

THE "MACH" SCALE

From R. Christie and F. Geis, Studies in Machiavellianism, 1970

The following is a shortened version of the scale to measure Machiavellianism. To get some indication of your own tendencies indicate the degree to which you agree or disagree with the following statements. Circle the response and add the points assigned to each response.

SD strongly disagree (1) MA mildly agree (3)
 D disagree (2) A agree (6)
 MD mildly disagree (3) SA strongly agree (7)
 N neutral (4)

1. It is safest to assume that all people have a vicious streak and it will come out when given a chance.	SD	D	MD	N	MA	A	SA
2. It is hard to get ahead without cutting corners here and there.	SD	D	MD	N	MA	A	SA
3. Most people forget more easily the death of their father than the loss of their property.	SD	D	MD	N	MA	A	SA
4. Generally speaking, people won't work hard unless they are forced to do so.	SD	D	MD	N	MA	A	SA
5. The biggest difference between most criminals and other people is that criminals are stupid enough to get caught.	SD	D	MD	N	MA	A	SA
6. The best way to handle people is to tell them what they want to hear.	SD	D	MD	N	MA	A	SA
7. Anyone who completely trusts anyone else is asking for trouble.	SD	D	MD	N	MA	A	SA
8. Never tell anyone the real reason you did something unless it is useful to you.	SD	D	MD	N	MA	A	SA
9. It is wise to flatter important people.	SD	D	MD	N	MA	A	SA

Score

58 - 63 points high Machiavellian tendencies
 34 - 38 points average
 20 - 9 points highly idealistic

Using the scores, how would you describe a person who scored
 a) 60 and b) 137