Machiavellian Management

HOW DEVIOUS AND MORAL ARE YOU?

PLEASE TAKE THE MACHIAVELLI TEST TO FIND OUT

Published originally in the 16th century, Niccolo Machiavelli's
The Prince discusses the use of manipulation and power as a technique
for controlling other people.

The term ''Machiavellian'' has come to be used to describe devious, manipulative people
who are motivated only by their own self-interest.

How Machiavellian are you?

This test may help you find out.

Respond to each statement in the box at the
top of the next page by using the following scale:

1 = Disagree strongly
2 = Disagree mildly
3 = Neutral—no opinion
4 = Agree mildly
5 = Agree strongly

	Score
1. The best way to handle people is to tell them what they want to hear.	
2. When you ask someone to do something, it's better to give the real reasons than those that might carry more weight.	
3. Anyone who trusts anyone else is asking for trouble.	
4. It's hard to get ahead without cutting corners a little.	
5. It's safest to assume that everyone has a vicious streak that will come out if given the opportunity.	
6. You should act only when your action is morally right.	
7. Most people are basically good and kind.	
8. There is no excuse for lying.	
9. Most people find it easier to get over the death of a parent than the loss of a property.	
10. Most people won't work hard unless they're forced to.	

Scoring

For items 2, 6, 7, and 8, reverse your score so that 5 becomes 1, 4 becomes 2, and so on. Then add up all 10 numbers for your total score. A score of 25 is average. A higher score, say 38, would classify you as High Mach. A significantly lower score makes you a Low Mach and becomes 2, and so on. Then add up all 10 numbers for your total score. A score of 25 is average. A higher score, say 38, would classify you as High Mach. A significantly lower score makes you a Low Mach.