

Appendix 2 (as supplied by the authors): Machiavellian Questionnaire – MACH-IV

1 = strongly disagree; 2 = disagree; 3 = no opinion; 4 = agree; 5 = strongly agree

Never tell anyone the real reason you did something unless it is useful to do so.

1 2 3 4 5

The best way to handle people is to tell them what they want to hear.

1 2 3 4 5

One should take action only when sure it is morally right.

1 2 3 4 5

Most people are basically good and kind.

1 2 3 4 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

Honesty is the best policy in all cases.

1 2 3 4 5

There is no excuse for lying to someone else.

1 2 3 4 5

Generally speaking people won't work hard unless they are forced to do so.

1 2 3 4 5

All in all it is better to be humble and honest than to be important and dishonest.

1 2 3 4 5

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

Most people who get ahead in the world lead clean moral lives.

1 2 3 4 5

Anyone who completely trusts anyone else is asking for trouble.

1 2 3 4 5

The biggest difference between most criminals and other people is that criminals are stupid enough to get caught.

1 2 3 4 5

Most people are brave.

1 2 3 4 5

It is wise to flatter important people.

1 2 3 4 5

It is possible to be good in all respects.

1 2 3 4 5

P. T. Barnum was wrong when he said “there’s a sucker born every minute”.

1 2 3 4 5

It is hard to get ahead without cutting corners here and there.

1 2 3 4 5

People suffering from incurable diseases should have the choice of being put painlessly to death.

1 2 3 4 5

Most people forget more easily the death of their parents than the loss of their property.

1 2 3 4 5