

*

，

1 2 2

(¹ , 100038)

(² , 100871)

，

“ ” “ ” “ ”

， ， ， ， ，

B848

“ ” —

“ ” —

； ； ； ，

” “ ” “ ”

1 “ ” “ ” (

(modesty; humility) , 2017)

，

“

”

“

(, 2013)

“

” (

“ ” (, 2014)

4 6)

“

”

Driver (2001)

(The Virtues of Ignorance)

，

“ ”

，

(egocentrism)

(self-enhancement) (narcissism)

(excessive self-preoccupation)

: 2021-06-24

* (32171050),

(

61690205),

31771205)

(

(Colvin & Griffo,

2008),

: , E-mail: wuyh@pku.edu.cn

- (impression management strategy; Cialdini & de Nicholas, 1989)
- (Gao & Ting-Toomey, 1998),
- (Ashton & Lee, 2007; Costa & McCrea, 1992)
- 24
- (character strength; Peterson & Seligman, 2004)
- (Zheng & Wu, 2020),
- (Peterson & Seligman, 2004)
- 20
- (Chancellor & Lyubomirsky, 2013; Tangney, 2000)
- (Van Tongeren et al., 2019)
- (Cojuharenco & Karelaia, 2020; Porter & Schumann, 2018)
- (Cai et al., 2012)
- (Shimai et al., 2006)
- (moderate self-views),
- (sense of entitlement)
- (Morris et al., 2005)
- (under-presentation; Cialdini & de Nicholas, 1989)
- (Honesty-Humility, Emotionality, Extraversion, Agreeableness, Conscientiousness Openness to Experience, HEXACO)
- (sincerity)
- (greed-avoidance)
- (facet),
- (Ashton & Lee, 2007; Lee & Ashton, 2004)
- (Afghani & Vernon, 2016)
- (low self-focuses) (unassuming)
- (Ashton & Lee, 2007)
- (1)
- (2)
- (3)

2007) Shi (2017) , (intrapersonal features) (interpersonal features) , (self-positivity bias) , (,), (), (nonself-serving attribution bias; Wosinska et al., 1996) , , (Owens et al., 2013) Woodcock (2008) , (Sedikides et al., 2007) , (Crocker et al., 2008) (2009) “ ” (Krause et al., 2016), (Jankowski et al., 2013) Kesebir (2014) , () () , 3 “ , ” , 3.1 , (self-enhancement bias) Zheng Wu (2020) , , , , “ ” (better-than-average effect) “ ” (self-serving bias) (self-enhancer) (over-compensation) (Means et al., 1990) 3.2 , (Alicke & Govorun, 2005), (Dunning, 2005) , , , (Davis et al., 2013) Banerjee (2000) , 8 , (Baumeister et al., 1993; Sedikides et al., (Genyue et al., 2010) Ma

[illegible]

(Twenge et al., 2008) “ — (Campbell et al., 2004)
 ” (Dunning-Kruger effect)
 Kruger Dunning (1999)
 , , ,
 , , ,
 , , ,
 , , ,
 , , ; ,
 “ ”
 , Stellar
 (2018)
 , “ ”
 , Brennan (2007) , “ ”
 (Flavell, 1976) , “
 ” ,
 , (, 2015) “
 ” “ , ” “
 (Whitcomb et al., 2015),
 ,
¹(intellectual 4.2 “ ”
 humility; McElroy et al., 2014) , “ ”
 (general humility) ,
 (Davis et al., 2015),
 (McElroy et al., 2014) ,
 (Bond et al., 1982; Wosinska et al., 1996),
 , (Porter & (Woodcock, 2008)
 Schumann, 2018) ,
 “ ” (, 2012; Chen et al., 2009; Han, 2011) ,
 “ ”

1 “ ” “ ” “ ” “ ” ,

(agency) (communion)
 (Locke, 2015; , 2017)
 (competence), (Schall et al.,
 2016) “
 (warmth), / ”,
 (Weaver et al., 2017; Diekmann et al., 2015)
 Nuyen (1998)
 (, , 2001;
 Sedikides et al., 2007; Exline et al., 2004)
 (Farrell et al., 2015) Ben-Ze'ew (1993)
 (Dwiwardani et al., 2018)
 (Van Tongeren et al., 2016) (O'Hagan, 2018)
 (Rodriguez et al., 2019) (Hilbig et al.,
 2015)
4.3 “ ”
 (Schlenker & Leary, 1982) “ ”
 (Exline & Lobel, 1999)
 “ ” (Sensitivity about being the Target of a Threatening Upward Comparison; STTUC)
 (outperformer),
 (e.g., Heatherington et al., 1993)
 Brigham (1996)
 (2012) “ ” “
 Han (2011)
 (script)
 (social script),

5

- | | | | |
|--------------------------------|-------------------|-----------------------|--|
| | Zheng | (2017) | sMRI |
| VBM | , | | |
| , , , | | | |
| , , | | | (dorsomedial |
| (Stankov, 2013) | | | prefrontal cortex, DMPFC) |
| , | | | (dorsolateral prefrontal cortex, DLPFC) |
| | / | | (superior temporal gyrus/ temporal pole), |
| | | | (posterior insular cortex) |
| | | | , |
| " " | | | |
| , | | | , |
| , | | | , |
| , | | | , |
| , | | | , |
| , | | | , |
| , | | | , |
| , | | | , |
| , | | | , |
| " " | | | , |
| , | | | . |
| , | | | , 25(12), 99–105. |
| , | | | . (2001). |
| , | | | , 7(1), 19–24. |
| , | | | . (2012). |
| , | | | . |
| , | | | 43(3), 701–716. |
| , | | | . (2014). " " |
| , | | | , (10), 56–61. |
| , | | | . (2009). |
| (structural MRI, sMRI) | | | , (9), 842–852. |
| (Kanai & Rees, 2011) | | | . (2015). |
| , | | | , (1), 56–63. |
| , | | | , (2018). |
| , | | | . |
| , | | | , 50(10), 1159–1168. |
| - - " | | | . (2017). |
| , | | | , 49(9), 1219–1233. |
| (Han & Ma, 2015) | | | . (2017). " " |
| | | | , 25(1), 99–110. |
| (voxel-based morphometry, VBM) | | | . (2013). " " |
| | | | , (4), 105–111. |
| (brain morphometry, | Afghani, J. J., & | Vernon, P. A. (2016). | An investigation of the humility construct of the HEXACO model: Does honesty-humility predict modest behaviour? <i>Personality</i> |
|) | | | |
| (regional variation) | | | |

- and Individual Differences, 101, 463–463.
- Alicke, M. D., & Govorun, O. (2005). The better-than-average effect. In Alicke, M. D., Dunning, D. A., Krueger, J. (Eds.) *The self in social judgment* (pp. 85–106). New York, NY: Psychology Press.
- Ashton, M. C., & Lee, K. (2007). Empirical, theoretical, and practical advantages of the HEXACO model of personality structure. *Personality and Social Psychology Review*, 11(2), 150–166.
- Arroyo, C. G., & Zigler, E. (1995). Racial identity, academic achievement, and the psychological well-being of economically disadvantaged adolescents. *Journal of Personality and Social Psychology*, 69(5), 903–914.
- Banerjee, R. (2000). The development of an understanding of modesty. *British Journal of Developmental Psychology*, 18(4), 499–517.
- Baumeister, R. F., Heatherton, T. F., & Tice, D. M. (1993). When ego threats lead to self-regulation failure: Negative consequences of high self-esteem. *Journal of Personality and Social Psychology*, 64(1), 141–156.
- Ben-Ze'ew, A. (1993). The virtue of modesty. *American Philosophical Quarterly*, 30(3), 235–246.
- Blickle, G., Diekmann, C., Schneider, P. B., Kalthöfer, Y., & Summers, J. K. (2012). When modesty wins: Impression management through modesty, political skill, and career success—a two-study investigation. *European Journal of Work and Organizational Psychology*, 21(6), 899–922.
- Bond, M. H., Leung, K., & Wan, K. (1982). The social impact of self-effacing attributions: The Chinese case. *Journal of Social Psychology*, 118(2), 157–166.
- Brennan, J. (2007). Modesty without illusion. *Philosophy and Phenomenological Research*, 75(1), 111–128.
- Brigham, N. L. (1996). *The Effects of Invidious Comparisons on Modest Self presentation*. Unpublished doctoral dissertation, University of Kentucky.
- Cai, H., Kwan, V. S. Y., & Sedikides, C. (2012). A sociocultural approach to narcissism: The case of modern China. *European Journal of Personality*, 26(5), 529–535.
- Cai, H., Sedikides, C., Gaertner, L., Wang, C., Carvallo, M., Xu, Y., ... Jackson, L. E. (2011). Tactical self-enhancement in China: Is modesty at the service of self-enhancement in East Asian culture? *Social Psychological and Personality Science*, 2(1), 59–64.
- Campbell, W. K., Bonacci, A. M., Shelton, J., Exline, J. J., & Bushman, B. J. (2004). Psychological entitlement: interpersonal consequences and validation of a self-report measure. *Journal of Personality Assessment*, 83(1), 29–45.
- Chancellor, J., & Lyubomirsky, S. (2013). Humble beginnings: Current trends, state perspectives, and hallmarks of humility. *Social and Personality Psychology Compass*, 7(11), 819–833.
- Chen, S. X., Bond, M. H., Chan, B., Tang, D., & Buchtel, E. (2009). Behavioral manifestations of modesty. *Journal of Cross-Cultural Psychology*, 40(4), 603–626.
- Cialdini, R. B., & de Nicholas, M. E. (1989). Self-presentation by association. *Journal of Personality and Social Psychology*, 57(4), 626–631.
- Cojuharenco, I., & Karelaia, N. (2020). When leaders ask questions: Can humility premiums buffer the effects of competence penalties? *Organizational Behavior and Human Decision Processes*, 156, 113–134.
- Colvin, C. R., & Griffo, R. (2008). On the psychological costs of self-enhancement. In: Chang, E. C. (Ed.) *Self-criticism and self-enhancement: Theory, research, and clinical implications* (pp. 123–140). American Psychological Association.
- Costa, P. T., & McCrae, R. R. (1992). *NEO PI-R, Professional Manual. Revised NEO Personality Inventory (NEO PI-R) and NEO Five Factor Inventory (NEO-FFI)*. Odessa, FL: Psychological Assessment Resources
- Crocker, J., Niiya, Y., & Mischkowski, D. (2008). Why does writing about important values reduce defensiveness? self-affirmation and the role of positive other-directed feelings. *Psychological Science*, 19(7), 740–747.
- Davis, D. E., Rice, K., Mcelroy, S., Deblaere, C., Choe, E., Van Tongeren, D. R., & Hook, J. N. (2015). Distinguishing intellectual humility and general humility. *The Journal of Positive Psychology*, 11(3), 215–224.
- Davis, D. E., Worthington, E. L., Hook, J. N., Emmons, R. A., Hill, P. C., Bollinger, R. A., & Van Tongeren, D. R. (2013). Humility and the development and repair of social bonds: Two longitudinal studies. *Self and Identity*, 12(1), 58–77.
- Diekmann, C., Blickle, G., Hafner, K., & Peters, L. (2015). Trick or trait? the combined effects of employee impression management modesty and trait modesty on supervisor evaluations. *Journal of Vocational Behavior*, 89, 120–129.
- Driver, J. (2001). *Uneasy virtue*. Cambridge University Press.
- Dunning, D. (2005). *Self-insight: Roadblocks and detours on the path to knowing thyself*. New York, NY: Psychology Press.
- Dwiwardani, C., Ord, A. S., Fennell, M., Eaves, D., Ripley, J. S., Perkins, A., ... Van Tongeren, D. R. (2018). Spelling HUMBLE with U and ME: The role of perceived humility in intimate partner relationships. *The Journal of Positive Psychology*, 13(5), 449–459.
- Exline, J. J., Baumeister, R. F., Bushman, B. J., Campbell, W. K., & Finkel, E. J. (2004). Too proud to let go:

- Narcissistic entitlement as a barrier to forgiveness. *Journal of Personality and Social Psychology*, 87(6), 894–912.
- Exline, J. J., & Lobel, M. (1999). The perils of outperformance: Sensitivity about being the target of a threatening upward comparison. *Psychological Bulletin*, 125(3), 307–337.
- Farrell, J. E., Hook, J. N., Ramos, M., Davis, D. E., Van Tongeren, D. R., & Ruiz, J. M. (2015). Humility and relationship outcomes in couples: The mediating role of commitment. *Couple and Family Psychology: Research and Practice*, 4(1), 14–26.
- Flavell, J. H. (1976). Metacognitive aspects of problem solving. In L. B. Resnick (Ed.), *The Nature of Intelligence* (pp. 231–236). Hillsdale, NJ: Erlbaum.
- Gao, G., & Ting-Toomey, S. (1998). *Communicating effectively with the Chinese*. Communicating effectively with the Chinese. Sage Publications.
- Genyue, F., Heyman, G. D., & Lee, K. (2010). Reasoning about modesty among adolescents and adults in China and the U.S. *Journal of Adolescence*, 34(4), 599–608.
- Gregg, A. P., Hart, C. M., Sedikides, C., & Kumashiro, M. (2008). Everyday conceptions of modesty: A prototype analysis. *Personality and Social Psychology Bulletin*, 34(7), 978–992.
- Han, K. (2011). The self-enhancing function of Chinese modesty: From a perspective of social script. *Asian Journal of Social Psychology*, 14(4), 258–268.
- Han, S., & Ma, Y. (2015). A Culture–Behavior–Brain loop model of human development. *Trends in Cognitive Sciences*, 19(11), 666–676.
- Hareli, S., & Weiner, B. (2000). Accounts for success as determinants of perceived arrogance and modesty. *Motivation and Emotion*, 24(3), 215–236.
- Heatherington, L., Daubman, K. A., Bates, C., Ahn, A., Brown, H., & Preston, C. (1993). Two investigations of "female modesty" in achievement situations. *Sex Roles*, 29(11–12), 739–754.
- Hilbig, B. E., Thielmann, I., Wühl, J., & Zettler, I. (2015). From honesty–humility to fair behavior – benevolence or a (blind) fairness norm? *Personality and Individual Differences*, 80, 91–95.
- Hwang, K. K. (2000). Chinese relationalism: Theoretical construction and methodological considerations. *Journal for the Theory of Social Behavior*, 30(2), 155–178.
- Jankowski, P. J., Sandage, S. J., & Hill, P. C. (2013). Differentiation-based models of forgivingness, mental health and social justice commitment: Mediator effects for differentiation of self and humility. *The Journal of Positive Psychology*, 8(5), 412–424.
- Kanai, R., & Rees, G. (2011). The structural basis of inter-individual differences in human behaviour and cognition. *Nature Reviews Neuroscience*, 12(4), 231–242.
- Kesebir, P. (2014). A quiet ego quiets death anxiety: Humility as an existential anxiety buffer. *Journal of Personality and Social Psychology*, 106(4), 610–623.
- Kim, Y., Chiu, C., Peng, S., Cai, H., & Tov, W. (2010). Explaining East-West differences in the likelihood of making favorable self-evaluations: The role of evaluation apprehension and directness of expression. *Journal of Cross-Cultural Psychology*, 41(1), 62–75.
- Krause, N., Pargament, K. I., Hill, P. C., & Ironson, G. (2016). Humility, stressful life events, and psychological well-being: Findings from the landmark spirituality and health survey. *The Journal of Positive Psychology*, 11(5), 499–510.
- Kruger, J., & Dunning, D. (1999). Unskilled and unaware of it: How difficulties in recognizing one's own incompetence lead to inflated self-assessments. *Journal of Personality and Social Psychology*, 77(6), 1121–1134.
- Lee, K., & Ashton, M. C. (2004). Psychometric properties of the HEXACO personality inventory. *Multivariate Behavioral Research*, 39(2), 329–358.
- Locke, K. D. (2015). Agentic and communal social motives. *Social and Personality Psychology Compass*, 9(10), 525–538.
- Ma, F., Heyman, G. D., Xiao, L., Xu, F., Compton, B. J., & Lee, K. (2018). Modesty can promote trust: Evidence from china. *Social Development*, 28(1), 218–233.
- McElroy, S., Rice, K., Davis, D. E., Hook, J. N., Hill, P. C., Worthington Jr., E. L., & Van Tongeren, D. R. (2014). Intellectual humility: Scale development and theoretical elaborations in the context of religious leadership. *Journal of Psychology and Theology*, 42(1), 19–30.
- Means, J. R., Wilson, G. L., Sturm, C., Biron, J. E., & Bach, P. J. (1990). Humility as a psychotherapeutic formulation. *Counselling Psychology Quarterly*, 3(2), 211–215.
- Morris, J. A., Brotheridge, C. M., & Urbanski, J. C. (2005). Bringing humility to leadership: Antecedents and consequences of leader humility. *Human Relations*, 58(10), 1323–1350.
- Nuyen, A. T. (1998). Just modesty. *American Philosophical Quarterly*, 35(1), 101–109.
- O'Hagan, E. (2018). Modesty as an excellence in moral perspective taking. *European Journal of Philosophy*, 26(3), 1120–1133.
- Ou, A. Y., Tsui, A. S., Kinicki, A. J., Waldman, D. A., Xiao, Z., & Song, L. J. (2014). Humble chief executive officers' connections to top management team integration and middle managers' responses. *Administrative Science*

- and *Social Psychology*, 114(1), 153–178.
- Whitcomb, D., Battaly, H., Baehr, J., & Howard Snyder, D. (2015). Intellectual humility: Owning our limitations. *Philosophy and Phenomenological Research*, 94(3), 509–539.
- Woodcock, S. (2008). The social dimensions of modesty. *Canadian Journal of Philosophy*, 38(1), 1–29.
- Wosinska, W., Dabul, A. J., Whetstone-Dion, R., & Cialdini, R. B. (1996). Self-presentational responses to success in the organization: The costs and benefits of modesty. *Basic and Applied Social Psychology*, 18(2), 229–242.
- Yamagishi, T., Hashimoto, H., Cook, K. S., Kiyonari, T., Shinada, M., Mifune, N., ... Li, Y. (2012). Modesty in self-presentation: A comparison between the USA and Japan. *Asian Journal of Social Psychology*, 15(1), 60–68.
- Zheng, C., & Wu, Y. (2020). The more modest you are, the happier you are: The mediating roles of emotional intelligence and self-esteem. *Journal of Happiness Studies*, 21(5), 1603–1615.
- Zheng, C., Wu, Q., Jin, Y., & Wu, Y. (2017). Regional gray matter volume is associated with trait modesty: Evidence from voxel-based morphometry. *Scientific Reports*, 7(1), 14920.

Modesty brings gains: The mechanisms of individual psychology and social culture

ZHENG Chuhua¹, WANG Xin², WU Yanhong²

(¹ Institute of Scientific and Technical Information of China, Beijing 100038, China)

(² School of Psychological and Cognitive Sciences and Beijing Key Laboratory of Behavior and Mental Health, Peking University, Beijing 100871, China)

Abstract: The concept of modesty as a virtue is treasured by both Eastern and Western culture. Previous studies have showed that modesty, as an important psychological attribute, has a wide range of positive effects on individuals' life and work. This research examined the mechanisms and positive functions of modesty in three perspectives: the cognitive hypothesis of “self-knowledge”, the motivation hypothesis of “social oil”, and the normative hypothesis of “traditional virtue”. Future research is encouraged to explore the connotation and psychological structure, the potential boundary conditions and neural basis of modesty.

Key words: modesty/humility, haughtiness invites ruin, modesty/humility receives benefits, self-knowledge, social oil, traditional virtue