

Pride as an Evolutionary Adaptation to Status Attainment

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Why Do Humans Feel Pride?

- Pride may have evolved to help individuals attain and sustain social status, by motivating achievement
- Recent work suggests that there are two distinct facets of pride (Tracy & Robins, 2007):
 - Authentic Pride:** accomplished, confident, productive
 - Hubristic Pride:** arrogant, conceited, egotistic
- Why might humans have evolved to experience two distinct kinds of pride?
 - Evolutionary theory and evidence suggest two distinct forms of status (e.g., Henrich & Gil-White, 2001):
 - Dominance:** Influencing others through intimidation, force, or threat (fear-based status)
 - Prestige:** Influencing others by sharing wisdom, skills, or expertise (respect-based status)
- Dominance and prestige associated with divergent patterns of interpersonal behavior (e.g., aggression and hostility vs. achievement and affiliation)
- These different interpersonal behavioral patterns also show convergent relations with authentic and hubristic pride (Tracy, Cheng, Robins, & Trzesniewski, in press)
- Each facet of pride may promote a distinct form of status:
 - Authentic pride may have evolved to motivate the attainment of prestige
 - Hubristic pride may have evolved to motivate the attainment of dominance

Research Questions

- Are dominance and prestige distinct paths toward the attainment of high status?
- Is authentic pride uniquely related to prestige?
- Is hubristic pride uniquely related to dominance?
- Are the two forms of status related to divergent interpersonal behaviors and leadership styles?

Method

- We examined emotions and status hierarchies in naturalistic groups
- Athletes on varsity teams provided self- and peer-ratings of teammates' perceived dominance and prestige, and interpersonal behaviors
- Participants**
 - 92 varsity athletes (4 all-male teams: baseball, soccer, volleyball, rugby) provided the following self- and peer-ratings:
- Self-Ratings**
 - Trait Authentic and Hubristic Pride (Tracy & Robins, 2007)**
 - Authentic Pride items: 7 items, alpha = .78
Accomplished, Achieving, Confident, Fulfilled, Productive, Self-worth, Successful
 - Hubristic Pride items: 7 items, alpha = .87
Arrogant, Conceited, Egotistical, Pompous, Smug, Snobbish, Stuck-up
 - Dominance and Prestige (based on Buttermore, 2006)**
 - Sample Dominance Items: 10 items, alpha = .85
"I try to control others rather than permit them to control me."
"I am willing to use aggressive tactics to get my way."
 - Sample Prestige Items: 12 items, alpha = .84
"Members of my group respect and admire me."
"My unique talents and abilities are recognized by others in the group."
- Peer-Ratings**
 - Each athlete rated 5 teammates on:
 - Dominance, prestige (inter-rater alphas = .80, .80)
 - Knowledge, intellectual ability, leadership ability, altruism (inter-rater alphas = .78, .73, .80, .55)
 - Data analyzed with hierarchical linear models to address the nesting of peer-ratings within perceivers and targets

Conclusions

- Dominance and prestige represent distinct paths to the acquisition of high status**
- Authentic pride is uniquely related to prestige**
- Hubristic pride is uniquely related to dominance**
- All findings based on naturalistic hierarchical groups (i.e., varsity athletic teams), and converged across self- and peer-reports**
- The different strategies utilized in the competition for social status are linked to individual differences in emotions, namely, the tendency to experience authentic vs. hubristic pride**
- Over the course of human evolutionary history, the two facets of pride may have co-evolved with the tendency to engage in dominance- and prestige-oriented intra-group behaviors**

References

- Buttermore, N. R. (2006). Distinguishing dominance and prestige: Validation of a self-report scale. In Poster presented at the 10th annual Human Behavior and Evolution Society conference, Philadelphia, PA.
- Henrich, J., & Gil-White, F. J. (2001). The evolution of prestige: Freely conferred deference as a mechanism for enhancing the benefits of cultural transmission. *Evolution and Human Behavior*, 22(3), 165-196.
- Tracy, J. L., Cheng, J. T., Robins, R. W., & Trzesniewski, K. H. (in press). Authentic and hubristic pride: The affective core of self-esteem and narcissism. *Self and Identity*.
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Results

1. Prestige and dominance are distinct paths to high status

	Self-Rated Prestige	Self-Rated Dominance	Peer-Rated Prestige	Peer-Rated Dominance
Self-Rated Prestige	(.86)			
Self-Rated Dominance	.07	(.78)		
Peer-Rated Prestige	.45*	.05	(.80)	
Peer-Rated Dominance	.17	.36*	.13	(.80)

Note. Multi-trait multi-method correlation matrix. The reliability of each scale is printed on the main diagonal in parentheses (internal consistency reliability for self-report measures and inter-rater reliability for peer-report measures).

N = 92.
* p < .05.

2. Authentic pride is uniquely related to prestige

Hierarchical Linear Model for Authentic Pride and Hubristic Pride Predicting Peer-Rated Prestige

	Peer-Rated Prestige		
	β	Standard Error	t-value
Intercept	3.47*	.58	6.01*
Authentic Pride	.33*	.15	2.21*
Hubristic Pride	-.01	.11	-.14

Note. Team membership (i.e., which team participants were on) did not moderate any effects (i.e., all team dummy codes were non-significant).

N = 92.
* p < .05.

3. Hubristic pride is uniquely related to dominance

Hierarchical Linear Model for Authentic Pride and Hubristic Pride Predicting Peer-Rated Dominance

	Peer-Rated Dominance		
	β	Standard Error	t-value
Intercept	2.28*	.65	3.52*
Authentic Pride	.01	.17	.06
Hubristic Pride	.36*	.12	3.03*

Note. Team membership (i.e., which team participants were on) did not moderate any effects (i.e., all team dummy codes were non-significant).

N = 92.
* p < .05.

4. Prestige and dominance, and Two Facets of Pride, Promote Divergent Leadership Styles

Correlations with Peer-Rated Interpersonal Behaviors and Attributes

	Authentic Pride	Peer-Rated Prestige	Hubristic Pride	Peer-Rated Dominance
Peer-Rated Sought for Interpersonal Advice	.29*	.58*	-.05	.20
Sought for Work Advice	.10	.52*	-.06	-.00
Intellectual Ability	.30*	.39*	-.21	-.11
Leadership Ability	.28*	.77*	.15	.38*
Altruism	.07	.39*	-.28*	-.42*

N = 92.
* p < .05.