

# CROATIAN MACHIAVELLIANISM SCALE AND ITS RELATION WITH PERSONALITY DIMENSIONS

Anja Wertag, Goran Milas & Boris Mlačić  
Institute of Social Sciences Ivo Pilar, Marulićev trg 19/I, Zagreb, Croatia  
Anja.Wertag@pilar.hr, tel.: +38514886802

## INTRODUCTION

Machiavellianism describes a set of interpersonal tactics and beliefs regarding human nature. Even though the theoretical concept implies multidimensionality, it was usually operationalized as a unidimensional construct. However, psychometric analyses and recent conceptualizations of the construct suggest a multidimensional approach.

**AIM** Construction and psychometric evaluation of multidimensional Machiavellianism scale, along with studying its relations with basic personality dimensions.

**METHOD** **Measures** \*1997 \*\* 2007  
\*\*\* 1997 & 2007 **Participants** **1997** - 444 participants (age 16-20, M=17.93, SD=.751) in Zagreb, Croatia  
**2007** - 328 participants (18-26, M=20.3, SD=1.734) in Zagreb, Croatia

**Croatian Machiavellianism scale MM-S** \*\*\* measures four latent dimensions of the Machiavellianism construct: Deception, Immorality, Cynism and Flattery. Each subscale consists of 6 items for which participants have to estimate to which extent they agree or disagree with on a five-point Likert scale (1=*Totally agree*; 5=*Totally disagree*). The total score is calculated for each subscale, and the higher level of agreeing on Deception and Immorality subscales reflects higher level of Machiavellianism, while the lower level of agreeing on Cynism and Flattery subscales reflects higher level of Machiavellianism.

**EPQ-SR** \* (Eysenck, Eysenck & Barrett, 1985) measures four dimensions: Extraversion, Neuroticism, Lie and Psychoticism.

**BF bipolar scales** \* (Mlačić & Knezović, 2000) consist of 60 bipolar scales of adjective antonyms, (transparent) 12 for each of Big Five factors: Extraversion, Agreeableness, Conscientiousness, Emotional Stability and Intellect.

**IPIP-50** (Mlačić & Goldberg, 2007) \*\* measures Big Five personality traits: Extraversion, Agreeableness, Conscientiousness, Emotional Stability and Intellect.

## RESULTS

**EFA** on 1997 data showed four-factor structure with high factor loadings of items on supposed factors. Extracted factors explained 52.15% of variance.

**Table 1** Extracted Machiavellianism dimensions – EFA 1997 sample

Item	Factor			
	Cynism	Flattery	Deception	Immorality
One should put too much trust in people.	.778			
Anyone who intends to carry out their own plans into action should not confide in people around them.	.775			
It is best not to reveal yourself to others.	.756			
Most often, it is necessary to conceal your intentions.	.722			
People usually misuse honesty of others for their own goals.	.677			
It is safest to assume that all people have a vicious streak and it will come out when they are given a chance.	.265			
It is useful to indulge superiors.		.795		
It is easy to gain another's affection with indulgence.		.765		
Flattery can often accomplish much more than persuasion or rational arguments.		.753		
Flattery is the sometimes the best course to accomplish something.		.738		
Flattery is often worthwhile.		.634		
It is wise to flatter important people.		.616		
All in all, it is better to be humble and honest than important and dishonest.			-.781	
Dishonesty does not lead to anything good.			-.765	
It is important to act honestly, even when it is certain that, at first, it will not lead to visible benefits.			-.762	
Honesty is the best policy in all cases.			-.708	
When you ask someone to do something for you, it is best to give the real reasons for wanting it rather than giving reasons which might carry more weight.			-.631	
One should take action only when sure it is morally right.			-.471	
Kindness is an often encountered characteristic.				.798
A negligible number of people is truly corrupt.				.767
Kindness is a characteristic of most people.				.749
Very small number of people can be called evil.				.728
Most people are basically good and kind.				.660
Most people who get ahead in the world lead clean, moral lives.				.610

Note. Extraction Method: Principal Component Analysis. Rotation Method: Oblimin with Kaiser Normalization

**Table 6** Correlations of Machiavellianism dimensions and IPIP scales - 2007

Scale	Deception	Immorality	Cynism	Flattery	
Extraversion	.023	-.072	-.081	-.041	
Agreeableness	-.332**	-.161**	-.317**	-.097	
Conscientiousness	-.216**	-.119*	-.060	-.022	
Emotional Stability	-.180**	-.312**	-.206**	-.098	*p<.05
Intellect	-.084	-.106	-0.100	-.096	** p<.01

Mean values of Croatian Machiavellianism scales are all higher in the 1997 sample, indicating that Machiavellianism was more prominent than in 2007. Reliabilities of the scales estimated with Cronbach  $\alpha$  are satisfactory (between .74 and .83).

**Table 2** Descriptives and reliability of Machiavellianism dimensions

Mach. subscale	1997 (N=446)			2007 (N=327)		
	M	SD	$\alpha$	M	SD	$\alpha$
Deception	13.67	4.53	.797	12.70	4.17	.792
Immorality	19.66	4.42	.822	18.91	3.89	.741
Cynism	20.19	4.34	.744	17.81	4.37	.814
Flattery	18.92	4.71	.814	17.52	4.44	.846

Results of **CFA** on 2007 sample showed that the cutoff indices are satisfactory (RMSEA= .045; CFI= .931; GFI= .934; AGFI= .919), indicating a good model fit.

Intercorrelations between Croatian Machiavellianism scales on both samples are all significant and moderate (except for Immorality-Flattery, which is ns.)

**Table 3** Intercorrelations of Machiavellianism dimensions

Scale	Deception	Immorality	Cynism	Flattery
Deception	-	.218**	.234**	.203**
Immorality		-	.357**	-.023
Cynism			-	.301**

\*\* p<.01

Correlations between Croatian Machiavellianism scales and personality dimensions are consistent over time and instruments (Tables 4, 5, 6).

**Table 4** Correlations of Machiavellianism dimensions and EPQ scales - 1997

Scale	Deception	Immorality	Cynism	Flattery
Psychoticism	.419**	.193**	.217**	.028
Extraversion	.048	-.044	-.052	.068
Neuroticism	-.007	.150**	.121*	.070
Lie	-.325**	-.104*	-.006	-.193**

**Table 5** Correlations of Machiavellianism dimensions and BF bipolar scales - 1997

Scale	Deception	Immorality	Cynism	Flattery
Extraversion	-.005	-.095*	-.036	.058
Agreeableness	-.304**	-.229**	-.126**	.025
Conscientiousness	-.251**	-.062	.062	-.036
Emotional Stability	-.114*	-.185**	-.032	-.003
Intellect	-.057	-.011	.108*	.043

## CONCLUSION

Results of EFA and CFA show that the Croatain Machiavellianism scale has 4 slightly correlated subscales with satisfactory metric characteristics (alpha coefficients are between .74 and .83). Basic correlation matrix of personality dimensions and Machiavellianism is consistent over time and instruments, showing that Machiavellianism is consistently correlated with socializationally important dimensions of personality (psychoticism, agreeableness and conscientiousness).

## REFERENCES

- Eysenck, S. B. G., Eysenck, H. J. & Barrett, P. (1985). A revised version of the psychoticism scale. *Personality and Individual Differences*, 6, 21-29.
- Mlačić, B. & Goldberg, L. R. (2007). An analysis of a cross-cultural personality inventory: The IPIP Big-five factor markers in Croatia. *Journal of Personality Assessment*, 88 (2), 168-177.
- Mlačić, B. & Knezović, Z. (2000). Utjecaj rasporeda čestica na faktorsku strukturu i skalne rezultate Goldbegovih markera: Prilog međukulturalnoj validaciji Velepotorog modela ličnosti [The Effect of Item Formats on Factor Structure and Scale Scores of Goldberg's Markers: A Contribution to Cross-Cultural Validation of the Big-Five Model]. *Društvena istraživanja*, 9 (4-5), 633-661.