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**Sound the Alarm: The Effect of Narcissism on Retaliatory Aggression is**

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**Moderated by dACC Reactivity to Rejection**

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### Abstract

**Objective:** Narcissists behave aggressively when their egos are threatened by interpersonal insults. This effect has been explained in terms of narcissist's motivation to reduce the discrepancy between their grandiose self and its threatened version, though no research has directly tested this hypothesis. If this notion is true, the link between narcissism and retaliatory aggression should be moderated by neural structures that subserve discrepancy detection, such as the dorsal anterior cingulate cortex (dACC). This study tested the hypothesis that narcissism would only predict greater retaliatory aggression in response to social rejection when the dACC was recruited by the threat.

**Method:** Thirty participants (15 females;  $M_{Age}=18.86$ ,  $SD=1.25$ ; 77% White) completed a trait narcissism inventory, were socially accepted and then rejected while undergoing fMRI, and then could behave aggressively towards one of the rejecters by blasting them with unpleasant noise.

**Results:** When narcissists displayed greater dACC activation during rejection, they behaved aggressively. But there was only a weak or nonsignificant relation between narcissism and aggression among participants with a blunted dACC response.

**Conclusions:** Narcissism's role in aggressive retaliation to interpersonal threats is likely determined by the extent to which the brain's discrepancy detector registers the newly-created gap between the grandiose and threatened selves.

*Keywords:* narcissism, aggression, threatened egotism, social rejection, dACC

48           **Sound the Alarm: The Effect of Narcissism on Retaliatory Aggression is**  
49                           **Moderated by dACC Reactivity to Rejection**

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51           Aggression often results when people perceive threats to themselves (Anderson  
52 & Bushman, 2002). Identifying who is at risk for violent responses to threats remains a  
53 complex task for the scientific community. Part of the difficulty lies in myths of  
54 aggressive people as those who turn their inner hate for themselves into hate for others.  
55 The reality is that self-love often leads to aggression. Narcissists, who have grandiose  
56 and unstable high self-esteem, behave aggressively when their resplendent self-views  
57 are threatened (Bushman & Baumeister, 1998; Baumeister, Bushman, & Campbell,  
58 2000; Baumeister, Smart, & Boden, 1996).

59           But why do threatened narcissists behave aggressively? Baumeister and  
60 colleagues (1996) argued that the “aggression emerges from a particular discrepancy  
61 between two views of the self: a favorable self-appraisal and an external appraisal that  
62 is much less favorable” (p. 8). A negative evaluation from another individual creates a  
63 gap between one’s internal and external appraisals and this disparity elicits negative  
64 affect (e.g., anger) towards the source of the self threat, which fosters aggression. This  
65 process refers to threatened egotism (Baumeister et al., 2000). Although a great deal of  
66 research has demonstrated the link between threatened egotism and aggression, no  
67 research has tested this discrepancy hypothesis directly. The current study fills this gap  
68 in the literature by using a likely neural marker of discrepancy detection to social threat  
69 to better understand the relationship between narcissism and aggression.

70   **Narcissism and Aggression**

71           *Narcissism*, the disposition towards grandiose and unstable global self-esteem,  
72 represents a key personality dimension related to threatened egotism and aggression.  
73 Research has shown that threatened narcissists behave aggressively (Bushman &  
74 Baumeister, 1998; Bushman, Baumeister, Phillips, & Gilligan, 1999; Bushman et al.,  
75 2009; Thomaes, Bushman, Stegge, & Olthoff, 2008; Wink, 1991). Theoretical models of  
76 narcissism argue that narcissists use their social relationships to regulate their  
77 grandiose self-views (Campbell, Brunell, & Finkel, 2006; Morf & Rhodewalt, 2001;  
78 Raskin, Novacek, & Hogan, 1991). Therefore, social rejection not only threatens  
79 narcissists need to belong, it also undermines their ability to maintain a consistent  
80 image of themselves as agentic, likeable, and dominant (Brown & Zeigler-Hill, 2004;  
81 Campbell, Rudich, & Sedikides, 2002; John & Robins, 1994). Consistent with this  
82 reasoning, socially rejected narcissists often behave aggressively, even against  
83 innocent third parties (Twenge & Campbell, 2003).

84           These findings identify narcissism as a reliable predictor of aggression in  
85 response to social threat. But they are mute regarding whether such aggression occurs  
86 through the detection of a disparity between the grandiose self-view and the newly  
87 created threatened self-view. Recent research suggests that individuals who tend to  
88 persevere on the discrepancy between their ideal state and the threatened state  
89 caused by negative social feedback tend to be more aggressive (Chester, Merwin, &  
90 DeWall, 2014). However, it remains unknown if this association between discrepancy  
91 and aggression applies to narcissists. Such a disparity would be difficult to assess  
92 among people high in narcissism via conventional psychometrics because narcissists  
93 are particularly unlikely to report a threat to their self as the report itself may serve as a

94 validation of the threatened self. This problem may be solved by turning to a neural  
95 disparity indicator to understand this process. Indeed, previous research suggests that  
96 social threats among narcissists can only be observed using neural, and not self-report,  
97 measures (Cascio, Konrath, & Falk, in press). This notion is further supported by  
98 research demonstrating that narcissists possess a physiological profile characterized by  
99 a heightened threat response that often is not reflected by self-reports. Specifically,  
100 narcissists appear to show greater cortisol reactivity to conditions of negative affect  
101 (Cheng, Tracy, & Miller, 2013). This threat orientation is mirrored in cardiovascular and  
102 autonomic functioning (Kelsey, Ordnuoff, McCann, & Reiff, 2001). Thus, the inner world  
103 of narcissists may be characterized by a subjective state of threat that is unlikely to be  
104 measured by questionnaires.

### 105 **The dACC: Discrepancy Detection**

106         The dorsal anterior cingulate cortex (dACC) of the brain serves several functions  
107 that make it a likely candidate to detect discrepancies between a grandiose self-view  
108 and a threatened self-view. Once thought of as the cognitive division of the anterior  
109 cingulate, early research implicated two main functions for this area: conflict detection  
110 and distress to aversive stimuli (Eisenberger & Lieberman, 2004). Seminal work has  
111 shown that the dACC plays a crucial self-regulatory function by detecting errors and  
112 monitoring our performance for conflicts with our goal state (Botvinick, Cohen, & Carter,  
113 2004). However, the dACC also serves affective functions. Social rejection increases  
114 dACC activation, which relates to greater self-reported distress (Eisenberger,  
115 Lieberman, & Williams, 2003). Lesions to the dACC cause individuals to report little

116 distress from physical pain, though they still report knowledge of experiencing the pain  
117 (Foltz & White, 1968).

118         Both of these functions can be unified within the conceptualization of the dACC  
119 as the brain's 'alarm system,' which detects discrepancies from one's goal states (e.g.,  
120 having a grandiose self-view) and elicits distress that correspond to the severity of the  
121 discrepancy (Eisenberger & Lieberman, 2004). A recent conceptualization of ACC, the  
122 Predicted Response Outcome (PRO) model, posits that the ACC tracks the probability  
123 of a given event and fires most extremely when the expectation is unmet, an experience  
124 akin to surprise (Brown, 2013). Whereas older cognitive approaches to the ACC  
125 emphasized its role in detecting error, the PRO model reappraises this role as detecting  
126 surprise in response to unlikely outcomes. The PRO model agrees with the alarm  
127 system model, indicating that the ACC, specifically its dorsal region, subserves the  
128 detection of and response to discrepancies between expected and actual outcomes.

129         The dACC's function makes it the ideal candidate as an indicator of the degree to  
130 which narcissists will both perceive a threat as discrepant from their grandiose self-view  
131 and will experience distress due to it. Further, dACC activity during social rejection has  
132 been previously linked to aggressive behavior (Chester et al., 2014). As such, we  
133 hypothesized that narcissism would interact with dACC activation during social rejection  
134 to predict subsequent aggression towards the source of the threat, the rejecter. More  
135 specifically, we anticipated that aggression would be at its highest levels among highly  
136 narcissistic participants who showed the strongest dACC response to rejection.  
137 Conversely, we predicted that narcissism would not relate to aggression when dACC  
138 activation because these individuals would not experience threatened egotism. Yet what

139 might determine whether an individual who is high in narcissism displays greater or  
140 lesser dACC reactivity to interpersonal threat or rejection?

### 141 **Tuning the Alarm: The Calibrating Role of Anxious Attachment**

142         Despite the profound threat that social threat and rejection entail, people differ in  
143 how threatening those experiences are perceived. One key individual difference  
144 dimension that modulates the threat of social rejection is attachment style (Belsky,  
145 1997). Attachment styles are typically defined along two orthogonal dimensions: anxiety  
146 and avoidance (Fraley & Waller, 1998). Individuals high in anxious attachment are  
147 characterized by hyper-sensitivity to social threats, a tendency reflected in their  
148 exaggerated dACC response to social rejection (DeWall et al., 2012). According to the  
149 optimal calibration hypothesis, this up-regulation of dACC reactivity is an adaptation to  
150 an early life environment characterized by unpredictable social rejection from critical  
151 caregivers (Chester, Pond, Richman, & DeWall, 2012). Based on these findings and  
152 theorizing, we predicted that narcissists would display a greater dACC response to  
153 rejection when they are high in anxious attachment and show a blunted dACC response  
154 when they were low in anxious attachment. Taken together, this study sought to  
155 explicate how differential dACC reactivity to social threat (an indicator of discrepancy  
156 detection) among narcissists might differentially predict aggression and how anxious  
157 attachment style might calibrate that dACC response.

## 158 **Method**

### 159 **Participants**

160         Participants were 30 healthy, right-handed undergraduate students (15 females;  
161  $M_{Age}=18.86$ ,  $SD=1.25$ ; 77% White) who received course credit and monetary



162 compensation<sup>1</sup>. Participants were screened for criteria relevant to safety and comfort in  
163 the MRI environment.

#### 164 **Procedure**

165 All procedures were approved by the University of Kentucky's ethics board.  
166 Participants arrived at the laboratory for an orientation session in which they completed  
167 a battery of questionnaires that included the 16-item Narcissistic Personality Inventory  
168 (NPI: Ames, Rose, & Anderson, 2006), the 12-item Experiences in Close Relationships  
169 – Revised scale (ECR: Wei, Russell, Mallinckrodt, & Vogel, 2007), and the 8-item  
170 Rejection Sensitivity Questionnaire (RSQ; Downey & Feldman, 1996).

171 **Scanner task.** Several days later, participants arrived at the MRI facility where  
172 they were informed that they would play a computerized ball-tossing game named  
173 Cyberball in an MRI scanner with two same-sex partners located in nearby scanners (as  
174 in Chester et al., 2014; Williams, Cheung, & Choi, 2000). The stated purpose of the task  
175 was to assess participants' brains as they engaged in mental visualization of the virtual  
176 ball toss. To enhance the cover story, participants were assigned to one of three MRI  
177 scanners by a rigged drawing, when in fact there were no other scanners. Cyberball  
178 was then implemented as a block-design with three rounds, each lasting 60 seconds.  
179 Before each round, participants were presented with instructions to rest for 10 seconds.  
180 This was followed by a screen instructing them to "get ready" for the upcoming round (2  
181 seconds). Acceptance was operationalized as occurring throughout rounds 1 and 2, as

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<sup>1</sup> Portions of the current neural and aggression data have been published elsewhere from different analyses (Chester et al., 2014). No prior analyses using participant narcissism scores have been published.

182 well as throughout the first 30 seconds of round 3, in which participants received the ball  
183 three times. Rejection was operationalized as occurring during the second half of round  
184 3, after participants had received the ball three times and then witnessed three more  
185 ball-tosses without receiving a toss themselves for 30 seconds.

186 **Distress measure.** After a series of anatomical scans, participants were  
187 removed from the scanner and completed the 20-item Need Threat Scale which  
188 measured participants' level of social distress due to Cyberball (Williams, 2009).  
189 Typically, higher scores on this scale represent lesser distress due to social rejection  
190 (i.e., social distress). To enhance understanding, total NTS scores were reverse-scored  
191 such that higher values corresponded to greater social distress.

192 **Aggression measure.** Participants were removed from the scanner and then  
193 were told they would play a competitive reaction-time task against one of their Cyberball  
194 partners in which the winner could deliver aversive noise blasts to the loser. Prior to  
195 each of the 9 trials, participants set the volume of the noise blast their partner would  
196 receive, ranging from Level 1 (60 decibels) to Level 10 (105 decibels) in 5 decibel  
197 intervals. A non-aggression option, Level 0, was also provided. Participants also set the  
198 duration of the noise blast, which could range from 0 seconds to 5 seconds in half-  
199 second intervals. After each competition, participants saw whether they 'won' or 'lost',  
200 as well as the volume and duration settings their partners had ostensibly set for them.  
201 Participants won five trials and lost four trials (determined randomly, despite being told  
202 that their performance was what determined the outcome of each trial). The reliability  
203 and validity of this task is well established (Anderson & Bushman, 1997; Giancola &  
204 Zeichner, 1995).

## 205 **fMRI Data Analysis and Preprocessing**

206 All images were collected on a 3 Tesla Siemens Magnetom Trio scanner.

207 Functional images were acquired with a T2\*-weighted gradient, 3D-shimmed echo

208 sequence with the following parameters: 2.5s TR, 28ms TE, 64 x 64 matrix, 224 x

209 224mm FOV, 40 3.5mm axial slices acquired across the whole brain (3.5mm<sup>3</sup> voxel

210 size) in interleaved order. A high-resolution, T1-weighted volume was also acquired.

211 All preprocessing and statistical analyses were conducted using FSL [Oxford

212 Center for Functional Magnetic Resonance Imaging (FMRIB); Smith et al., 2004;

213 Woolrich et al., 2009]. Functional volumes were corrected for head movement to the

214 median volume, corrected for slice-timing skew using temporal sinc interpolation, pre-

215 whitened using FILM, and smoothed with a 5mm FWHM Gaussian kernel. To remove

216 drifts within sessions, a high-pass filter with a cutoff period of 120s was applied. Non-

217 brain structures were stripped from functional and anatomical volumes.

218 A fixed-effects analysis modeled event-related responses for each participant.

219 Acceptance and rejection blocks were modeled as events using a canonical double-

220 gamma hemodynamic response function with a temporal derivative. Pre-block

221 instructions were modeled as a nuisance regressor while rest blocks were left un-

222 modeled to account for baseline BOLD signal. The contrast of interest was

223 rejection>acceptance. Functional volumes and first-level contrast images from this

224 analysis were first registered to corresponding structural volumes (7 DOF) and then

225 spatially normalized to MNI stereotaxic space (12 DOF). A top-level, mixed-effects

226 analysis was conducted to create a group average map.  $Z$  (Gaussianized  $T/F$ ) statistic

227 images from this analysis were thresholded using clusters determined by  $Z > 2.3$  and a

228 (family-wise error corrected) cluster significance threshold of  $p < .005$  in the *a priori*  
229 region-of-interest (ROI; Heller, Stanley, Yekutieli, Rubin, & Benjamini, 2006; Worsley,  
230 2001). Functional data from the activated voxels that comprised the main effect cluster  
231 were converted to units of percent signal change, averaged across each participant,  
232 and extracted (as outlined by Mumford, J.  
233 [http://mumford.bol.ucla.edu/perchange\\_guide.pdf](http://mumford.bol.ucla.edu/perchange_guide.pdf)).

234 The dACC ROI was based on an activation cluster found in previous research on  
235 dACC activation to social rejection greater than acceptance using a similar Cyberball  
236 task (Eisenberger et al., 2003). Specifically, the ROI was an 8mm-radius sphere around  
237 the MNI coordinates  $x=-8$ ,  $y=20$ ,  $z=40$ .

## 238 Results

### 239 Scoring and Psychometrics

240 Binary responses on all 16 NPI items were scored such that narcissistic  
241 responses were coded as 1 and non-narcissistic responses were coded as 0. These  
242 responses were then summed to create a continuous narcissism index. Responses to  
243 all 20 NTS items were scored in a continuous manner such that higher scores  
244 represented greater distress due to Cyberball. Noise volume and duration levels from  
245 the aggression task were significantly correlated,  $r(28) = .84$ ,  $p < .001$ . Thus, we  
246 standardized and summed all 25 intensity and 25 duration levels across all trials to  
247 create a continuous aggression index. See Table 1 for descriptive and reliability  
248 estimates of all measures.

249 **Table 1. Descriptive statistics for measures included in the study.**

	<i>M</i>	<i>SD</i>	Minimum	Maximum	Range	$\alpha$
Aggression	-0.06	2.07	-4.50	4.26	n/a	.96
Anxious Attachment	18.00	7.16	7.00	34.00	6-36	.78
dACC	0.02	0.04	-0.11	0.10	n/a	n/a
Narcissism	4.80	3.06	0.00	13.00	0-16	.70
Rejection Sensitivity	8.14	4.34	1.75	21.75	0-48	.80
Social Distress	87.70	18.32	39.00	117.00	20-140	.91

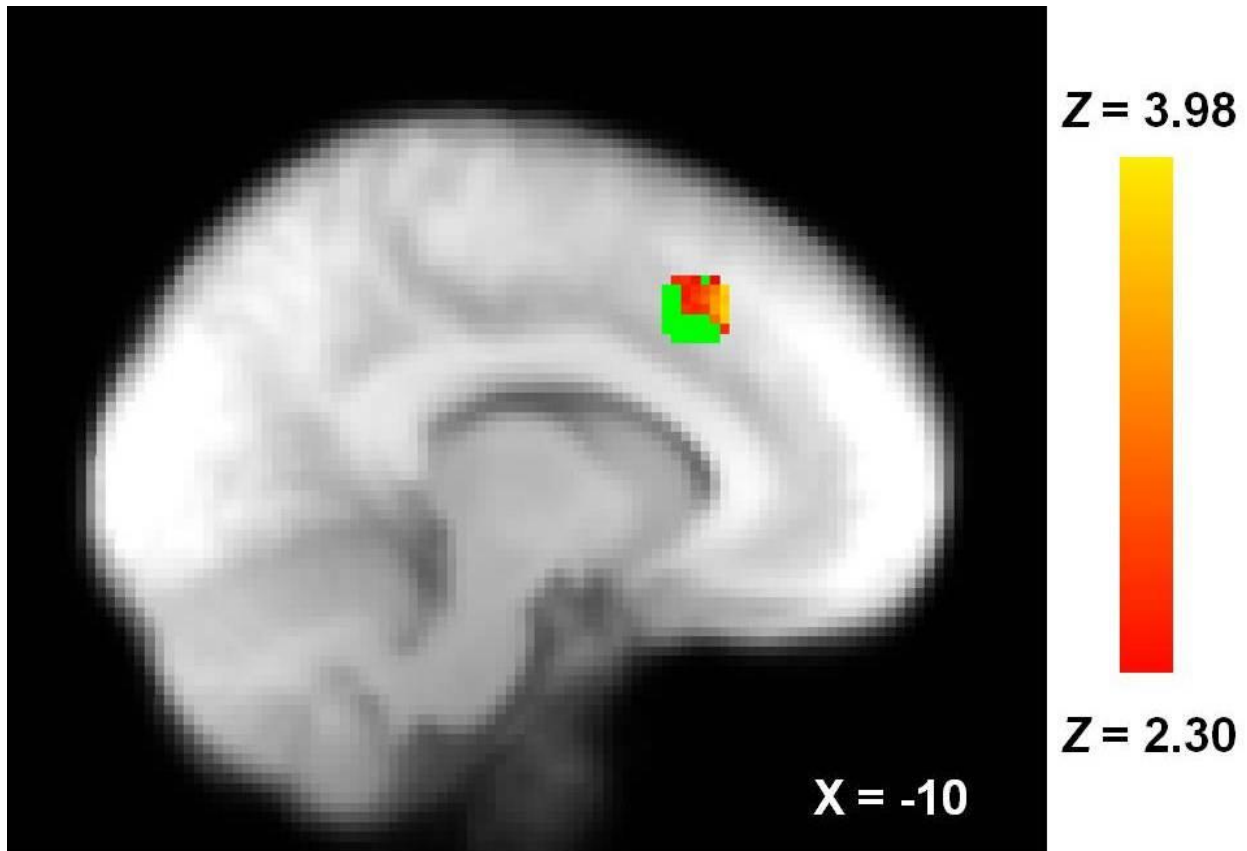
250 Narcissism, social distress, rejection sensitivity, and anxious attachment style  
 251 measures were centered prior to entry into the multiple linear regression models  
 252 described below. Outlier detection was performed based on two metrics: Cook's  
 253 leverage and distance (Cohen, Cohen, West, & Aiken, 2003; Cook & Weisberg, 1982).  
 254 No outliers were detected using these metrics. All regression models summarized below  
 255 met the assumptions of regression (i.e., appropriate collinearity of regressors, normally-  
 256 distributed residuals, homoscedastic residuals; Cohen et al., 2003), with one exception  
 257 noted below.

### 258 **dACC Results**

259 Social rejection, compared to social acceptance, was associated with increased  
 260 activity in the dACC [Figure 1; 71 voxels, peak  $Z=3.98$ , MNI coordinates (x,y,z): -8, 26,  
 261 44; Rejection>Acceptance contrast]. Percent signal change units from the voxels that  
 262 comprised the activated cluster within this region were unassociated with self-reported  
 263 social distress,  $r(28)=-.04$ ,  $p=.834$ , though this is likely due to the deflation of scores on  
 264 this measure due to the extended delay between the Cyberball task and the

265 administration of this measure (Zadro, Boland, & Richardson, 2006). See Table 2 for  
 266 zero-order correlations between each variable-of-interest in this study.

267 **Figure 1. dACC activation associated with rejection>acceptance. Coordinates are**  
 268 **in MNI space. Green voxels indicate spherical ROI extent.**



269

270 **Table 2. Zero order correlations between each variable of interest. \* $p < .05$ .**

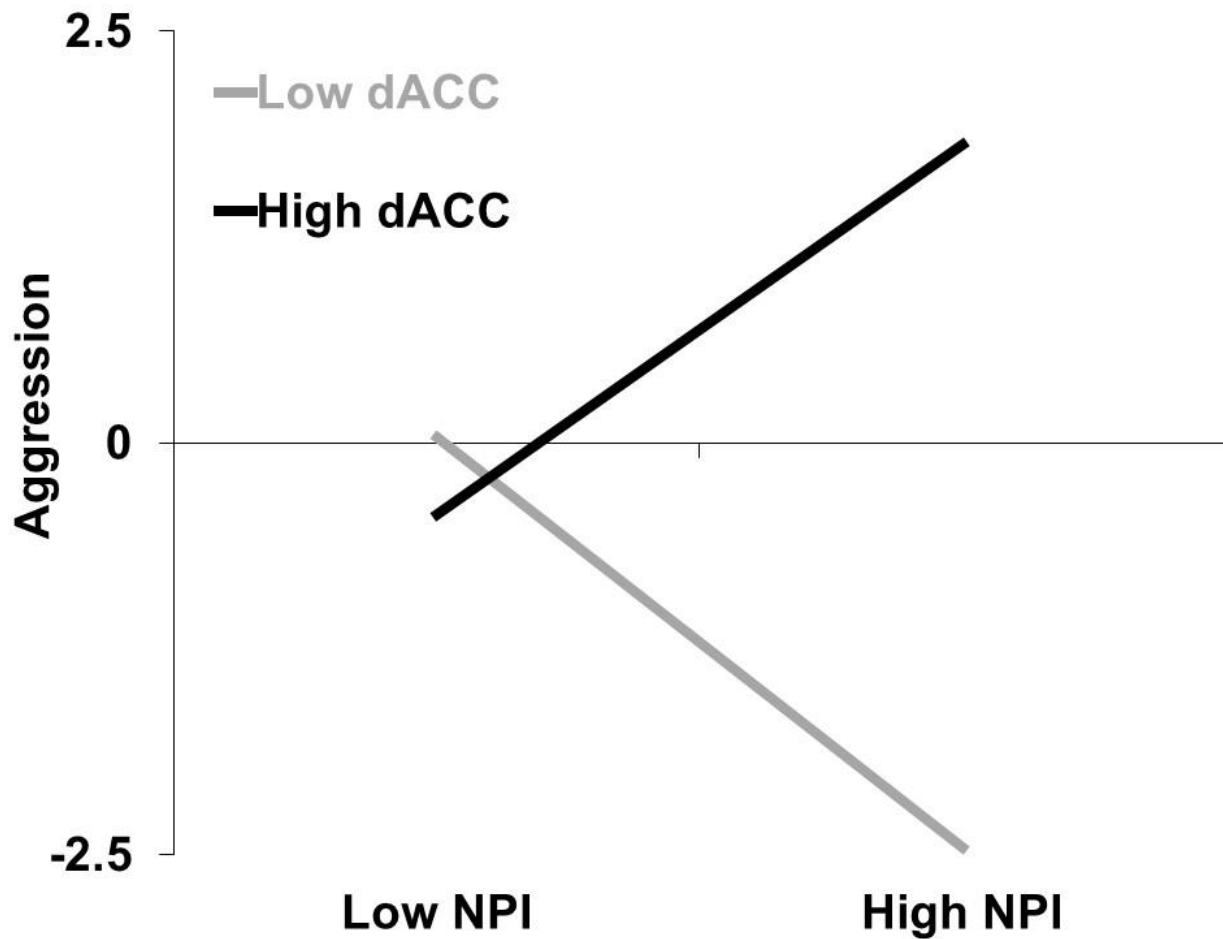
	Anxious			
	Aggression	Attachment	dACC	Narcissism
Anxious Attachment	.17			
dACC	-.01	-.23		
Narcissism	.08	-.32	.13	

Social Distress	.04	.39*	-.04	-.18
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271 As predicted, narcissism interacted with dACC activation during rejection to  
 272 predict aggression,  $\beta=0.70$ ,  $t(26)=2.57$ ,  $p=.016$  (Figure 2). The main effect of trait  
 273 narcissism was nonsignificant,  $\beta=-0.29$ ,  $t(26)=-1.26$ ,  $p=.219$ , whereas the main effect of  
 274 rejection-specific dACC activity marginally predicted greater aggression,  $\beta=0.48$ ,  
 275  $t(26)=1.82$ ,  $p=.081$ . At low levels ( $-1$  SD) of dACC activation, narcissism was marginally,  
 276 negatively associated with aggression,  $\beta=-0.62$ ,  $t(26)=-1.90$ ,  $p=.067$ . In contrast, at high  
 277 levels ( $+1$  SD) of dACC activation, narcissism was positively associated with retaliatory  
 278 aggression,  $\beta=0.56$ ,  $t(26)=2.17$ ,  $p=.038$ .

279 **Figure 2. Interactive effect of narcissism scores and dACC activation associated**  
 280 **with rejection contrasted with acceptance on standardized aggression scores.**



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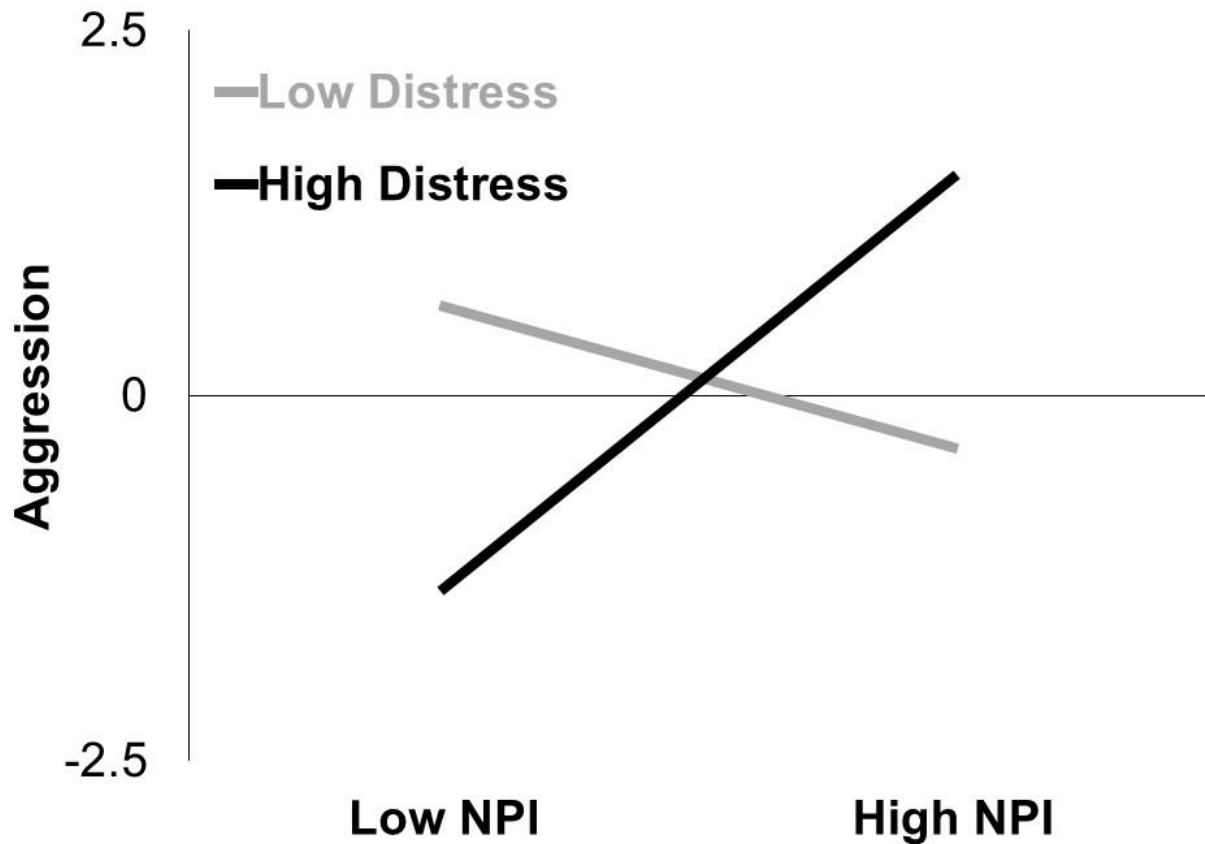
291

Subsequent analyses examined the association between dACC activation on aggression at low and high levels of narcissism. At low levels (-1 *SD*) of narcissism, dACC activation did not correspond with aggression,  $\beta=-0.06$ ,  $t(26)=-0.32$ ,  $p=.752$ . But at high levels (+1 *SD*) of narcissism, dACC activation corresponded to greater aggression,  $\beta=1.08$ ,  $t(26)=2.32$ ,  $p=.016$ . The interaction term became stronger after controlling for gender,  $\beta=0.77$ ,  $t(26)=2.98$ ,  $p=.006$ , leading us to conclude that gender did not drive our pattern of results. The interaction term also remained significant after controlling for rejection sensitivity,  $\beta=0.71$ ,  $t(26)=2.41$ ,  $p=.023$ , leading us to conclude that rejection sensitivity did not drive our pattern of results.

### Distress Results



292 Replacing dACC activity with self-reported distress, both trait narcissism,  $\beta=0.22$ ,  
293  $t(26)=1.15$ ,  $p=.262$ , and self-reported social distress,  $\beta=-0.10$ ,  $t(26)=-0.05$ ,  $p=.958$ , were  
294 unassociated with aggression. These null main effects were qualified by an interaction  
295 between narcissism and social distress,  $\beta=0.42$ ,  $t(26)=2.12$ ,  $p=.044$  (Figure 3). At low  
296 levels ( $-1$  *SD*) of social distress, narcissism was unassociated with aggression,  $\beta=-0.23$ ,  
297  $t(26)=-0.98$ ,  $p=.332$ . However, at high levels ( $+1$  *SD*) of distress, narcissism was  
298 positively associated with retaliatory aggression,  $\beta=0.68$ ,  $t(26)=2.03$ ,  $p=.049$ . The  
299 interaction term became stronger after controlling for rejection sensitivity,  $\beta=0.46$ ,  
300  $t(26)=2.33$ ,  $p=.028$ , leading us to conclude that rejection sensitivity did not drive our  
301 pattern of results. However, residuals from this regression were not normally distributed  
302 as indicated by a significant Kolmogorov-Smirnov test,  $k(30) = .17$ ,  $p = .022$ . This  
303 interpretation of this interaction should be tempered by this assumption violation.  
304 **Figure 3. Interactive effect of narcissism scores and NTS scores (indicating**  
305 **distress due to rejection) on standardized aggression scores.**



306

307 **Attachment, Narcissism, and dACC Reactivity**

308 The degree to which the dACC responded to rejection was not associated with  
 309 either anxious attachment,  $\beta=-0.01$ ,  $t(26)=-0.04$ ,  $p=.970$ , or narcissism,  $\beta=0.24$ ,  
 310  $t(26)=1.39$ ,  $p=.176$ . However, these two personality traits did show an interaction,  
 311  $\beta=0.49$ ,  $t(26)=2.74$ ,  $p=.011$ . At low levels ( $-1$  SD) of anxious attachment, narcissism was  
 312 unassociated with dACC reactivity,  $\beta=-0.32$ ,  $t(26)=-1.28$ ,  $p=.212$ . However, at high  
 313 levels ( $+1$  SD) of anxious attachment, narcissism was positively associated with dACC  
 314 reactivity,  $\beta=0.88$ ,  $t(26)=2.56$ ,  $p=.017$ . Anxious and avoidant attachment styles were  
 315 uncorrelated,  $r(28) = .02$ ,  $p = .907$ . Demonstrating specificity to anxious attachment  
 316 style, and not avoidant attachment style, the interaction we observed between

317 narcissism and anxious attachment increased substantially in strength after controlling  
318 for avoidant attachment,  $\beta=1.55$ ,  $t(26)=3.02$ ,  $p=.006$ . No such interaction was observed  
319 between narcissism and avoidant attachment style,  $\beta=-0.67$ ,  $t(26)=-1.25$ ,  $p=.224$ .

## 320 **Discussion**

321 Narcissists often behave aggressively, especially when their favorable self-views  
322 are threatened. The current investigation provided an initial test of a central tenet of  
323 threatened egotism theory (Baumeister et al., 1996), namely that narcissists react  
324 aggressively to interpersonal insult because of a heightened discrepancy between their  
325 grandiose self and the now threatened self. Lending direct support to this notion,  
326 narcissism related to greater aggression against a rejecter but only for those who also  
327 showed heightened activation in the dACC during social rejection. When dACC  
328 activation was low, narcissism was unrelated to aggression.

329 Assuming that the dACC reactivity we observed during rejection reflected, in part,  
330 a detection of a discrepancy between ideal and actual states (Brown, 2013; Eisenberger  
331 & Lieberman, 2004), the greater narcissists perceived a discrepancy between their  
332 grandiose and rejected self-views, the more aggressively they behaved. This interactive  
333 pattern of results also held for self-reported distress due to rejection, suggesting that  
334 these results are indeed due to the dACC's alarm function and not a more 'cold,'  
335 cognitive process such as pure expectancy violation. Further, these results remained  
336 significant after controlling for gender and trait levels of rejection sensitivity.

337 Our findings add nuance to threatened egotism research by showing the  
338 importance of considering the degree to which the discrepancy between the grandiose  
339 and threatened self is realized, perceived, and elicits distress. These results relate to

340 other narcissism research that argues that narcissists have vulnerable self-concepts  
341 that vigilantly search for threats (Miller et al., 2011), which is likely associated with  
342 heightened dACC functioning. Our results suggest that narcissism need not invariably  
343 increase the likelihood of retaliatory aggression. Future work should assess whether our  
344 effects hold among individuals with pathological narcissism, such as clients with  
345 Narcissistic Personality Disorder, and whether interventions targeted at the dACC and  
346 disparity detection are effective in reducing aggression among these populations.

347         When dACC activity was low, narcissism was not predictive of greater  
348 aggression. This finding is striking because most research has shown a positive  
349 association between narcissism and retaliatory aggression (e.g., Bushman &  
350 Baumeister, 1998). We argue that this typically observed main effect occludes the ability  
351 of dACC reactivity to modulate aggressive tendencies. Yet what would cause one  
352 narcissist to have a strong dACC response to rejection and a relatively weak response  
353 in another? Our finding that narcissism's association with dACC reactivity to rejection  
354 was moderated by anxious attachment style provides some clues. Previous research  
355 has shown that anxious attachment is associated with greater dACC reactivity to social  
356 rejection (DeWall et al., 2012). This sensitization of the dACC to rejection is likely due to  
357 an early life history characterized by volatile, 'hot-then-cold' interactions with attachment  
358 figures (Chester et al., 2012). Based on these findings, narcissists whose ontogeny  
359 occurred largely in a largely uncertain inclusionary environment might show this  
360 exacerbated dACC response and subsequently, aggression. Narcissists who developed  
361 in a secure, inclusionary environment may then show a blunted dACC response to  
362 rejection and somewhat lower subsequent aggression. This nuanced view of

363 developmental trajectories resulting in hostile versus less-hostile narcissists requires  
364 further research.

365         Personality assessment strategies may also benefit from our findings. Although  
366 our neural and self-report measures largely mirrored one another, the dACC measure  
367 yielded a larger effect size and more precise estimation of our hypotheses. Due to skew  
368 in the self-report measure, the need threat scale violated the assumption of normality of  
369 residuals. The superiority of our neural measure resonates with recent research  
370 showing that neural measures of social threat among narcissists can detect effects  
371 where self-report cannot (Cascio et al., in press). Personality researchers interested in  
372 individual differences that are characterized by under-reporting of threats to the self  
373 might benefit greatly by turning to neural indicators of threat, pain, and discrepancy  
374 instead of asking for reports.

375         Although the findings confirmed our hypotheses, several limitations exist. Chief  
376 amongst these is that we rely on reverse inference when interpreting the function of the  
377 dACC reactivity to rejection that we observed. Reverse inference is a problematic  
378 practice in functional neuroimaging (Poldrack, 2006). Indeed, the dACC activation we  
379 observed might represent various psychological processes (e.g., conflict, distress,  
380 interoception, pain, self-regulation, surprise; Brown, 2013; Eisenberger & Lieberman,  
381 2004). However, each of the functions that the dACC involve discrepancy detection in  
382 some fashion. Thus, we are relatively confident that our dACC activation can be inferred  
383 as the presence of discrepancy detection, though this remains somewhat speculative.

384         Second, narcissism and discrepancy detection were measured and not  
385 manipulated. Hence, causal claims must be tempered by the inherent limitations of

386 correlational findings. Experimental manipulations exist in which participants can be  
387 induced to focus and perseverate on the discrepancy between their performance and  
388 the ideal standard at which they would like to perform (e.g., Boone, Soenens,  
389 Vansteenkiste, & Braet, 2012). Crossing this manipulation with an induction of self-  
390 grandiosity is a crucial next step in determining the reliability and strength of our effect.  
391 Third, participants were given the opportunity to aggress against their rejecters and not  
392 against innocent third parties. Hence, we cannot be sure that the aggression we  
393 observed relates to retaliatory aggression or to a general aggressive disposition.

394 Fourth, the NPI-16 that we used to assess narcissism often loads onto the  
395 construct of grandiose narcissism, which can be juxtaposed against types of narcissism  
396 that can be characterized by more dispositional negative affect and lower extraversion  
397 (Miller et al., 2011). Future research may assess whether our interaction holds across  
398 both grandiose and vulnerable types of narcissism. Fifth, because rejection always  
399 occurred later in time than acceptance, our fMRI contrast between acceptance and  
400 rejection conditions was confounded with the inevitable changes in the MRI signal that  
401 occur over the length of a scan. To reduce the impact of this potential confound, our  
402 data were highpass filtered to remove low frequency shifts in the data over time,  
403 prewhitened to remove temporal autocorrelation, and a temporal derivative was  
404 included in the statistical model to account for time-based shifts in the hemodynamic  
405 response function (Poldrack, Mumford, & Nichols, 2011).

406 Our findings provide an initial empirical test that the association between  
407 threatened egotism on reactive aggression is due to a perceived disparity between the  
408 inflated self and the threatened self. We confirmed this prediction and extended it by

409 using functional neuroimaging which had the advantage of skirting many of these  
410 inherent biases involved in self-report. By considering measures of perceived self  
411 disparity, theories of narcissism and threatened egotism may gain new insight and  
412 clinicians may explore new interventions to reduce the deleterious effects of narcissistic  
413 tendencies on aggression.

414

415

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416

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