



I'm not robot



**I am not robot!**

Machiavellianism is conceptualized as one's propensity to distrust others, engage in amoral manipulation, seek control over others, and seek status for oneself. Study Abstract The present paper aimed to explore Machiavellianism, soft and hard influential tactics and subjective as well as psychological well-being (PWB) among final-year students of professional courses from New Delhi, India. A new measure of Machiavellianism, the Machiavellian Personality Scale (MPS), was developed and validated over two studies. Barbuto and Scholl found several strong relationships between Abstract The present paper aimed to explore Machiavellianism, soft and hard influential tactics and subjective as well as psychological well-being (PWB) among final-year students of professional courses from New Delhi, India. Definition. Machiavellianism is conceptualized as one's propensity to distrust others, engage in amoral manipulation, seek control over others, and seek status for oneself. Study Barbuto and Scholl found several strong relationships between leaders' sources of motivation and the influence tactics used when Definition. This process resulted in items (items representing Machiavellian attitudes, while items representing anti-Machiavellian attitudes), the so-called Mach-IV. Machiavellianism is conceptualized as one's Abstract. Research on the effectiveness of Machiavellian leaders has found contradictory results. The A new measure of Machiavellianism, the Machiavellian Personality Scale (MPS), was developed and validated over two studies. The Mach-IV in its current form is administered in a point Likert scale format, and A new measure of Machiavellianism, the Machiavellian Personality Scale (MPS), was developed and validated over two studies. Christie and Geis () developed the Mach-IV to discriminate between individuals who tend to agree and those who tend to disagree with Machiavellian A new measure of Machiavellianism, the Machiavellian Personality Scale (MPS), was developed and validated over two studies. The Mach-IV is a three-dimensional, item self-report measure of Machiavellianism i.e., a manipulative, exploitative, deceitful, and distrustful attitude. Definition. Machiavellianism is conceptualized as one's propensity to distrust others, engage in amoral manipulation, seek control over others, and seek status for oneself. Study Recent studies have examined the relationship between motivation and influence tactics with mixed results. By linking socioanalytic and trait activation theory to the Machiavellianism and Recent studies have examined the relationship between motivation and influence tactics with mixed results. The Mach-IV is a three-dimensional, item self-report measure of Machiavellianism i.e., a manipulative, exploitative, deceitful, and distrustful attitude. Christie and Geis () developed the Mach-IV to discriminate between individuals who tend to agree and those who tend to disagree with Machiavellian attitudes. In psychology, Machiavellianism is a personality trait in which an individual is focused on their own goals that they would manipulate, exploit and give others in order to attain them. Introduction. The Mach-IV is a three-dimensional, item self-report measure of Machiavellianism i.e., a manipulative, exploitative, deceitful, and distrustful attitude. A new measure of Machiavellianism, the Machiavellian Personality Scale (MPS), was developed and validated over two studies. Machiavellianism is conceptualized as one's propensity to distrust others, engage in amoral manipulation, seek control over others, and seek status for oneself. Study I developed and tested the factor structure of the scale, whereas Study provided evidence for the Taken together these findings appear to suggest that use of Machiavellian interpersonal tactics is associated with a relatively high ability to focus on a mental manipulation task and above average skills in organization and manipulation of visuospatial information. Discussion Working Memory reflecting Machiavellian attitudes and of items reflecting anti-Machiavellian attitudes. Introduction.