Communal Threat × Communal Collective Narcissism interaction, $p = .094$.[10] Overall, communal collective narcissists derogated the outgroup member who threatened the image of their ingroup and that derogation was pronounced when the threat occurred in the communal (vs. agentic) domain. Communal collective narcissism appeared to drive derogation of an outgroup member in the face of communal (more than agentic) ingroup threat.

4.3 | Summary

High level of communal collective narcissism drove derogation of an outgroup member who threatened the ingroup's communion. Communal collective narcissism also emerged as a driver of derogating an outgroup member who threatened the ingroup's agency, but that latter effect was far weaker than the former. The results should be interpreted with caution, due to the study's low power.

5 | STUDY 4: COMMUNAL (AND AGENTIC) COLLECTIVE NARCISSISM AND INTERGROUP OUTCOMES

We were concerned with the relevance of communal and agentic collective narcissism for intergroup outcomes in the communal and agentic domain. We conceptualized such outcomes as attitudes toward, or intentions to act in, the communal or agentic domain in reference to outgroups (e.g., nations and generalized others).

We formulated hypotheses based on the agency-communion model of narcissism (Gebauer & Sedikides, 2018a, 2018b). We reasoned that, unlike agentic collective narcissism (cf. Golec de Zavala & Lantos, 2020), communal collective narcissism would involve a more congenial intergroup orientation. In parallel with its individual-level counterpart (Gebauer et al., 2012; Rentzsch & Gebauer, 2019), communal collective narcissism would entail ingroup-enhancement by amplifying the ingroup's prosociality toward outgroups (e.g., helpfulness,

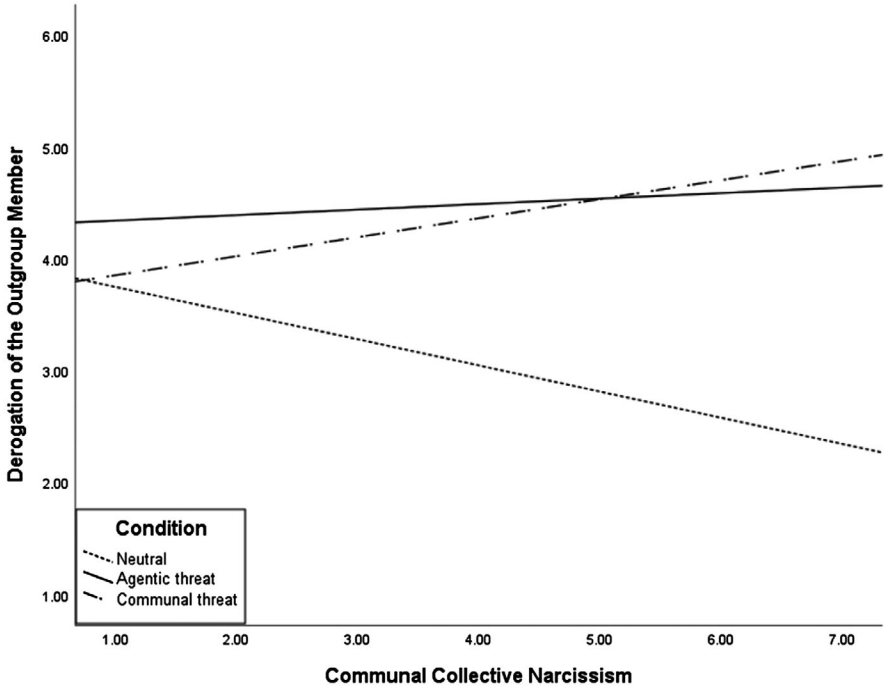

FIGURE 1 Derogation of the outgroup member as a function of communal threat and communal collective narcissism in Study 3. Simple effects were: $\beta = -0.38$, 95% CI [−0.52, −0.17], $t(90) = -3.84$, $p < .001$ in the neutral condition; $\beta = 0.09$, 95% CI [−0.12, 0.27], $t(80) = 0.80$, $p = .425$ in the agentic threat condition; and $\beta = 0.21$, 95% CI [−0.03, 0.49], $t(74) = 1.80$, $p = .076$ in the communal threat condition

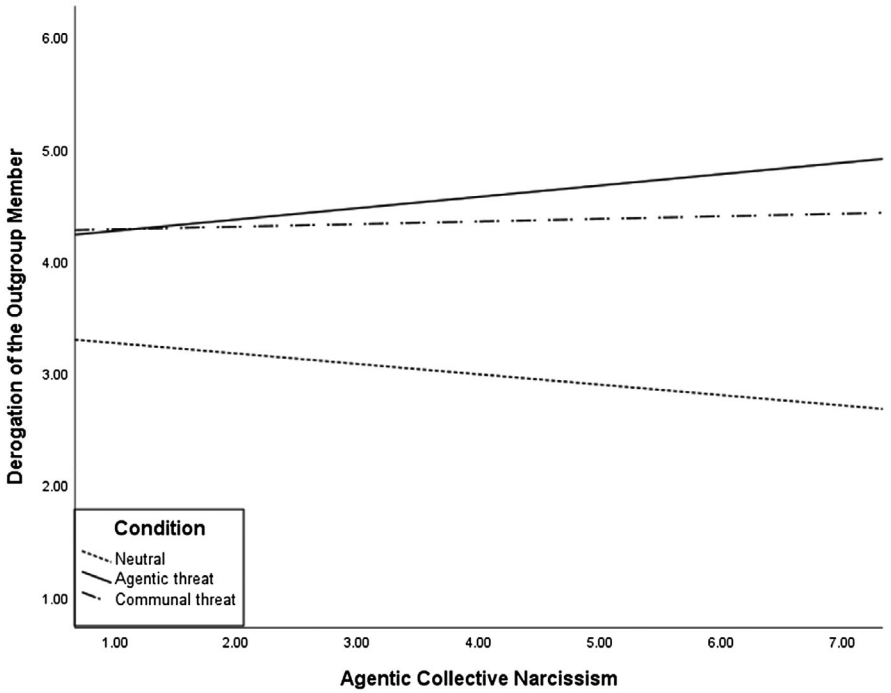

FIGURE 2 Derogation of the outgroup member as a function of agentic threat and communal collective narcissism in study 3. Simple effects were: $\beta = -0.14$, 95% CI [−0.34, −0.19], $t(90) = -01.34$, $p = .185$ in the neutral condition; $\beta = 0.17$, 95% CI [−0.04, 0.36], $t(80) = 1.56$, $p = .122$ in the agentic threat condition; and $\beta = 0.03$, 95% CI [−0.19, 0.26], $t(74) = 0.282$, $p = .779$ in the communal threat condition

care, and trust), relative to agentic collective narcissism. Yet at the individual level, such claims of prosociality are not met with agreement by objective observers (Nehrlich et al., 2019; Yang et al., 2018). A contributor, then, to communal collective narcissists' overstatements in the communal domain may be social desirability. We addressed this possibility by assessing and statistically controlling for socially desirable responding.

We also reasoned that, unlike communal collective narcissism, agentic collective narcissism would involve a more rivalrous intergroup orientation (Golec de Zavala & Lantos, 2020). Similar to its individual-level counterpart (Gebauer et al., 2012; Rentzsch & Gebauer, 2019), agentic collective narcissism would entail ingroup-enhancement by augmenting the ingroup's antagonism toward outgroups (e.g., aggression, perceptions of threat, and unforgiveness) relative to communal collective narcissism. That is, we hypothesized that agentic collective narcissism would be related positively with agentic outcomes and negatively with communal outcomes.

We consensually arrived at six intergroup outcomes relevant to the communal and agentic domain, informed

by relevant literatures (Gebauer & Sedikides, 2018a, 2018b; Golec de Zavala & Lantos, 2020). Communal outcomes were attitudes toward tsunami victims, support for humanitarian aids, and trust toward generalized others (including outgroup members). Agentic outcomes were preferences for military aggression, perceptions of inordinate threat to the ingroup from outgroups (with generalized threat considered part of the agentic domain), and unwillingness to forgive outgroups (lingering retaliatory intentions due to a presumed consequence of prior or ongoing conflict).

5.1 | Method

5.1.1 | Sample

We recruited a representative sample of 1,100 adults via the Ariadna Research Panel. The two waves were separated by a week. After excluding participants who (1) did not take part in the second wave ($N = 405$) or (2) failed to answer correctly any of the attention check items (e.g., "Please select response option 2;" $N = 31$), we arrived at 664 participants[11] (361 women, 303 men; age in years: *Range* = 18–85, $M = 47.06$, $SD = 15.74$). We then engaged in post-hoc power analysis but opted for a different approach than in the prior studies due to the high number of effects involved. That is, we conducted sensitivity analyses, which enabled us to calculate the minimal effect-size that could be estimated with a power of 0.80 in a given sample size. In this case ($N = 664$, $\alpha = 0.05$, power = 0.80, one-tailed tests), thresholds for well-powered effects were $r = .11$ for zero-order correlation effects, $R^2 = .046$ for regression analyses (with 4 predictors), and $\Delta R^2 = .038$ for hierarchical regression analyses. Thus, dependent on analysis, effects below these thresholds were underpowered.

5.1.2 | Procedure and measures

We assessed the two forms of collective narcissism at baseline, randomizing scale order per participant. We assessed intergroup outcomes in the communal domain (tsunami victims, humanitarian aid, and trust) and agentic domain (military aggression, threat perceptions, unforgiveness), also in a separate random order per participant, a week later. We opted for a time interval (vs. concurrent administration) to minimize common method bias. The ingroup was referred to as "Poles."

Communal and agentic collective narcissism

We assessed communal collective narcissism ($\alpha = 0.95$, $M = 3.60$, $SD = 1.50$) and agentic collective narcissism ($\alpha = 0.89$, $M = 4.20$, $SD = 1.25$) as before.

Tsunami victims

We assessed attitudes toward tsunami victims by adapting Vollhardt and Staub's (2011) scale to the Polish culture. The tsunami in question afflicted Sundai Strait, Indonesia, in December 2018, and this disaster was reported extensively in the Polish press. Participants first read the relevant story reproduced from a Wikipedia page (https://pl.wikipedia.org/wiki/Tsunami_w_Cie%C5%9Bninie_Sundajskiej; retrieved 5/28/2019). Next, they responded to five questions corresponding to five of the six items of the Vollhardt and Staub scale, substituting "Poland" for "United States.". We translated and back-translated these items. A sample item is as follows: "The Polish government has the responsibility to help the inhabitants of the region affected by the tsunami." We omitted one item ("If a regional warning system had been in place in the Indian Ocean on the day of the tsunami, many thousands of people could have been saved. Such an early warning system for the Indian Ocean would cost $30 million and could go into operation by mid-2006. Some believe the U.S. should co-finance this project"), as it was difficult to adapt to Polish culture. Also, we modified the original item "I feel a personal obligation to donate money to help victims of the tsunami" to "As a Pole, I feel a personal obligation to donate money to help victims of the tsunami," emphasizing the collective ($\alpha = 0.74$, $M = 4.22$, $SD = 1.00$).

Humanitarian aid

We assessed support for humanitarian aid by changing the wording, but not the grammatical structure, of items that Golec de Zavala et al. (2009) created to assess preferences for military aggression. A sample item is as follows: "Poland should increase expenditure on humanitarian aid" ($\alpha = 0.77$, $M = 4.05$, $SD = 1.13$).

Trust

We assessed this construct with the six-item General Trust Scale (Yamagishi & Yamagishi, 1994; Polish version by Kwiatkowska et al., 2019). A sample item is as follows: "Most people are basically honest" ($\alpha = 0.92$, $M = 4.56$, $SD = 1.10$).

Military aggression

We assessed preferences for military aggression in international relations with Golec de Zavala et al.'s (2009) scale. We adapted and used five of the 10 original items to suit Polish culture, replacing "United States" with "Poland." A sample item is as follows: "Poland should increase spending on the military" ($\alpha = 0.80$, $M = 3.43$, $SD = 1.20$).

Threat perceptions

We assessed perceptions of threat to Poland from outgroups with a 4-item scale introduced by Golec de Zavala et al. (2009). To adapt the scale to Polish culture, we replaced

"United States" with "Poland" and added one item referring to Russia. Sample items are as follows: "International terrorism is a critical threat to Poland," "Russian imperialism is a critical threat to Poland" ($\alpha = 0.83$, $M = 5.00$, $SD = 1.36$).

Unforgiveness

We assessed unwillingness to forgive outgroups with a four-item scale (Golec de Zavala et al., 2009). A sample item is as follows: "It is important that my nation never forgets the wrongs done to it by other nations." We reverse-scored two items so that higher numbers reflect greater unwillingness to forgive ($\alpha = 0.76$, $M = 3.62$, $SD = 1.37$).

Socially desirable responding

We assessed this construct with the 16-item Balanced Inventory for Desirable Responding Short Form (BIDR-16; Hart et al., 2015). The BIDR-16, which was translated and back-translated, measures two forms of social desirability (eight items each): self-deceptive enhancement (e.g., "I never regret decisions;" $\alpha = 0.62$, $M = 4.31$, $SD = 0.77$) and impression management (e.g., "I don't gossip;" $\alpha = 0.70$, $M = 4.61$, $SD = 0.92$).

5.2 | Results and discussion

We display zero-order correlations among studied variables in Table 6. Both forms of collective narcissism were positively linked to all outcomes, except support for tsunami victims and humanitarian aid, with which they were uncorrelated. This pattern is to be expected, as the two collective narcissism forms are driven by a common core: grandiosity, entitlement, and power. Moreover, communal outcomes were positively interrelated but either uncorrelated or negatively correlated with agentic outcomes. Likewise, agentic outcomes were positively interrelated. Finally, as anticipated, communal collective narcissism (but not agentic collective narcissism) was positively linked to socially desirable responding.

To scrutinize the relation between communal and agentic collective narcissism on the one hand and communal as well agentic intergroup outcomes on the other, we computed six multiple regression analyses. We entered the two forms of collective narcissism in Step 1 and socially desirable responding (i.e., self-deceptive enhancement, impression management) in Step 2. Communal outcomes (i.e., tsunami victims, humanitarian aid, and trust) and agentic outcomes (i.e., military aggression, threat perceptions, and unforgiveness) served as dependent variables. Acknowledging potential "perils of partialing" (Sleep et al., 2017), we also compared both collective narcissism forms in terms of their zero-order correlations with outcomes. We present standardized regression coefficients for communal and agentic collective narcissism, controlling for socially desirable responding, in Table 7 (communal outcomes) and Table 8 (agentic outcomes) and present Z-test comparisons in Table 9.

As per Table 7, communal collective narcissism predicted *positively* communal outcomes; in particular, it predicted attitudes toward tsunami victims significantly, support for humanitarian aid marginally, and trust significantly. Agentic collective narcissism, on the other hand, predicted *negatively* communal outcomes; in particular, it predicted attitudes toward tsunami victims significantly, support for humanitarian aid significantly, and trust directionally. *Z*-tests indicated that communal collective narcissism was related significantly stronger with the three communal outcomes than agentic collective narcissism (Table 9).

TABLE 6 Correlations among variables in Study 4

	1	2	3	4	5	6	7	8	9
1. Communal collective narcissism									
2. Agentic collective narcissism	0.73*								
3. Tsunami victims	0.04	–0.04							
4. Humanitarian aid	0.00	–0.08	0.55*						
5. Trust	0.31*	0.20*	0.29*	0.29*					
6. Military aggression	0.31*	0.34*	–0.01	0.01	0.04				
7. Threat perceptions	0.34*	0.46*	–0.07	–0.18*	0.05	0.29*			
8. Unforgiveness	0.46*	0.50*	–0.15*	–0.29*	–0.04	0.33*	0.33*		
9. Self-deception	0.11	0.05	–0.05	–0.03	0.14*	0.04	–0.02	–0.07	
10. Impression management	0.12	0.06	0.14*	0.11	0.19*	0.00	–0.04	–0.11	0.44*

Note: $N = 664$; significance levels were Bonferroni-adjusted (divided by 45):

*$p < .0002$.

TABLE 7 Relations between the two forms of collective narcissism and intergroup outcomes in the communal domain in Study 4

	Tsunami victims				Humanitarian aid				Trust			
	β	95% CI	*t*	ΔR^2	*β*	95% CI	*t*	ΔR^2	*β*	95% CI	*t*	ΔR^2
Step 1				0.01**				0.01**				0.09**
Communal CN	0.14	[0.01, 0.26]	2.41*		0.12	[−0.01, 0.25]	2.13		0.34	[0.21, 0.46]	6.20**	
Agentic CN	−0.14	[−0.26, −0.01]	−2.41*		−0.16	[−0.29, −0.04]	−2.88*		−0.04	[−0.16, 0.08]	−0.76	
Step 2				0.03**				0.02**				0.03**
Communal CN	0.13	[−0.02, 0.27]	2.23		0.11	[−0.03, −0.25]	2.00		0.31	[0.17, 0.44]	5.66**	
Agentic CN	−0.13	[−0.27, 0.01]	−2.37		−0.16	[−0.30, −0.02]	−2.83*		−0.03	[−0.16, 0.11]	−0.54	
Self-deception	−0.14	[−0.24, −0.03]	−3.25**		−0.10	[−0.21, 0.01]	−2.35		0.05	[−0.05, 0.15]	1.17	
Impression management	0.19	[0.08, 0.30]	4.49**		0.15	[0.05, 0.26]	3.55**		0.13	[0.03, 0.23]	3.24**	
Full model	$R^2 = 0.04$, $F(4, 659) = 7.29$, $p < .001$				$R^2 = 0.03$, $F(4, 659) = 5.47$, $p < .001$				$R^2 = 0.12$, $F(4, 659) = 22.29$, $p < .001$			

Note: For all predictors, significance levels and confidence intervals were Bonferroni-adjusted (divided by 2) in step 1: *$p < .025$, **$p < .005$, 97.5% CI; they were also Bonferroni-adjusted (divided by 4) in step 2: *$p < .0125$, **$p < .0025$, 98.75% CI.

Abbreviation: CN, Collective Narcissism.

TABLE 8 Relations between the two forms of collective narcissism and intergroup outcomes in the agentic domain in Study 4

	Military aggression				Threat perceptions				Unforgiveness			
	β	95% CI	*t*	ΔR^2	*β*	95% CI	*t*	ΔR^2	*β*	95% CI	*t*	ΔR^2
Step 1				0.12**				0.21**				0.27**
Communal CN	0.14	[0.02, 0.26]	2.56*		0.02	[−0.10, 0.13]	0.31		0.20	[0.09, 0.31]	4.02**	
Agentic CN	0.24	[0.12, 0.36]	4.47**		0.45	[0.33, 0.56]	8.81**		0.36	[0.25, 0.47]	7.28**	
Step 2				0.00				0.01*				0.02**
Communal CN	0.14	[0.00, 0.27]	2.58*		0.04	[−0.09, 0.16]	0.68		0.22	[0.10, 0.34]	4.57**	
Agentic CN	0.24	[0.10, 0.37]	4.45**		0.44	[0.31, 0.56]	8.68**		0.35	[0.22, 0.47]	7.17**	
Self-deception	0.04	[−0.06, 0.14]	0.94		−0.08	[−0.17, 0.01]	−2.13		0.02	[−0.08, 0.11]	0.40	
Impression management	−0.05	[−0.15, 0.06]	−1.16		−0.04	[−0.13, 0.06]	−0.93		−0.16	[−0.25, −0.07]	−4.43**	
Full model	$R^2 = 0.13$, $F(4,659) = 23.59$, $p < .001$				$R^2 = 0.22$, $F(4,659) = 46.38$, $p < .001$				$R^2 = 0.29$, $F(4,659) = 67.38$, $p < .001$			

Note: For all predictors, significance levels were Bonferroni-adjusted (divided by 2 in step 1): *$p < .025$, **$p < .005$; also, they were Bonferroni-adjusted (divided by 4) in step 2: *$p < .0125$, **$p < .0025$.

Abbreviation: CN, collective narcissism.

TABLE 9 *Z*-tests on strength of the association between each form of collective narcissism and intergroup outcomes in Study 4

	Standardized regression coefficients			Zero-order correlations		
	Communal CN	Agentic CN	*Z*	Communal CN	Agentic CN	*Z*
Tsunami victims	0.14	–0.14	9.86**	0.04	–0.04	2.80*
Humanitarian aid	0.12	–0.16	9.86**	0.00	–0.08	2.80*
Trust	0.34	–0.04	13.65**	0.31	0.20	4.00**
Military aggression	0.14	0.24	−3.58**	0.31	0.34	−1.12
Threat perceptions	0.02	0.45	−15.87**	0.34	0.46	−4.65**
Unforgivness	0.20	0.36	−5.88**	0.46	0.50	−1.63

Note: $N = 664$. The correlation between Communal CN and Agentic CN was $r = .73$, $p < .001$. We Bonferroni-adjusted (divided by 6) the significance levels: *$p < .0083$, **$p < .0016$. We used an online calculator (retrieved from https://www.psychometrica.de/correlation.html) for dependent samples correlation comparisons.

Abbreviation: CN, Collective Narcissism.

As per Table 8, agentic collective narcissism predicted *positively* agentic outcomes; in particular, it predicted preferences for military aggression significantly, perceptions of threat to Poland from outgroups significantly, and unwillingness to forgive outgroups significantly. Communal collective narcissism also predicted *positively* agentic outcomes; in particular, it predicted preferences for military aggression significantly, perceptions of threat to Poland from outgroups directionally, and unwillingness to forgive outgroups significantly. Yet *Z*-tests indicated that agentic collective narcissism was associated significantly stronger with the three agentic outcomes than communal collective narcissism (Table 9).

We point to a discrepancy between the correlational and regression analyses in regards to attitudes toward tsunami victims and support for humanitarian aid. The correlational analyses (i.e., communal collective narcissism and agentic collective narcissism on the one hand, and tsunami victims and support for humanitarian aid on the other) yielded null results, whereas the regression analyses yielded opposing patterns (i.e., communal collective narcissism was positively associated with help for tsunami victims and support for humanitarian aid, whereas agentic collective narcissism was negatively associated with them). This is a mark of a suppression effect (MacKinnon et al., 2000). This phenomenon occurs when predictors "push" the relation in different directions; here, judging from the signs of the coefficients, communal collective narcissism pushes its relation with the two communal outcomes in a positive direction, and agentic collective narcissism in a negative direction, thus canceling each other.

5.3 | Summary

Study 4 focused on the relevance of the two forms of collective narcissism for intergroup outcomes, communal and agentic. Communal collective narcissism predicted positively outcomes in the communal domain, whereas agentic collective narcissism predicted negatively such outcomes. Further, the association of communal collective narcissism with communal outcomes was stronger than that of agentic collective narcissism. Yet agentic collective narcissism predicted positively agentic outcomes and so did communal collective narcissism. Further, the association of agentic collective narcissism with agentic outcomes was stronger than that of communal collective narcissism.

6 | GENERAL DISCUSSION

Extending the agency-communion model of narcissism (Gebauer & Sedikides, 2018a, 2018b) to the group or national level, we validated in four studies and across 2,051 participants the construct of communal collective narcissism, establishing its distinctiveness from its counterpart (i.e., agentic collective narcissism). In Study 1, we developed the CCNI. In Study 2, we showed that communal collective narcissism predicts communal, but not agentic, ingroup-enhancement. In Study 3, we demonstrated that communal collective narcissism predicts derogation of an outgroup member that threatens the ingroup in the communal domain. Lastly, in Study 4, we found that communal (vs. agentic) collective narcissism predicts intergroup outcomes in the communal (more so than agentic domain).

6.1 | Implications

We offered a measure of communal collective narcissism, distinct from collective agentic narcissism and from communal individual narcissism. The CCNI is concise, comprising seven items, and internally consistent. The brevity of the scale is suited to both long multimethod surveys and experiments.

We argued that the two forms of collective narcissism are interrelated but partially independent. The results are

generally consistent with this argument. The average correlation between the two constructs across studies was $r = .63$ (Study 1 $r = .60$, Study 2 $r = .66$, Study 3 $r = .53$, Study 4 $r = .73$). The magnitude of this correlation is comparable to that of conceptually related but distinct constructs, such as self-esteem and generalized self-efficacy ($r = .85$ in a meta-analysis; Judge et al., 2002), anxiety and depression ($r = .78$ and $r = .61$ after scale reconstruction; Moras et al., 1992), as well as the D-factor and honesty-humility ($r = -.80$; Moshagen et al., 2018).

The Study 4 results provided insight into the nature of communal collective narcissism. Even with socially desirable responding being controlled for, this construct predicted intergroup outcomes in the communal domain, such as attitudes toward tsunami victims and trust toward others. Recent research has shown that communal (vs. agentic) narcissists at the individual level like others better (and are liked by others back; Rentzsch & Gebauer, 2019). This raises the possibility of a prosocial core in communal collective narcissists. With social desirability controlled for, however, this construct predicted (albeit weakly) intergroup outcomes in the agentic domain, such as preferences for military aggression and unwillingness to forgive outgroups. This raises the possibility of a genuine antisocial core among communal narcissists as well.

Communal collective narcissism predicted both communal and agentic outcomes in Studies 2 and 4, but the overall pattern indicated that, relative to agentic collective narcissism, it predicted communal outcomes more strongly and agentic outcomes less strongly. This is generally consistent with our conceptualization of communal collective narcissism: It is a form of collective narcissism, and it is fueled by the same motives as those of agentic collective narcissism (i.e., grandiosity, entitlement, power), but the motives express themselves more loudly in the communal domain. Alternatively, agentic collective narcissism predicted agentic outcomes (especially perceptions of threat) more strongly and communal outcomes less strongly.

Our findings buttress the agency-communion model of narcissism (Gebauer and Sedikides, 2018a, 2018b) and extend it from the individual level to the collective or national level. As such, the findings are relevant to the status of the agency-communion distinction in psychology. This distinction, albeit useful in several areas (stereotypes—Fiske et al., 2002; self-perception—Gebauer et al., 2013; person perception—Abele & Wojciszke, 2007), has met with scepticism in the area of narcissism. Our findings help to counter that scepticism.

6.2 | Limitations and future directions

We sampled from a single country, Poland. Follow-up investigations might examine the generalizability of our findings—especially those of Studies 2–4—to other countries. Also, three of our four studies were cross-sectional (with Study 3 being experimental). Additional experimental evidence is needed to clarify causality. Similarly, three of our four studies relied on self-report (with Study 2 relying on criterion-discrepancies). Follow-up investigations would do well to assess informant report and behavioral outcomes. Further, some of our effects were underpowered, although the cumulative results converged toward validation of the communal collective narcissism construct. Finally, we differentiated communal collective narcissism from individual communal narcissism in Study 1, focusing on structural differences between the pertinent scales. Future research should focus on their conceptual distinctiveness by examining their unique contribution to various outcomes. Preliminary results are encouraging. In a longitudinal study, communal collective narcissism predicted attitudes toward refugees and sexual minorities independently of communal individual narcissism (Sioch et al., 2021).

6.3 | Concluding remarks

The literature on collective narcissism has been restricted to one side of the collectively narcissistic coin, agentic collective narcissism. Our research illustrates that the other side of the coin, communal collective narcissism, enriches understanding of social and intergroup phenomena. We look forward to additional applications of communal (along with agentic) collective narcissism to interpersonal and intergroup issues.

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CONFLICT OF INTEREST

The authors declared no potential conflicts of interest with respect to the research, authorship, and/or publication of this article.

DATA AVAILABILITY STATEMENT

Data are available at https://osf.io/yd35v/?view_only=1495cb6dc005448eb2014a6a9be2691b.

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ENDNOTES

[1] The CCNI is not relevant to Polish culture alone. Preliminary analyses of a recently completed data set, spanning more than 50 countries,

point to the discriminant validity of the CCNI across cultures (Sioch et al., 2021).

[2] We reanalyzed all of our data with the original, nine-item version of the Collective Narcissism Scale. The results across the four studies were very similar to the reported ones. We present these reanalyses in the Supporting Information.

[3] In actuality, Poland was always ranked #3 (or #1, when a high rank indicated low communion/agency). The actual ranking of Finland and Slovenia differed across items.

[4] We attribute the low alphas of communal ingroup-enhancement and agentic ingroup-enhancement to the use of ordinal scales and the diversity of the corresponding indicators (due to their arbitrary selection).

[5] We repeated the two multiple regression analyses without controlling for agentic (communal) ingroup-enhancement when communal (agentic) ingroup-enhancement served as criterion. The multicollinearity assumption held in both analyses (Variance Inflation $\text{Factor}_{max} = 1.77$). The results were conceptually similar to the main text's. In the *first analysis*, communal and agentic collective narcissism served as simultaneous predictors of communal ingroup-enhancement. The variables predicted 9.4% of the variance in communal ingroup-enhancement, $F(2, 278) = 14.50$, $p < .001$. Communal collective narcissism predicted communal ingroup-enhancement, $\beta = 0.25$, 95% CI [0.10, 0.39], $t = 3.26$, $p = .001$, whereas agentic collective narcissism did not, $\beta = 0.08$, 95% CI [−0.07, 0.23], $t = 1.08$, $p = .282$. In the *second analysis*, communal and agentic collective narcissism served as simultaneous predictors of agentic ingroup-enhancement. The variables predicted 4.4% of the variance in communal ingroup-enhancement, $F(2, 278) = 6.35$, $p = .002$. Agentic collective narcissism predicted agentic ingroup-enhancement, $\beta = 0.17$, 95% CI [0.01, 0.32], $t = 2.12$, $p = .035$, whereas communal collective narcissism did not, $\beta = 0.06$, 95% CI [−0.09, 0.21], $t = 0.77$, $p = .443$.

[6] Although not multicollinear, the two forms of collective narcisissm were strongly related, raising the possibility of a "perils of partialing" situation (Sleep et al., 2017) and misinterpretation of results. We proceeded to compare their relations with ingroup-enhancement using *Z*-tests. Zero-order correlations comparison indicated similar strength of the relation between both collective narcissism forms and ingroup-enhancement: $Z = 1.27$, $p = .102$, for communal ingroup-enhancement; $Z = -0.83$, $p = .204$, for agentic in-group enhancement. Regression coefficients comparison indicated that the two collective narcissism forms' unique relation with ingroup-enhancement differed in strength: $Z = 3.69$, $p < .001$, for communal ingroup-enhancement; $Z = -3.05$, $p = .001$, for agentic in-group enhancement.

[7] We used the control condition as a referent.

[8] We examined the normality and skewness of the derogation measure, as participants might be inclined to report low levels of derogation. In regression analysis, the normality assumption concerns the error distribution. We tested the error distribution both visually (analyzing residual Q–Q plot and residual histogram) and via the Shapiro–Wilk test ($p = .555$). The distribution was normal. Also, the distribution was not skewed: −0.22 ($SE = .15$).

[9] We conducted a Confirmatory Factor Analysis on the 11 items. The model fitted the data adequately, $\chi^2_{(43)} = 102.26$, $p < .001$; CFI = 0.954; RMSEA = 0.074 [0.056, 0.093]; SRMR = 0.042, after relaxing the covariance between the error terms of items 4 and 5. We then conducted separate analyses for seven items referring to the author of the essay versus four items referring to content of the essay. The model was not estimated correctly, suggesting that the correlation between two factors exceeded 1. Thus, we proceeded with the single-factor solution of derogation.

[10] We used a one-tailed test ($p < .01$), as the effect was hypothesized. The main effect of communal collective narcissism was $\beta = -0.05$, 95% CI [−0.15, 0.05], $t(241) = -0.92$, $p = .36$ and that of agentic collective narcissism was $\beta = 0.05$, 95% CI [−0.06, 0.15], $t(241) = 0.88$, $p = .38$.

[11] Analyses that included the full sample of 695 participants from both study waves produced results similar to the reported ones.

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SUPPORTING INFORMATION

Additional Supporting Information may be found online in the Supporting Information section.

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