

THE PSYCHOLOGY OF ENTITLEMENT!

When we replace a sense of service and gratitude with a sense of entitlement and expectation, we quickly see the demise of our relationships, society, and economy ...Steve Maraboli

WHAT TO KNOW!

- ❖ Entitlement is the general belief that a person has special privileges or deserves more than others across all situations
- ❖ When people do not get what they feel they deserve, they feel unfairly treated and can get angry and potentially violent
- ❖ Underneath the sense of entitlement are deep-seated feelings of inferiority and insecurity causing these individuals to seek validation and admiration
- ❖ There is a high correlation between entitlement and narcissism
- ❖ Entitled people often:
 - Believe that the same rules that apply to others do not apply to them
 - Are less empathetic and less respectful
 - Believe they are more interesting and valuable than other people
 - Believe they do not have to follow the same rules as others
 - Are more prone to aggression and will complain loudly if they don't get their way
 - Do not contribute or donate and expect to get things for free
 - Refuse to do courtesies asked of them but expect others to do what they ask
 - Will inconvenience others without any consideration of others
 - Expect to be treated differently and better than others
 - Believe that they should be paid more at work than others in comparable jobs
 - Are resentful and hostile to those who criticize them
 - Lack understanding of socially expected norms and the needs of others
- ❖ Long term consequences of entitlement include poor relationships, conflicts with others, frequent job changes, and depression
- ❖ Researchers J. Grubbs and J. Exline described a three stage cycle of entitlement:
 1. Entitlement creates a constant vulnerability because of unmet expectations
 2. Unmet expectations lead to anger, dissatisfaction and other negative emotions
 3. As a remedy, people think and act in a way that makes them feel superior
- ❖ Many people believe that entitlement is greater in millennials because they were raised by parents who gave them everything and did not teach them to respect others
- ❖ Social media can provide entitled people with admiration and good feelings by being liked and feelings of anger and anxiety when not liked or responded to quickly

WHAT TO DO!

- ❖ Recognize and accept that you have a sense of entitlement that can cause problems in your relationships and in your career
- ❖ Practice gratitude and be grateful for what you have not what you don't have
- ❖ Be humble and recognize that everyone has problems and suffers as you do
- ❖ Focus on growing yourself by seeing problems as learning experiences and an opportunity to improve and be more secure
- ❖ Change your perspective by putting yourself in the other person's shoes
- ❖ Practice promoting someone else rather than yourself
- ❖ Seek professional help to overcome feelings of inferiority and insecurity

WE CAN HELP!

Call us at **954 755-2885** or email us at DrKimmel@KimmelPsychology.com

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