

## **An experimental study on the association between self-deception, self-presentation and its internalization**

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This study examined whether high self-deceivers form their overly positive perception of their traits through overestimating their performance of self-presentation where they need to impress others as being extraverted/introverted, exhibiting more internalization of self-presentation (IoSP) of the trait. Participants were instructed to give either an extraverted or introverted impression through an oral (Study 1, N = 39) or written (Study 2, N = 62) self-presentation. Participants reported dispositional self-deception, self-presentation efficacy, and extraversion before and after self-presentation. Independent raters provided other-reported extraversion by examining the self-presentation. Across the two studies, two-way mixed analysis of variance (ANOVA) revealed that predicted change in extraversion occurred only for participants who made extraverted self-presentation. With the change in extraversion as an index of IoSP, mediation analyses revealed indirect effects of dispositional self-deception on IoSP via self-presentation efficacy but not other-reported extraversion. These results suggested that (1) people only internalize socially desirable traits like extraversion but not introversion, (2) writing to others is sufficient to cause IoSP, and (3) high self-deceivers internalize extraverted self-presentation not through actual performance but its subjective evaluation.