

How Machiavellian Are You?

Please indicate the degree to which you personally agree or disagree with each of the following statements by choosing a number from the scale below that reflects your opinion.

1=strongly disagree 2=disagree 3=neutral 4=agree 5=strongly agree

- 1 2 3 4 5 1) Never tell anyone the real reason you did something unless it is useful to do so.
1 2 3 4 5 2) The best way to handle people is to tell them what they want to hear.
1 2 3 4 5 3) One should take action only when sure it is morally right.
1 2 3 4 5 4) Most people are basically good and kind.
1 2 3 4 5 5) It is safest to assume that all people have a vicious streak and it will come out when they are given a chance
1 2 3 4 5 6) Honesty is the best policy in all cases.
1 2 3 4 5 7) There is no excuse for lying to someone else.
1 2 3 4 5 8) Generally speaking, people won't work hard unless they're forced to do so.
1 2 3 4 5 9) All in all, it is better to be humble and honest than to be important and dishonest.
1 2 3 4 5 10) 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 carry more weight.
1 2 3 4 5 11) Most people who get ahead in the world lead clean, moral lives.
1 2 3 4 5 12) Anyone who completely trusts anyone else is asking for trouble.
1 2 3 4 5 13) The biggest difference between most criminals and other people is that the criminals are stupid enough to get caught.
1 2 3 4 5 14) Most people are brave.
1 2 3 4 5 15) It is wise to flatter important people.
1 2 3 4 5 16) It is possible to be good in all respects.
1 2 3 4 5 17) P.T. Barnum was wrong when he said that there's a sucker born every minute.
1 2 3 4 5 18) It is hard to get ahead without cutting corners here and there.
1 2 3 4 5 19) People suffering from incurable diseases should have the choice of being put painlessly to death.
1 2 3 4 5 20) Most people forget more easily the death of their parents than the loss of their property.
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20-40 Low Mach

You are not at all Machiavellian. Some would say you are an idealist and an optimist about human nature. You have strong ideas about right and wrong.

41-60 Average Mach

You are more cautious about trusting human nature and less idealistic than those above. You know that selfishness can sometimes get in the way of lofty ideals.

61-80 High Mach

Practical to the point of being a hard-headed cynic, not very trusting about human nature, and ready to deal with what is, rather than what ought to be.

81-100 Mach IV

You are extremely Machiavellian and constitute a distinct type: charming, confident and glib, but also arrogant, calculating and cynical, prone to manipulate and exploit