



## Research Report

## Can you tell who I am? Neuroticism, extraversion, and online self-presentation among young adults

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## ABSTRACT

The present study examined the link between neuroticism, extraversion, as well as presentation of the real, the ideal, and the false self on Facebook. Self-reports were collected from 261 young adults (ages 18–30) about personality, online self-presentation, and Facebook use. Level of extraversion was positively associated with Facebook activity level. A series of regression analyses revealed that young adults high in neuroticism reported presenting their ideal and false self on Facebook to a greater extent whereas those low in extraversion reported engaging in greater online self-exploratory behaviors. Findings suggest that young adults who are experiencing emotional instability may be strategic in their online self-presentation perhaps to seek reassurance, and those who have self-doubt further explore their self online.

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## 1. Introduction

In recent years, social networking site (SNS) use has soared among 18–29 year olds [2005: 9% vs. 2012: 83%] (Brenner, 2013). Facebook, the world's most popular SNS, has over 1.11 billion users worldwide (Smith, 2013), accounting for almost 16% of the world's population (United States Census Bureau, 2013). Of these Facebook users, 38% are between the ages of 18–29 (Facebook, 2013). Facebook has evolved over the years (Rahman, 2012), offering members more ways to connect with their family and friends (Subrahmanyam, Reich, Waechter, & Espinoza, 2008), and present information about themselves (Strano, 2008) and their whereabouts online (Manago, Taylor, & Greenfield, 2012). Self-presentation features prominently in young people's use of SNSs (DeAndrea & Walther, 2011; Manago, Graham, Greenfield, & Salimkhan, 2008; Zhao, Grasmuck, & Martin, 2008), such as via profile pictures, status updates, and uploading of images and videos. Recent research suggests that youth present different aspects of their self online such as their real self, ideal self, and their false self (Michikyan, Dennis, & Subrahmanyam, submitted for publication), and it is important to examine how individual factors relate to different kinds of online self-presentation.

Research on youth social media use suggests that factors such as psychosocial well-being, self-efficacy, and personality are associated with online self-presentation (Coyne, Padilla-Walker, & Howard, 2013; Gonzales & Hancock, 2011; Michikyan & Subrahmanyam, 2012; Subrahmanyam & Šmahel, 2011; Wilson, Fornasier, & White, 2010; Wilson, Gosling, & Graham, 2012). With regard to the role of personality in online self-presentation, however, research to date has only examined the relation between young people's personality characteristics and the frequency of their SNS use (e.g., Ong et al., 2011; Ross et al., 2009), and suggests that neuroticism and extraversion may be central to social media use (Amichai-Hamburger & Vinitzky, 2010; Ross et al., 2009; Zywnica & Danowski, 2008). Little is known however about the extent to which these personality characteristics may be related to different kinds of online self-presentation. Therefore, the aim of the present study is to examine the relation between neuroticism, extraversion, and presentation of the real self, the ideal self, and the false self on Facebook.

## 1.1. Differences in online self-presentation

Mead (1934) proposed that a self emerges through social interaction, and understanding the self is essential in having a purpose in life (Schlegel, Hicks, King, & Arndt, 2011). In general, the self, or who one is, involves one's personal, social, cultural as well as emotional experiences (e.g., Markus & Kitayama, 1991; Russell, 1991). In offline or face-to-face social interactions, individuals carefully

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present, monitor, and manage the self to ensure the smooth flow of the interaction (Schlenker & Wowra, 2003). Brown has defined such self-presentation as the attempt to create, modify, or maintain a certain self-image in the presence of an audience (Brown, 2007). Research suggests that individuals generally observe their own behaviors and others' reactions to them, and compare their own reactions and attributes to others when interacting socially (Festinger, 1950). In so doing, they engage in various self-presentations (Elliott, 1982; Schlenker & Wowra, 2003). Self-presentation is multifaceted (Harter, 1990, 1998; Harter, Bresnick, Bouchey, & Whitesell, 1997; Harter & Monsour, 1992) (e.g., one may present a false sense of the self to gain the approval of others), and it may foster identity construction (Harter, 1998; Subrahmanyam & Greenfield, 2008).

As noted earlier, youth interact with each other online including presenting their self in a variety of ways (Michikyan & Subrahmanyam, 2012). Recent studies have concluded that they use SNSs to present their real personalities (Back et al., 2010; Gosling, Gaddis, & Vazire, 2007). However, drawing on the theory of the self (Harter, 1990, 1998; Harter et al., 1997; Harter & Monsour, 1992), Michikyan and colleagues found that on Facebook, college students not only presented their real self (aspects that are authentic) and ideal self (who one wishes/desires to be), but they also presented their false self (aspects that are not fully truthful). Importantly, identity state and well-being were associated with such online self-presentation: Young adults who were experiencing emotional fluctuations and self-doubt presented their false self on Facebook to a greater extent (Michikyan et al., submitted for publication).

## 1.2. Personality differences in online behavior

Online self-presentation may also be influenced by the presenter's personality (Krämer & Winter, 2008; Ong et al., 2011; Ross et al., 2009). In general, personality includes one's motives, thoughts, feelings and behavioral tendencies (McCrae & John, 1992), and can be categorized into broad characteristics (Costa & McCrae, 1992a,b). Each personality characteristic can be summarized by its personality markers – for example, anxious/moody (markers of neuroticism), and outgoing/social (markers of extraversion), and be considered as bipolar (extraversion vs. introversion) (Goldberg, 1992; Gosling, Rentfrow, & Swann, 2003). In general, neurotic individuals are overly emotional and tend to experience difficulties in their offline social interactions (Amichai-Hamburger, Wainapel, & Fox, 2002; McCroskey, Heisel, & Richmond, 2001). In their online interactions, they prefer to use chat rooms (McCroskey et al., 2001), instant messaging (Ehrenberg, Juckles, White, & Walsh, 2008), and SNS features like status updates (Wang, Jackson, Zhang, & Su, 2012) and wall posts (Ross et al., 2009) perhaps to mitigate some of their interaction concerns. Tosun and Lajunen (2010) suggested that neurotic individuals expressed their real self on the Internet, especially in anonymous online contexts (Amichai-Hamburger et al., 2002). However, other evidence linking neuroticism and SNS use tells a more complex story. For instance, Back et al. (2010) found inconsistencies in accuracy ratings of SNS profiles belonging to neurotic young adults, suggesting that self-presentation is malleable, and that neurotic individuals may be strategic in their SNS self-presentation. However, it yet remains to be seen what aspects of the self are presented by neurotic young adults on SNSs, a less anonymous online venue. Thus, it was expected that young adults high in neuroticism would present their ideal self and their false self (for the purpose of deceiving and impressing others) on Facebook to a greater extent, as such online self-presentation may be intrinsically strategic (Michikyan et al., submitted for publication).

Extraverted individuals, on the other hand, find offline social interactions rewarding (Goby, 2006) and have been found to

express their real self offline (Amichai-Hamburger et al., 2002). Unlike neurotic individuals, extraverts use social media to strengthen and extend their social networks thereby engaging in greater levels of online activities (Tosun & Lajunen, 2010; Wang et al., 2012). In examining young adults' SNS profiles, Back et al. found that extraverted young adults presented their real self on the sites, suggesting that extraverts' online lives are an extension of their offline lives (Back et al., 2010; Tosun & Lajunen, 2010). Stated differently, online self-presentation may be similar to offline self-presentation for extraverted individuals. Therefore, it was expected that there would be a significant relationship between extraversion and online self-presentation of the real self.

## 1.3. Focus of the present study

Although the empirical evidence suggests that differences exist in how neurotic and extraverted individuals use Facebook (Back et al., 2010), the extent to which young adults high in neuroticism and extraversion present the real self, ideal self, and the false self on Facebook remains unclear. Given the popularity of Facebook (Brenner, 2013), and research that young adults present their multifaceted self on Facebook (Michikyan et al., submitted for publication), it is important to examine the likelihood of personality differences in such online self-presentation.

## 2. Method

### 2.1. Participants

Young adults [ $N = 261$ , (66 males, 195 females);  $M = 21.92$ ,  $SD = 2.76$ ], were recruited from a large urban university. The ethnic make-up of the sample [18.7% Asian, 4.6% Black, 57.4% Latino/a, 10.3% White, and 9.3% other racial/ethnic groups] reflects the diverse population in Southern California. This data set is part of a larger project (Michikyan, 2011). On average, participants reported spending over two hours and forty minutes per day on Facebook ( $M = 145.06$ ,  $SD = 123.89$ ), logging into their Facebook profiles at least six times a day ( $M = 6.14$ ,  $SD = 6.58$ ), updating their status more than once per day ( $M = 1.37$ ,  $SD = 1.91$ ), and posting at least four wall posts per day on Facebook ( $M = 4.40$ ,  $SD = 5.13$ ). Participants completed all self-report measures in the laboratory, on [www.surveymonkey.com](http://www.surveymonkey.com) (a survey hosting site), and received course credit for their participation.

### 2.2. Measures

#### 2.2.1. Demographic questionnaire

Participants' age, gender, and racial/ethnic identity were collected using a demographic questionnaire.

#### 2.2.2. Facebook use questionnaire

This questionnaire comprised of questions about participants' average daily use of Facebook: (1) Facebook time – the number of minutes spent on Facebook, and (2) Facebook activity level – the number of Facebook logins, status updates, wall posts, and participants' perceived level of activity on Facebook were transformed to z-scores and summed (Cronbach's  $\alpha = .69$ ).

#### 2.2.3. Self-Presentation on Facebook Questionnaire (SPFBQ)

The SPFBQ (Michikyan et al., submitted for publication) contains 17 items that assess different aspects of online self-presentation on a 5-point Likert-type scale (1 = strongly disagree to 5 = strongly agree). Sample items include: "The way I present myself on Facebook is how I am in real life" (real self,  $\alpha = .81$ ), "I post things on my Facebook to show aspects of who I want to be" (ideal self,  $\alpha = .70$ ), "I sometimes try to be someone other than my true

self on Facebook" (false self deception,  $\alpha = .79$ ), "On Facebook I can try-out many aspects of who I am much more than I can in real life" (false self exploration,  $\alpha = .72$ ), as well as, "I try to impress others with the photos I post of myself on my Facebook profile," and "I compare myself to others on Facebook" (false self impress/compare,  $\alpha = .65$ ). The 17 items loaded strongly on the five factors (Michikyan et al., submitted for publication). Higher scores indicated greater presentation of each aspect of the self. The raw scores were obtained and the mean for each self was calculated.

#### 2.2.4. Personality characteristics

An adapted version of the Ten-Item Personality Inventory (TIPI; Gosling et al., 2003) was used, which included additional personality characteristic markers for neuroticism and extraversion. Personality characteristic descriptors have been used to capture markers of the Big-Five dimensions (Goldberg, 1992; Saucier, 1994). For neuroticism, the additional characteristic descriptor included: nervous/moody/emotional ( $\alpha = .76$ ); for extraversion, the additional personality characteristic descriptors were: outgoing/sociable/assertive/outspoken ( $\alpha = .85$ ). Participants indicated their level of agreement on each set of personality characteristic markers on a 5-point Likert-type scale (1 = strongly disagree to 5 = strongly agree). Higher scores indicated greater levels of neuroticism and extraversion. The responses for each personality characteristic marker were computed, the items for neuroticism and extraversion were aggregated, and then the mean was calculated.

### 2.3. Analyses

Correlational analyses were employed to examine the relationship between neuroticism, extraversion, Facebook time, and activity level. Findings on personality characteristics–Facebook activity relationship have been inconsistent (Amichai-Hamburger & Vinitzky, 2010; Ross et al., 2009). Thus, a correlational analysis for neuroticism, extraversion, and each individual Facebook activity item (i.e., number of logins, status updates, wall posts, perceived level of activity) was also conducted. Then, a series of multiple regression analyses were used to determine the associations between neuroticism, extraversion, and online presentation of the real self, the ideal self, and the false self (deception, exploration, compare/impress).

## 3. Results

### 3.1. Relationships between neuroticism, extraversion, and Facebook activities

The correlational analyses (Table 1) revealed that neuroticism was not significantly associated with reported Facebook time, or activity level. There was no significant correlation between extraversion and reported time spent on Facebook. However, there was a significant positive association between extraversion and Facebook activity level, suggesting that young adults high in extraversion reported engaging in greater Facebook activities.

Next, five, two-step hierarchical regression analyses (Table 2) were conducted to determine the extent to which neuroticism, and extraversion predicted online presentation of the real, the ideal, and the false self. In the first step, age, gender, race/ethnicity, Facebook time, and activity level were entered, and neuroticism, as well as extraversion were entered in the second step.

### 3.2. Presentation of the real self on Facebook

The first analysis predicting online presentation of the real self using neuroticism, extraversion ( $F(2,237) = .06$ ,  $p = .944$ , Adjusted

**Table 1**

Correlations for neuroticism, extraversion, Facebook time, & activity level.

| Variables            | 1     | 2    | 3     | 4 |
|----------------------|-------|------|-------|---|
| 1. FB time           | —     |      |       |   |
| 2. FB activity level | .56** | —    |       |   |
| 3. Neuroticism       | .10   | .07  | —     |   |
| 4. Extraversion      | .07   | .13* | -.14* | — |

Notes. FB = Facebook.

\*  $p < .05$ .

\*\*  $p < .001$ .

$R^2 = .10$ ) was not significant. However, in this model, Facebook activity level ( $p < .0001$ ) was a positive significant predictor of real self presentation, suggesting that young adults who were active Facebook users reported presenting their real self on the site to a greater extent.

### 3.3. Presentation of the ideal self on Facebook

The second analysis predicting online presentation of the ideal self using neuroticism, extraversion [ $F(2,237) = 3.68$ ,  $p = .027$ , Adjusted  $R^2 = .05$ ] was significant. In this model, Facebook activity level ( $p = .005$ ), and neuroticism ( $p = .024$ ) were positive significant predictors of ideal self presentation on Facebook. Specifically, young adults who were more active Facebook users, and those who were high in neuroticism, reported presenting their ideal self on Facebook to a greater extent.

### 3.4. Presentation of the false self (deception) on Facebook

The third analysis predicting online presentation of the false self (deception) using neuroticism, extraversion [ $F(2,237) = 3.25$ ,  $p = .041$ , Adjusted  $R^2 = .02$ ] was significant. In this model, neuroticism ( $p = .015$ ) was a positive significant predictor of false self (deception) presentation on Facebook. Specifically, young adults high in neuroticism reported presenting greater levels of online self-presentation so as to deceive others.

### 3.5. Presentation of the false self (compare/impress) on Facebook

The fourth analysis predicting online presentation of the false self (compare/impress) using neuroticism, extraversion [ $F(2,237) = 5.10$ ,  $p = .007$ , Adjusted  $R^2 = .02$ ] was significant. In this model, neuroticism ( $p = .003$ ) was a positive significant predictor of false self (compare/impress) presentation on Facebook. Specifically, young adults high in neuroticism reported greater presentation of the self on Facebook so as to compare to and impress others.

### 3.6. Presentation of the false self (exploration) on Facebook

The fifth analysis predicting online presentation of the false self (exploration) using neuroticism, extraversion [ $F(2,237) = 6.18$ ,  $p = .002$ , Adjusted  $R^2 = .11$ ] was significant. In this model, Facebook activity level ( $p = .001$ ) and extraversion ( $p = .002$ ) were significant predictors of false self (exploration) presentation on Facebook. Specifically, young adults who were active Facebook users, and low in extraversion (high in introversion), reported engaging in greater self-exploratory behaviors online.

## 4. Discussion

There is a growing body of work on personality and social media use among young adults. However, research concerning personality characteristics and self-presentation on SNSs remains scarce. An important question is whether young adults high in

**Table 2**Summary of hierarchical regression analysis for neuroticism and extraversion predicting self-presentation on Facebook ( $N = 261$ ).

|                        | Real self |         |       |              | Ideal self |         |       |              | False self (deception) |         |       |              | False self (compare/impress) |         |       |              | False self (exploration) |         |       |              |
|------------------------|-----------|---------|-------|--------------|------------|---------|-------|--------------|------------------------|---------|-------|--------------|------------------------------|---------|-------|--------------|--------------------------|---------|-------|--------------|
|                        | B<br>(SE) | $\beta$ | $R^2$ | $\Delta R^2$ | B<br>(SE)  | $\beta$ | $R^2$ | $\Delta R^2$ | B<br>(SE)              | $\beta$ | $R^2$ | $\Delta R^2$ | B<br>(SE)                    | $\beta$ | $R^2$ | $\Delta R^2$ | B<br>(SE)                | $\beta$ | $R^2$ | $\Delta R^2$ |
| <i>Variables/steps</i> |           |         |       |              |            |         |       |              |                        |         |       |              |                              |         |       |              |                          |         |       |              |
| Step 1                 |           |         |       |              |            |         |       |              |                        |         |       |              |                              |         |       |              |                          |         |       |              |
| Age                    | .02       | -.02    |       |              | .02        | -.01    |       |              | .02                    | -.03    |       |              | .02                          | .03     |       |              | .02                      | .05     |       |              |
| Gender                 | .11       | .03     |       |              | .15        | -.03    |       |              | .10                    | -.12    |       |              | .14                          | .01     |       |              | .13                      | -.09    |       |              |
| Race/ethnicity         | .01       | .09     |       |              | .01        | -.02    |       |              | .01                    | .02     |       |              | .01                          | .03     |       |              | .12                      | .04     |       |              |
| FB time                | .00       | -.01    |       |              | .00        | .01     |       |              | .00                    | -.04    |       |              | .00                          | .06     |       |              | .00                      | .10     |       |              |
| FB activity level      | .08       | .34***  |       |              | .11        | .21**   |       |              | .07                    | .05     |       |              | .10                          | -.04    |       |              | .09                      | .25     |       |              |
| <i>F</i> (3,239)       |           |         | .13   | .13***       |            |         | .05   | .05          |                        |         | .02   | .02          |                              |         | .01   | .01          |                          |         | .09   | .09***       |
| Step 2                 |           |         |       |              |            |         |       |              |                        |         |       |              |                              |         |       |              |                          |         |       |              |
| Neuroticism            | .06       | -.01    |       |              | .08        | .15*    |       |              | .05                    | .16*    |       |              | .07                          | .20**   |       |              | .06                      | .06     |       |              |
| Extraversion           | .02       | .29     |       |              | .09        | -.07    |       |              | .06                    | -.02    |       |              | .08                          | -.03    |       |              | .07                      | -.20**  |       |              |
| <i>F</i> (2,237)       |           |         | .13   | .00          |            |         | .08   | .03*         |                        |         | .04   | .03*         |                              |         | .05   | .04**        |                          |         | .14   | .05**        |

Notes. FB = Facebook. Gender: 1 = men, 2 = women.

\*  $p < .05$ .\*\*  $p < .01$ .\*\*\*  $p < .001$ .

neuroticism and extraversion differ in how they present their real self, ideal self, and false self on Facebook. This paper sought to examine this question. With regard to Facebook use, results showed that neuroticism and extraversion were not associated with reported time spent on Facebook. Perhaps young adults high in neuroticism and extraversion are spending about the same amount of time on Facebook now that mobile access to such sites have become commonplace (Smith, Rainie, & Zickuhr, 2011). Findings did show, however, that Facebook activity level was positively associated with extraversion, suggesting that young adults high in extraversion were more active Facebook users. In terms of self-presentation on Facebook, as expected, a positive association was found between neuroticism and online presentation of the ideal self, and the false self (deception, compare/impress). These findings suggest that young adults high in neuroticism may present the self on Facebook to show who they want to be, to deceive others, and use social comparison to impress others to a greater extent. This may help explain Back et al.'s (2010) finding that there were inconsistencies in accuracy ratings for SNS profiles belonging to neurotic young adults. Interestingly, there was a negative association between extraversion and the online presentation of the false self (exploration); suggesting that young adults low in extraversion (introverts) may engage in self-exploratory online behaviors. Similar findings have been reported in previous research indicating that older adolescents may be more likely than their younger counterparts to engage in online self-exploration (Valkenburg, Schouten, & Peter, 2005). Although young adulthood (ages 18–29) is a distinct developmental period, there exist overlaps with adolescence.

In conclusion, this study demonstrated a link between neuroticism, extraversion and online presentation of the real, the ideal, and the false self. Findings provide empirical evidence that can help explain some of the personality patterns in different aspects of self-presentation on SNSs. Given that 83% of young adults are on SNSs (Brenner, 2013), it was important to understand the role of such sites in their lives, especially for those young adults who might be experiencing greater levels of psychological distress (marker of neuroticism). Perhaps young adults high in neuroticism are more selective in their self-presentation (Ross et al., 2009; Wang et al., 2012), opting to not present their real self on SNSs (less anonymous online contexts), as sharing such aspects of their self (e.g., emotional, anxious, moody) may lead to decreased levels

of perceived social support. Instead, they may present less truthful information about themselves or even lie (false self deception), use social comparison in their online self-presentation to impress others (false self compare/impress), and present aspects of who they want to be (ideal self) to perhaps increase their social connections and their perceived level of social support (Swickert, Hittner, Harris, & Herring, 2002). For young adults high in extraversion, on the other hand, SNS use might be an extension of their offline lives (Wang et al., 2012). However, those young adults who focus more on their internal experiences and have self-doubt (marker of introversion) (Goby, 2006) may engage in online behaviors to further explore the self. Findings also provide further support for Michikyan et al.'s (submitted for publication) contention that young adults who might be experiencing emotional fluctuations and identity transitions during young adulthood (Arnett & Schwab, 2013), may engage in a more strategic and self-exploratory behaviors on SNSs. Moreover, the use of the SPFBQ, which was developed using extant developmental theory of the self, provided a reliable and broader view of young adults' Facebook use. Furthermore, a unique feature of the study was the use of an ethnically diverse sample; given the increasing diversity of the U.S., such a diverse sample enhances the generalizability of the results. Finally, controlling for the effects of age, gender, and race/ethnicity made it possible to investigate the unique contribution of neuroticism and extraversion to online presentation of the self.

Future studies should examine the relationships between other personality traits such as agreeableness, openness to experience, conscientiousness (Costa & McCrae, 1992a,b) and online presentation of the real, the ideal, and the false self. Research should also explore the relationship between the SPFBQ with other personality inventories (Costa & McCrae, 1992a). Researchers should control against possible social desirability effects in self-reported responses for online self-presentation, as this was not done in this study. In the future, studies should also examine how peer feedback moderates online self-presentation for young adults with different personality characteristics. Furthermore, considering that personality and self-presentation can change across time and across situations (Boyce, Wood, & Powdthavee, 2013; Kelly & Rodriguez, 2006), longitudinal data are needed to capture such changes. Although the study helped to answer some important questions, more research is needed to fully understand the links between other psychological factors and online self-presentation.

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