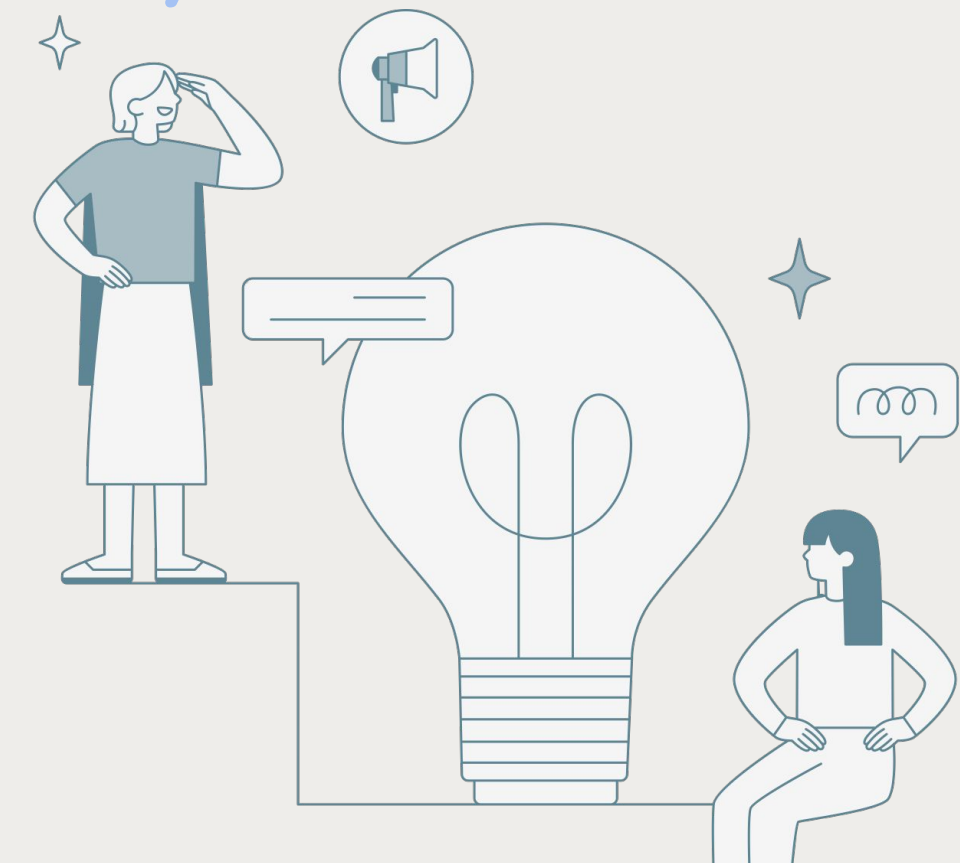

Examining the False Consensus Effect Within Social Scenarios and Entitlement Traits

By: Madelyn Losurdo, Ayesha Khan, Kierra Lachajczyk, and Thomas Lafferty



The Main Concepts Within Our Study

False Consensus Effect: Occurs when an individual tends to overestimate the commonness of their own responses, attitudes, and beliefs (Ross et al., 1977)

Psychological Entitlement: Refers to having strong feelings of deservingness and an expectation of favorable treatment (Grubbs & Exline, 2016)



Real-World Applications

The false consensus effect and psychological entitlement are both psychological concepts that study human behavior. These are essential concepts to an increased understanding in our own cognitive biases.



False Consensus

If a person believed that a movie was terrible just because they did not like it and thought others also disliked the movie, they're falling under the false consensus effect.



Psychological Entitlement

If a person believes that they deserve a high grade on an exam despite not studying or preparing for it, they're experiencing psychological entitlement.

Original Study:



The false consensus effect was studied by Lee Ross, David Greene and Pamela House in 1976 with 320 Stanford students



They provided their participants with four hypothetical scenarios and prompted them to estimate their peer's responses in percentages equal to 100



They were then asked to report their own response and the results showcased if the false consensus effect played out or not

Original Study's Hypothesis and Results

HYPOTHESIS

- “Subjects who ‘choose’ a particular hypothetical response will rate that response as more probable for ‘people in general’ than will subjects who ‘choose’ the alternative response” (Ross et al., 1977).

RESULTS

- The researchers combined all four stories and conducted an ANOVA test, which confirmed their initial hypothesis
- $p < .001$



Replication



Replication

We decided to make our replication more modern, and to use the technology we have to improve the study. We were able to successfully create and spread our questionnaire online, giving us a diverse yet thorough response.

Differences

- Data collection and analysis was done completely digitally
 - We had a smaller sample size, only ending with just over 200 responses
 - We did not only use Stanford undergrads, and instead spread the survey over social media
-

Replication

Methods

- We used the same 4 scenarios used in the original study
- spread the survey on social media
- Averaged the estimated percentages for each story

01

What replicated?

- 3 out of 4 of the stories replicated
- people believed their opinion would be more popular

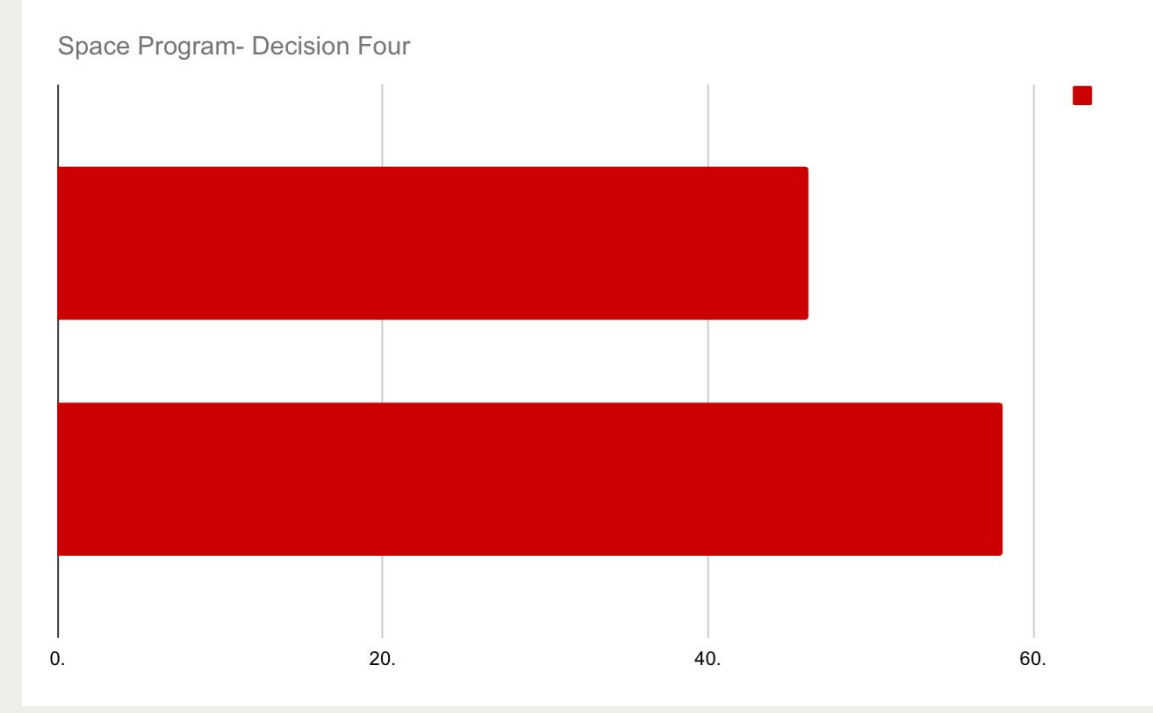
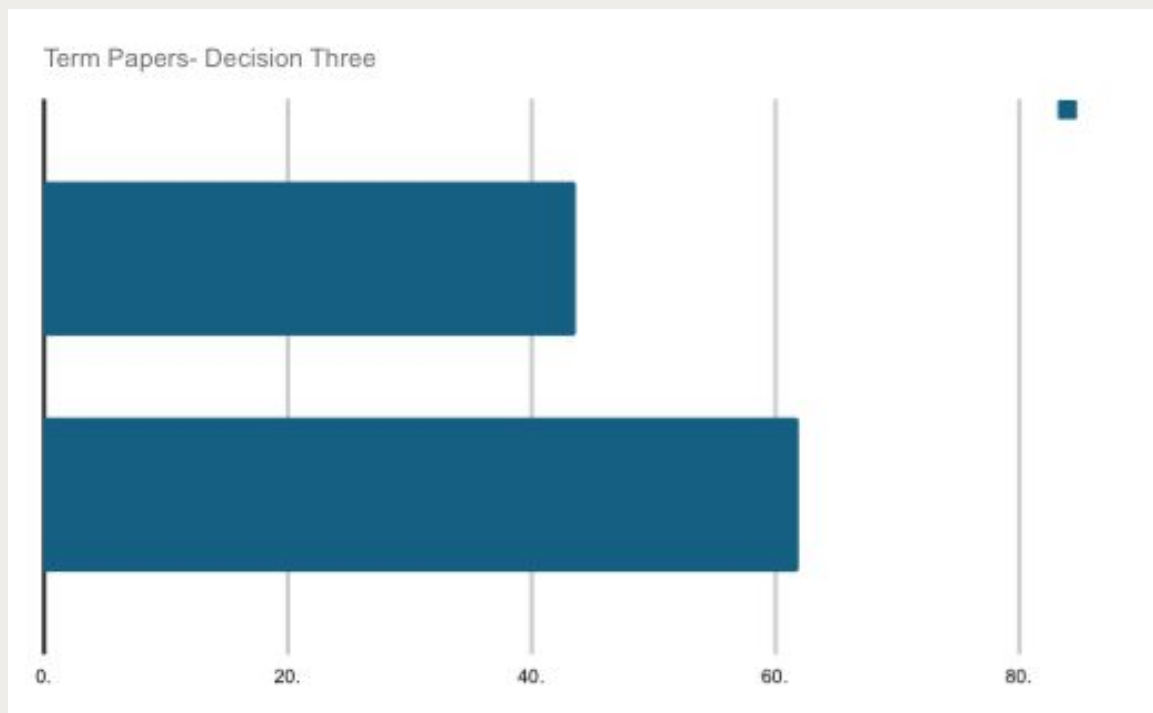
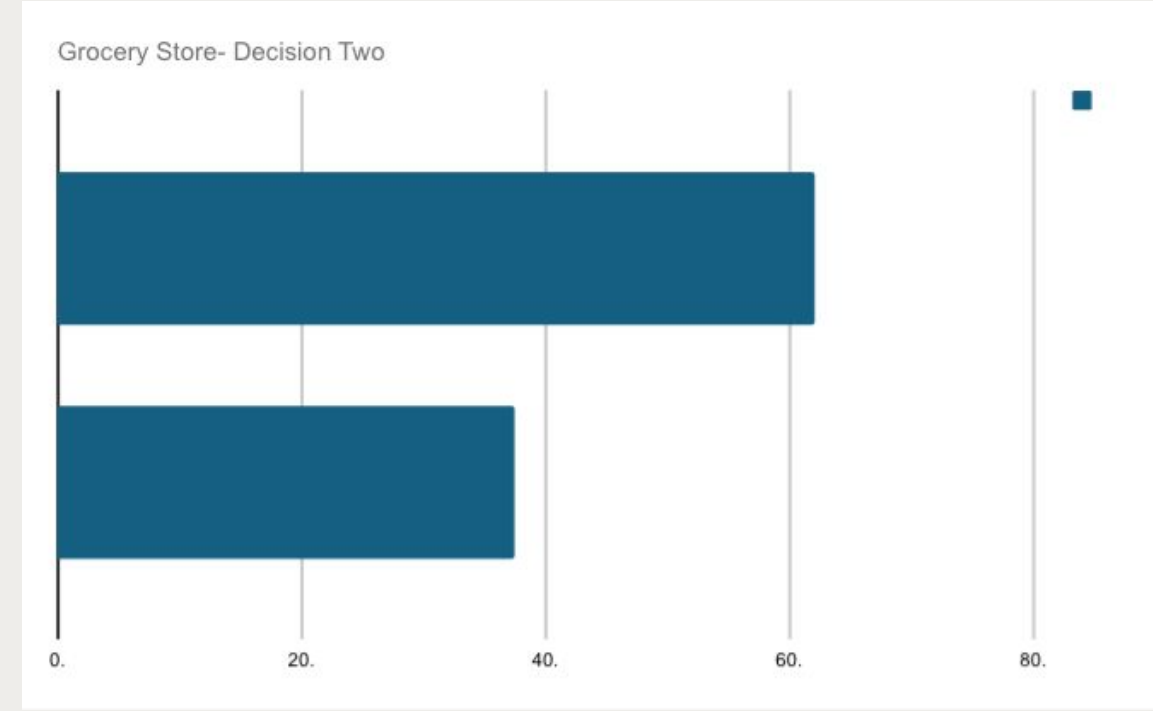
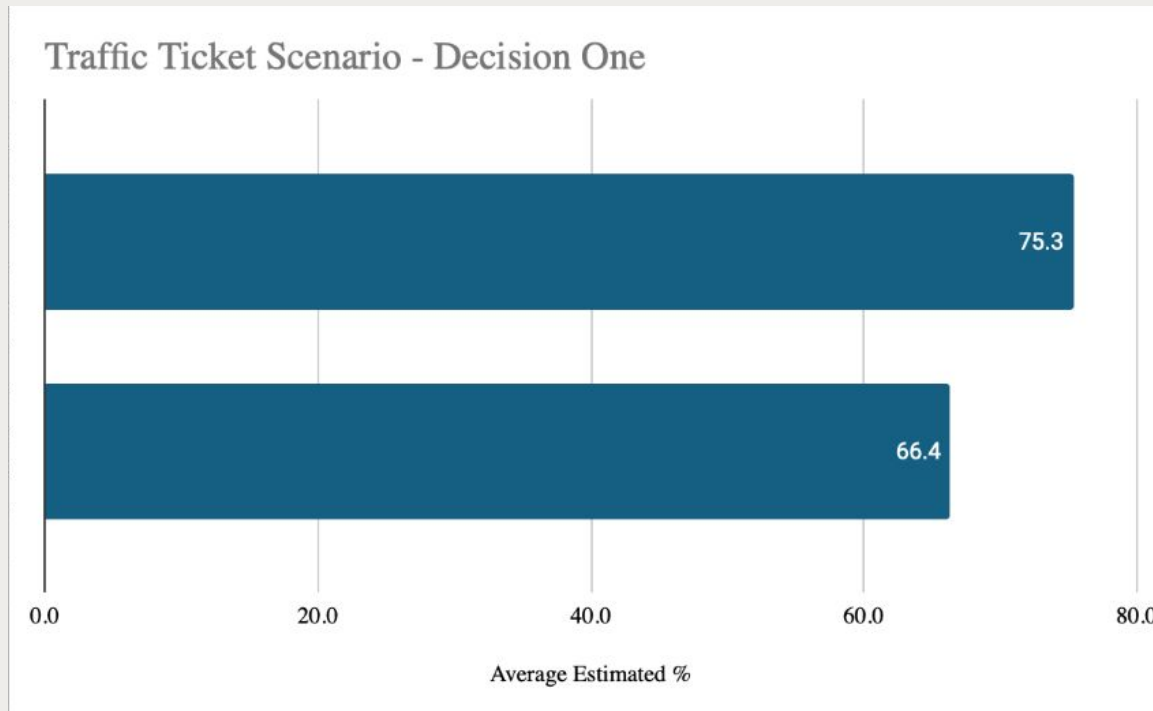
02

Discussion

- The fourth study did not replicate
- This scenario had a bigger impact on other people, where as the other scenarios only impacted oneself.

03

Graphs





01

Explored other concepts similar to the false consensus effect, interest in the idea of psychological entitlement

02

Decided to add entitlement by utilizing the PES (Campbell et al., 2004) to measure attitudes of entitlement, chose to relate this back to participants experiencing false consensus

03

We hypothesized that the higher a participant scores on the entitlement scale, the higher number they would choose for option 2 (i.e. they would be expected to fall under the false consensus effect more)

Our Extension Project

Methodology

- 145 participants
- Gathered participants through friends and family, social media platforms, and reddit
- Data collector: Qualtrics
- Demographic: Age and gender



Entitlement Scale

- Nine -item scale: measured perceived levels of entitlement
 - Presented with statements regarding feelings of entitlement
 - Participants had to indicate their level of agreement with these statements
-

Analysis

- Utilized 3 replicated scenarios in our extension survey
- Ran an Independent Samples T-Test on the replication portion of our survey
- All stories replicated

Independent Samples T-Test

Independent Samples T-Test

		Statistic	df	p
Opt1Estimate	Student's t	6.82 ^a	137	<.001

Group Descriptives

	Group	N	Mean	Median	SD	SE
Opt1Estimate	1	64	72.4	75.0	17.6	2.20
	2	75	48.0	50.0	23.5	2.72



- Utilized Median split to categorize high vs. low with entitlement scores
 - median = 32
- Our extension was not statistically significant
- However, it went in right direction

ANOVA

ANOVA - Opt1Estimate

	Sum of Squares	df	Mean Square	F	p
MyOpt	20939	1	20939	47.320	<.001
MedianSplit	489	1	489	1.105	0.295
MyOpt * MedianSplit	248	1	248	0.560	0.456
Residuals	59737	135	442		

[3]

Analysis



Extension Results

Takeaway 1:


The false consensus replicated and followed the original study. This means that our replication validates the effect and study and can build space for further research on the topic.

Takeaway 2:

Our extension was in the right direction, but was not statistically significant so we can not make conclusive predictions about its relation.

Takeaway 3:

Although we can not make exact conclusions from this extension, we believe the hypothesis holds weight and should be explored further with a larger sample size and over a longer period of time.



References

Campbell, K., Bonacci, A., Shelton, J., Exline, J., & Bushman, B. (2004). *Psychological entitlement: Interpersonal consequences and ...*

Southeastern Oklahoma State University

https://homepages.se.edu/cvonbergen/files/2013/11/Psychological-Entitlement_Interpersonal-Consequences-and-Validation-of-a-Self-Report-Measure.pdf

Grubbs, J. B., & Exline, J. J. (2016). Trait entitlement: A cognitive-personality source of vulnerability to psychological distress.

Psychological Bulletin, 142(11), 1204–1226. <https://doi.org/10.1037/bul0000063>

Ross, L., Greene, D., & House, P. (1977). The false consensus effect: An egocentric bias in social perception and attribution

processes. *Journal of Experimental Social Psychology*, 13(3), 279–301. [https://doi.org/10.1016/0022-1031\(77\)90049-X](https://doi.org/10.1016/0022-1031(77)90049-X)



CREDITS

We would like to thank the COD library and faculty member, Dr. Ken Gray for all his support and encouragement.
