
PERSONALITY AND INDIVIDUAL DIFFERENCES

THE DARK SIDE OF PERSONALITY

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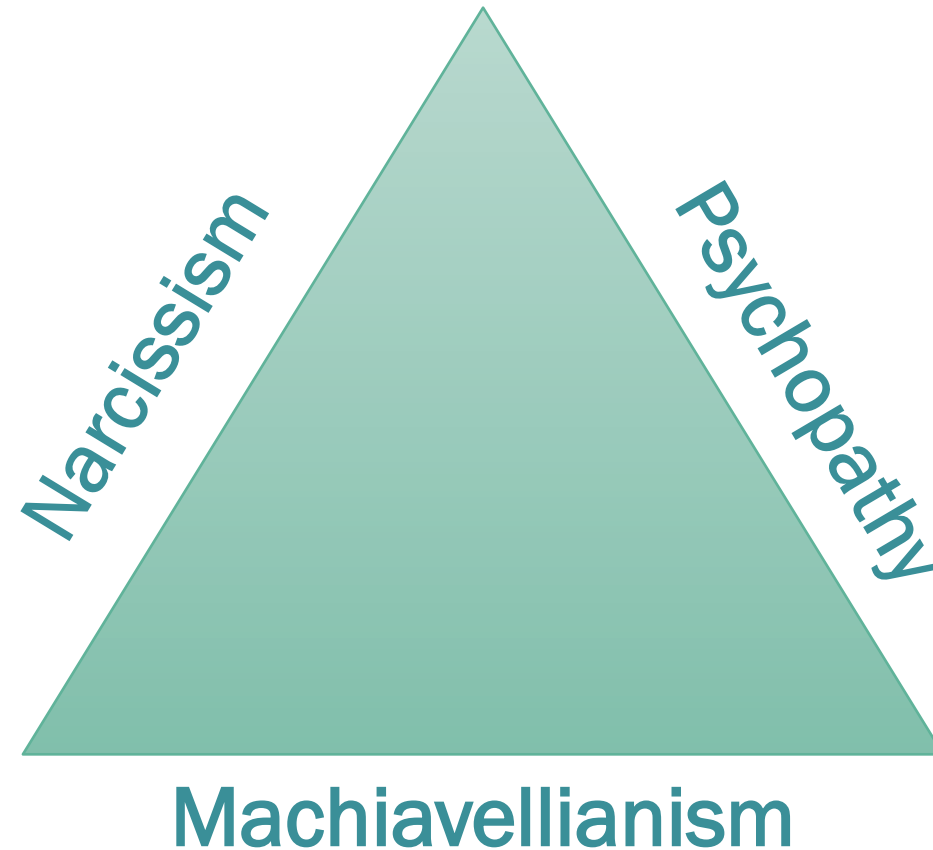


LECTURE OUTLINE

- Introduction to the Dark Triad
- The *D*-Factor
- Measuring the Dark Triad / *D*-Factor
 - Dirty Dozen
 - SD3
 - The Dark Core
- Behaviours associated with dark traits

DARK TRIAD

- The Dark Triad (Paulhus & Williams, 2002) attempts to capture the manipulative and exploitative attributes that other models of personality do not assess.
- The dark triad consists of three traits that share malevolent features:



Narcissism



Narcissistic Traits:

- Grandiose sense of self-importance
- Need for admiration
- Lack of empathy
- Arrogance

Narcissists are often charming and likeable – they make a good first impression

Psychopathy

*Note: sub-clinical psychopathy is measured within assessments of Dark Triad traits; psychopathy that is **not** at a pathological level*



Traits associated with Psychopathy:

- Lack of empathy
- Shallow emotions
- Impulsivity
- Volatility
- Lack of remorse

Machiavellianism

Traits associated with Machiavellianism:

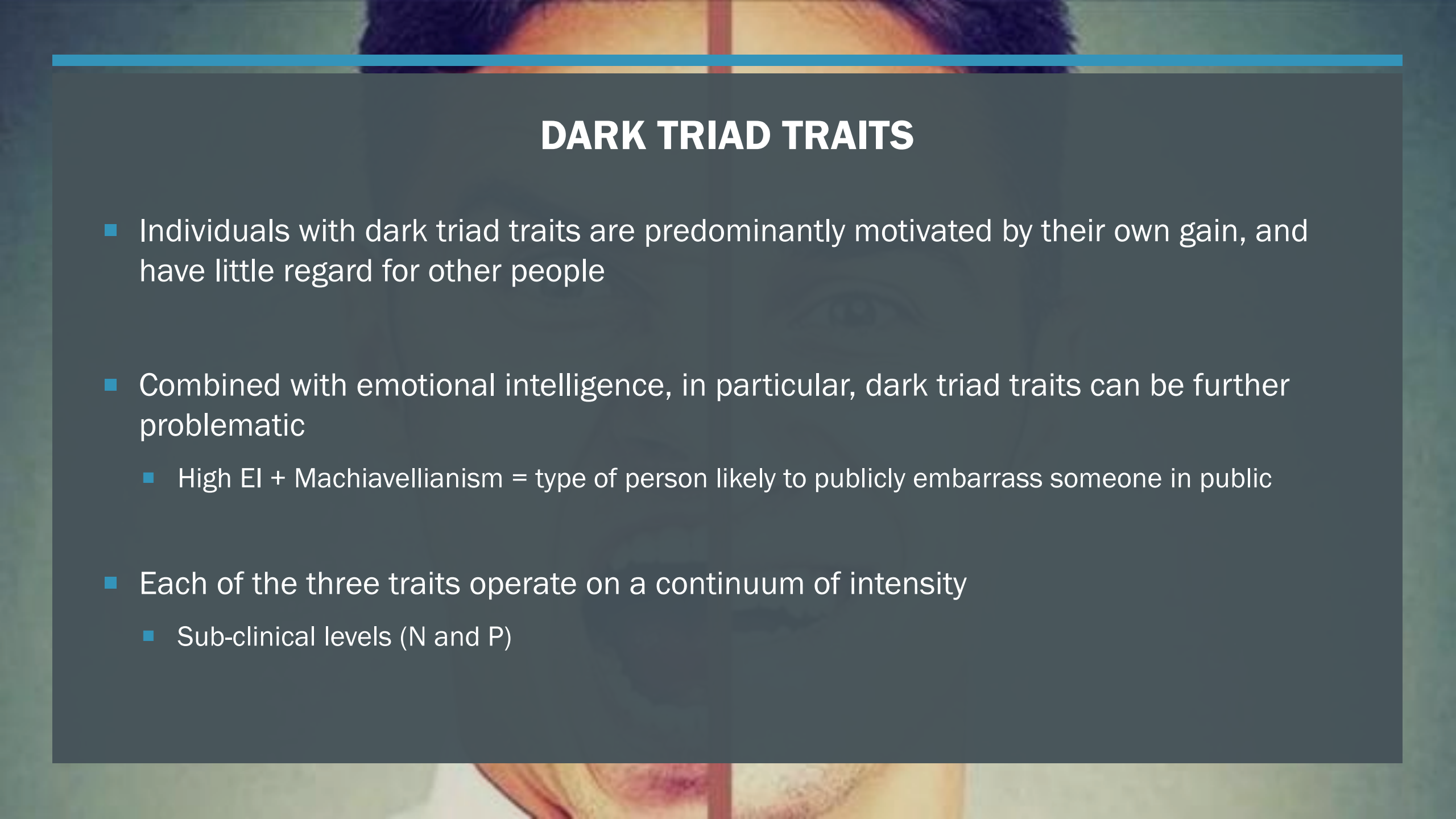
- Strategic / manipulative personal interactions
- Strong focus on personal gain (self-serving actions)
- Deceitful
- Exploitation



TASK ONE: CASE STUDIES

Analyse the five provided case studies and determine:

1. Which behaviours are being exhibited
2. Which dark triad trait these behaviours are likely to be attributed to.



DARK TRIAD TRAITS

- Individuals with dark triad traits are predominantly motivated by their own gain, and have little regard for other people
- Combined with emotional intelligence, in particular, dark triad traits can be further problematic
 - High EI + Machiavellianism = type of person likely to publicly embarrass someone in public
- Each of the three traits operate on a continuum of intensity
 - Sub-clinical levels (N and P)

THE PROPOSED D-FACTOR

Dark traits are popular in psychology, criminology, and behavioural economics in particular

Increase in popularity / research into dark traits has led to the question of whether there is a **general underlying theme that encompasses all the dark traits**

Suggestion that the principles originally proposed by Spearman re: 'g' also apply to human malevolence

A General Dark Factor of Personality (*D*-Factor) exists

Moshagen, Hilbig, & Zettler (2018 onwards)

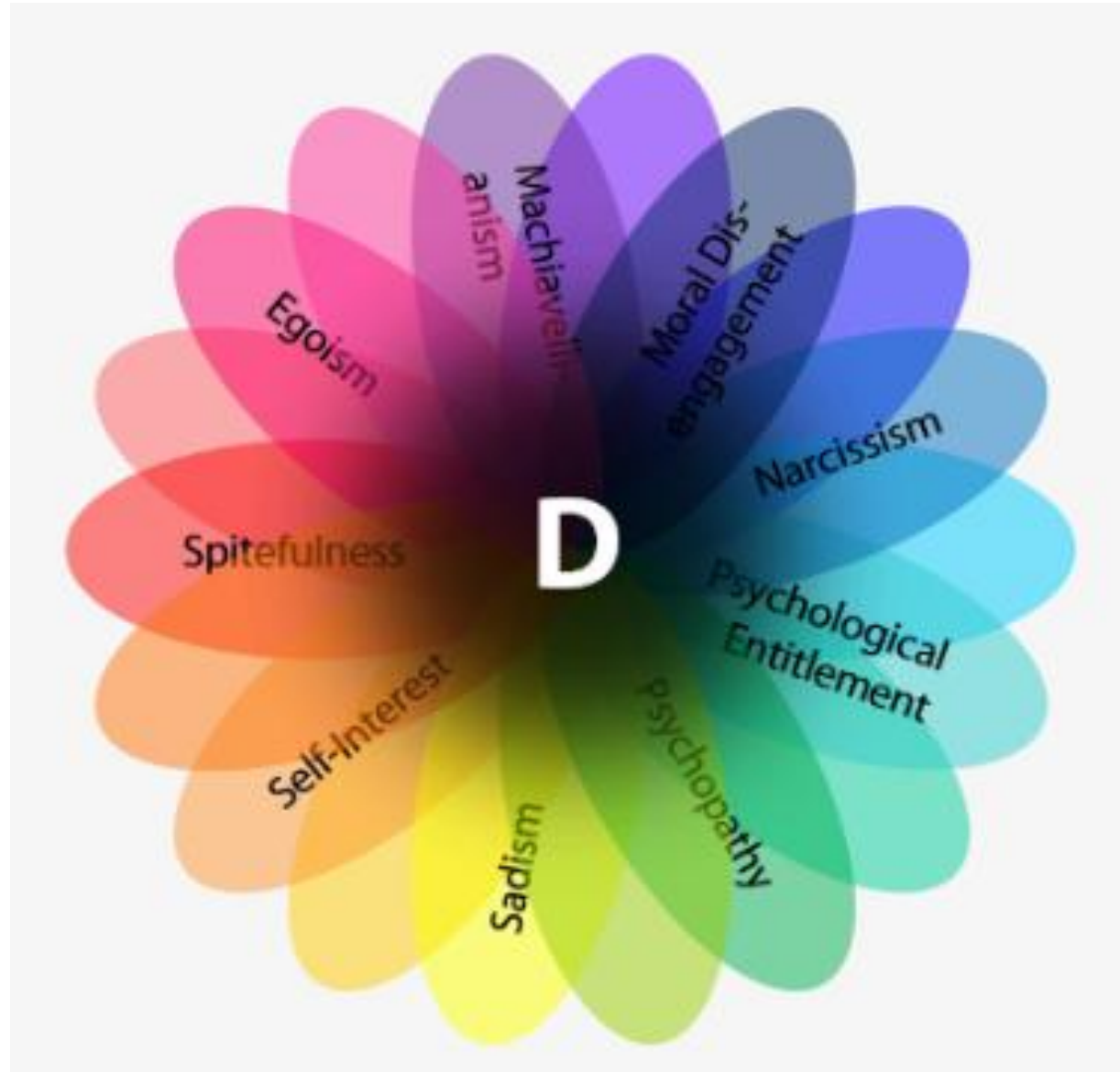
THE PROPOSED D-FACTOR

“

the basic tendency to maximise one's own utility at the expense of others, accompanied by beliefs that serve as justifications for one's malevolent behaviours.

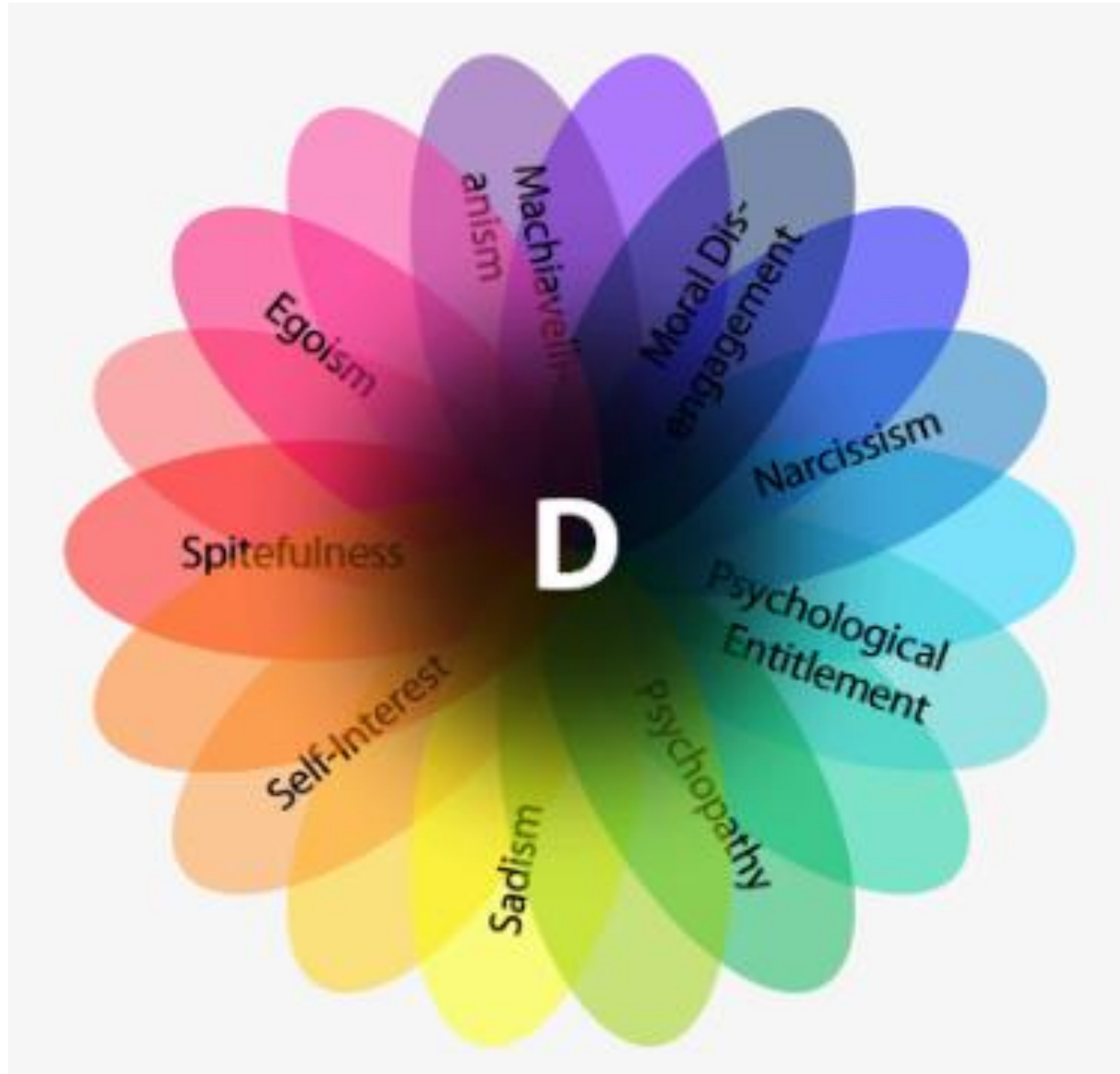
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Moshagen, Hilbig, & Zettler (2018 onwards)



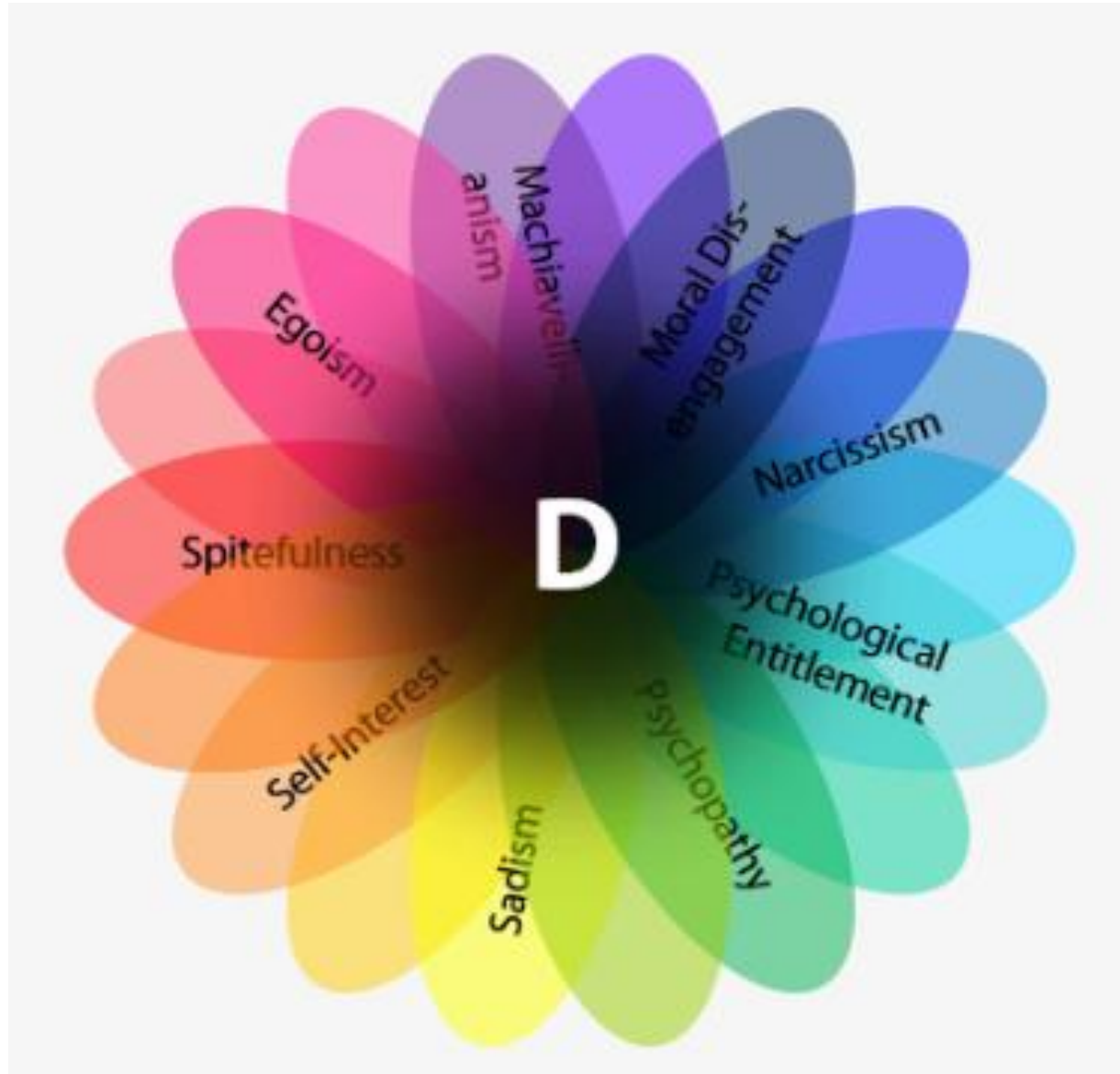
THE PROPOSED D-FACTOR

Moshagen, Hilbig, & Zettler
(2018 Onwards)



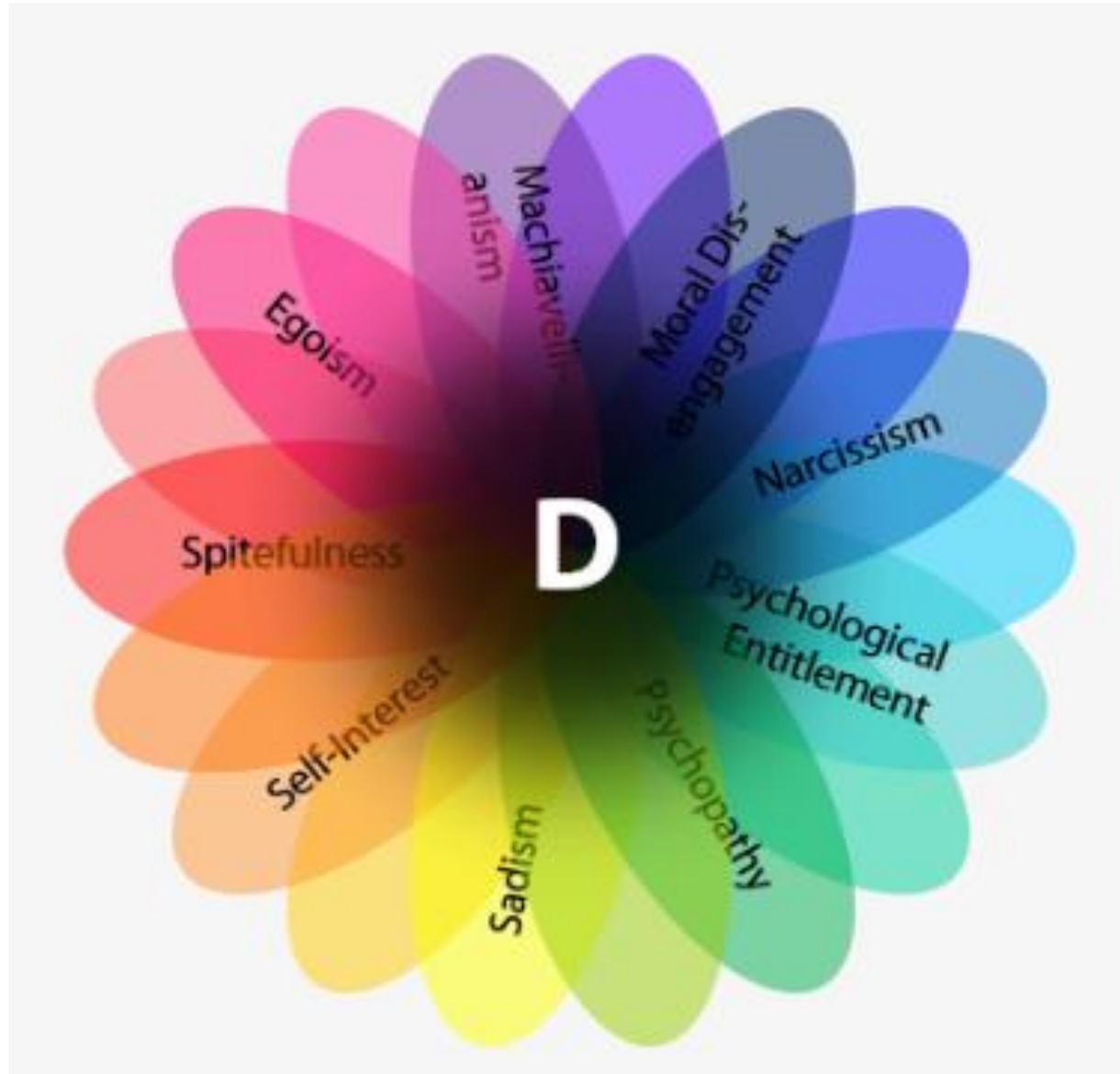
EGOISM

Excessive concern with one's own pleasure/advantage at the expense of others well-being



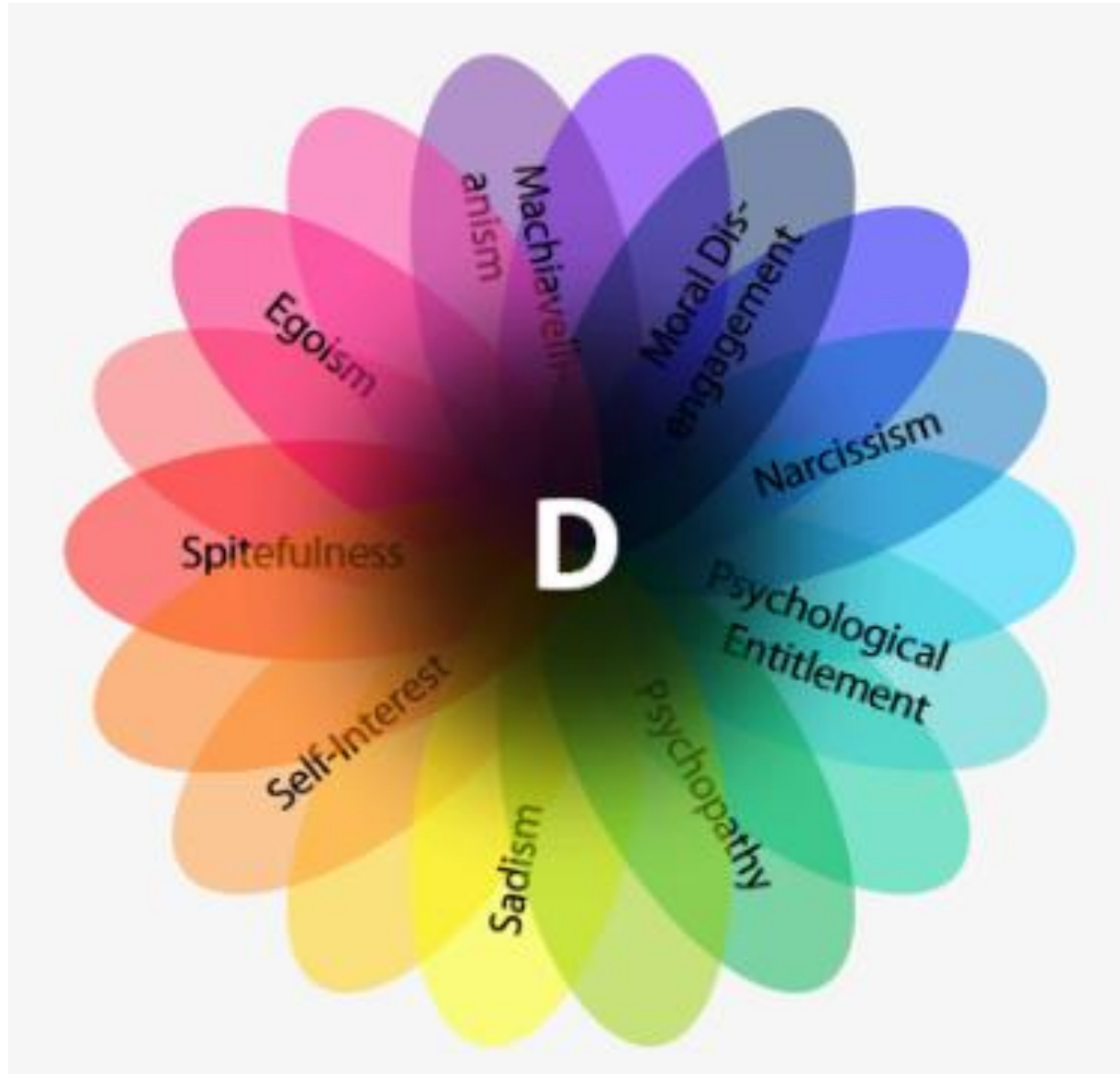
MACHIAVELLIANISM

Manipulativeness, strategic-calculating, callous affect



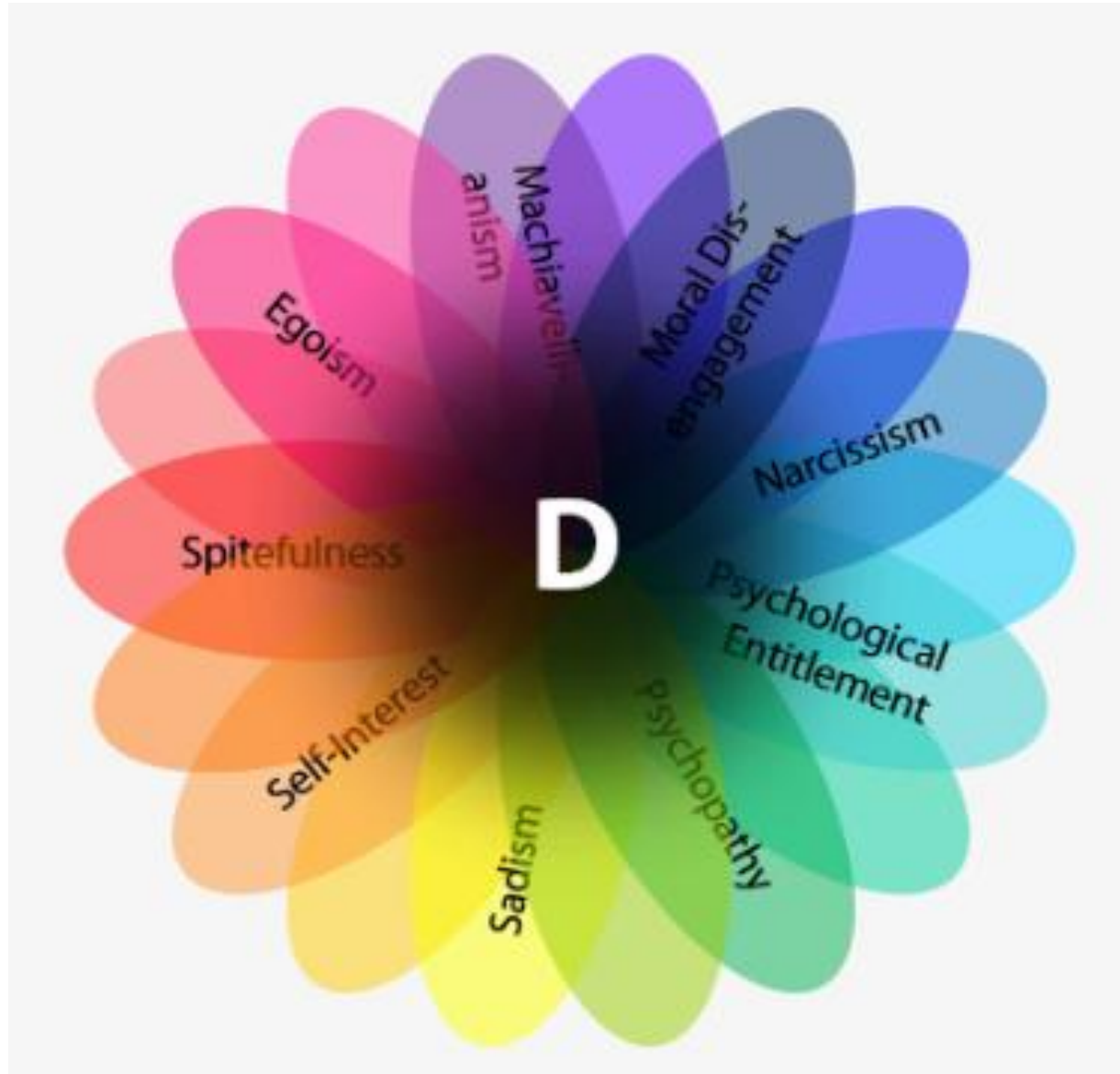
MORAL DISENGAGEMENT

**Related to unethical behaviour –
considered a cognitive orientation
that allows for disengagement from
morals**



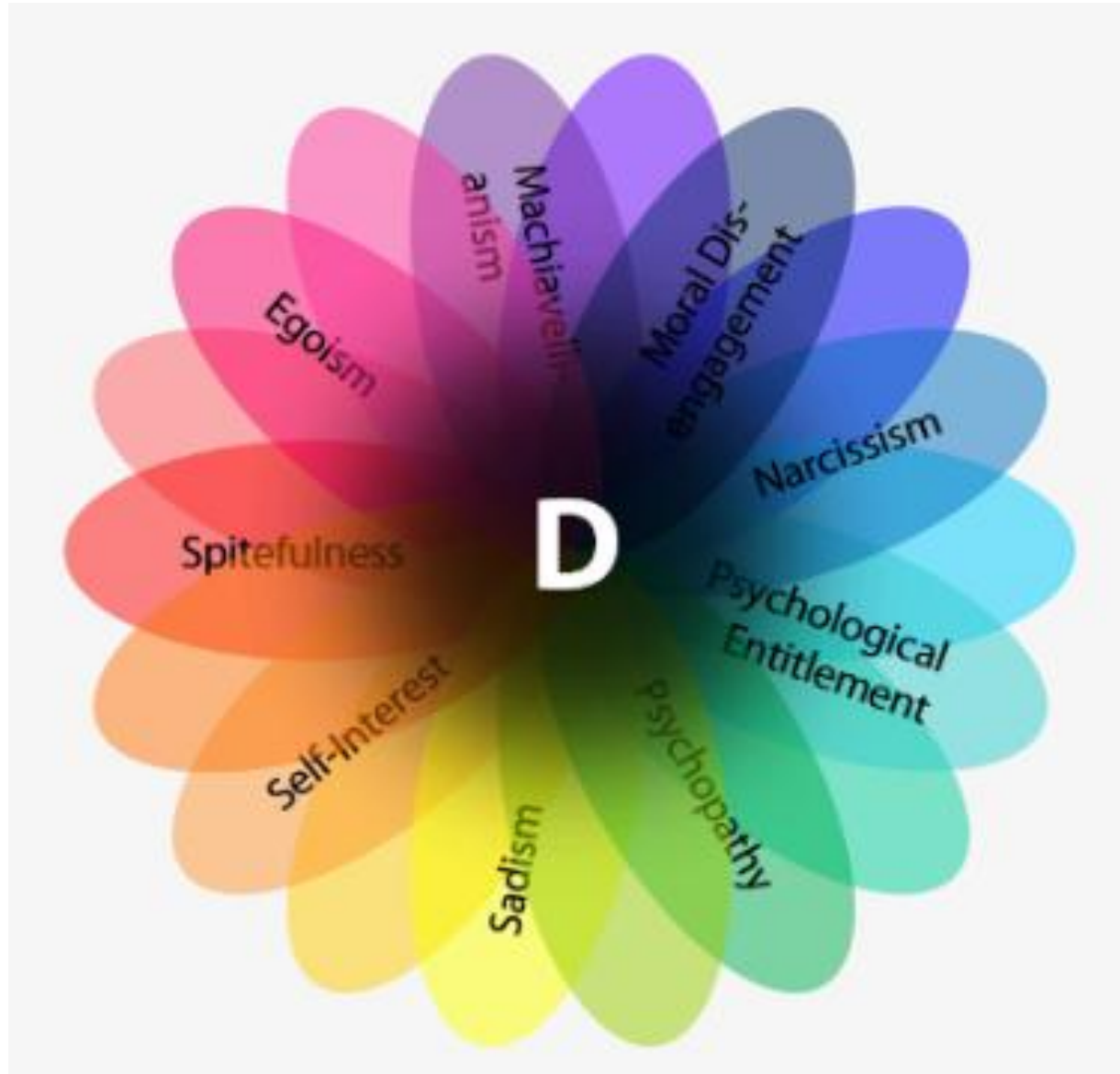
NARCISSISM

**Ego-reinforcement, grandiose,
superiority**



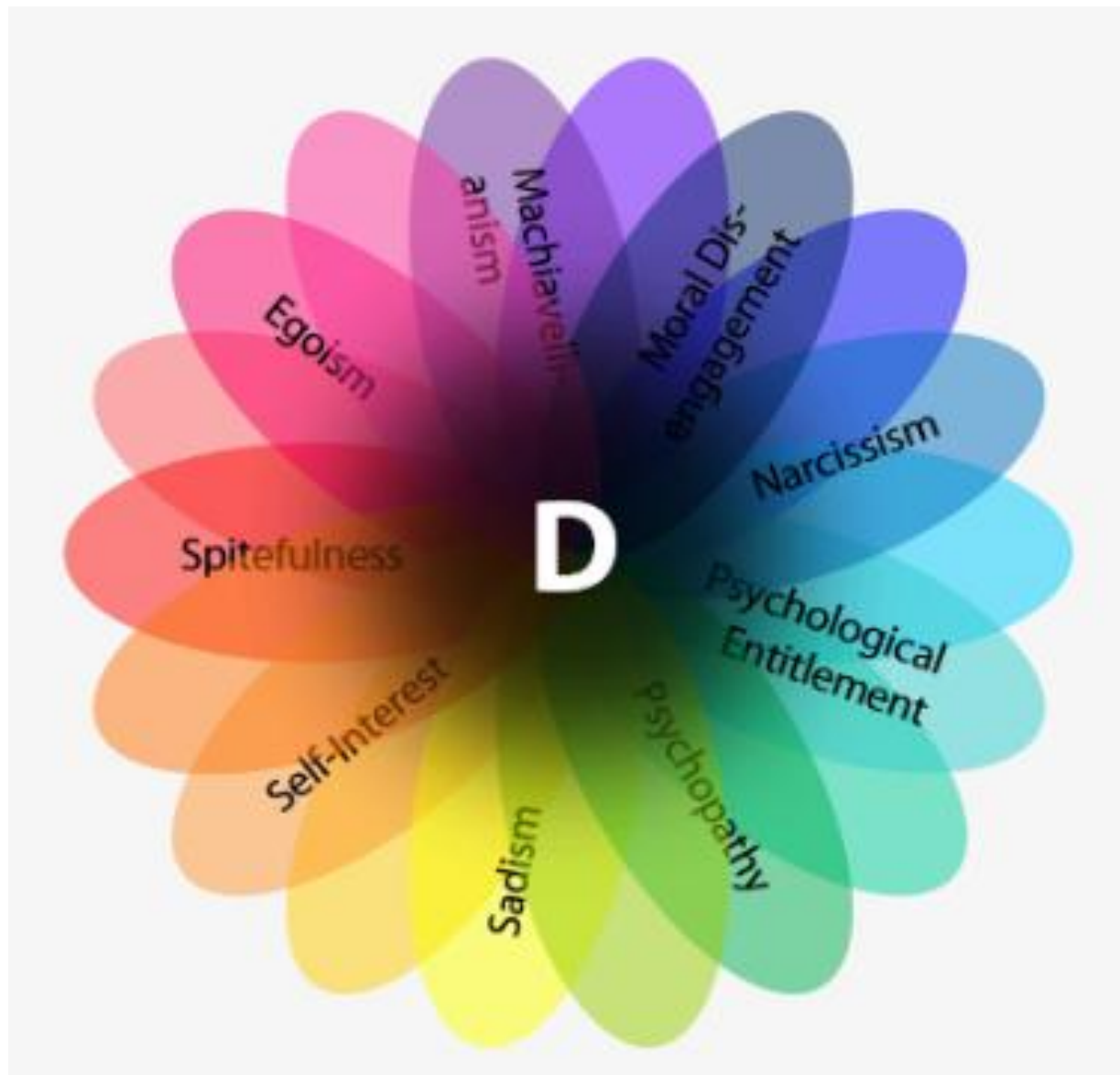
PSYCHOLOGICAL ENTITLEMENT

**Sense that one deserves more /
should be entitled to more than other
people**



PSYCHOPATHY

**Deficits in affect, empathy, impulsivity,
self-control**

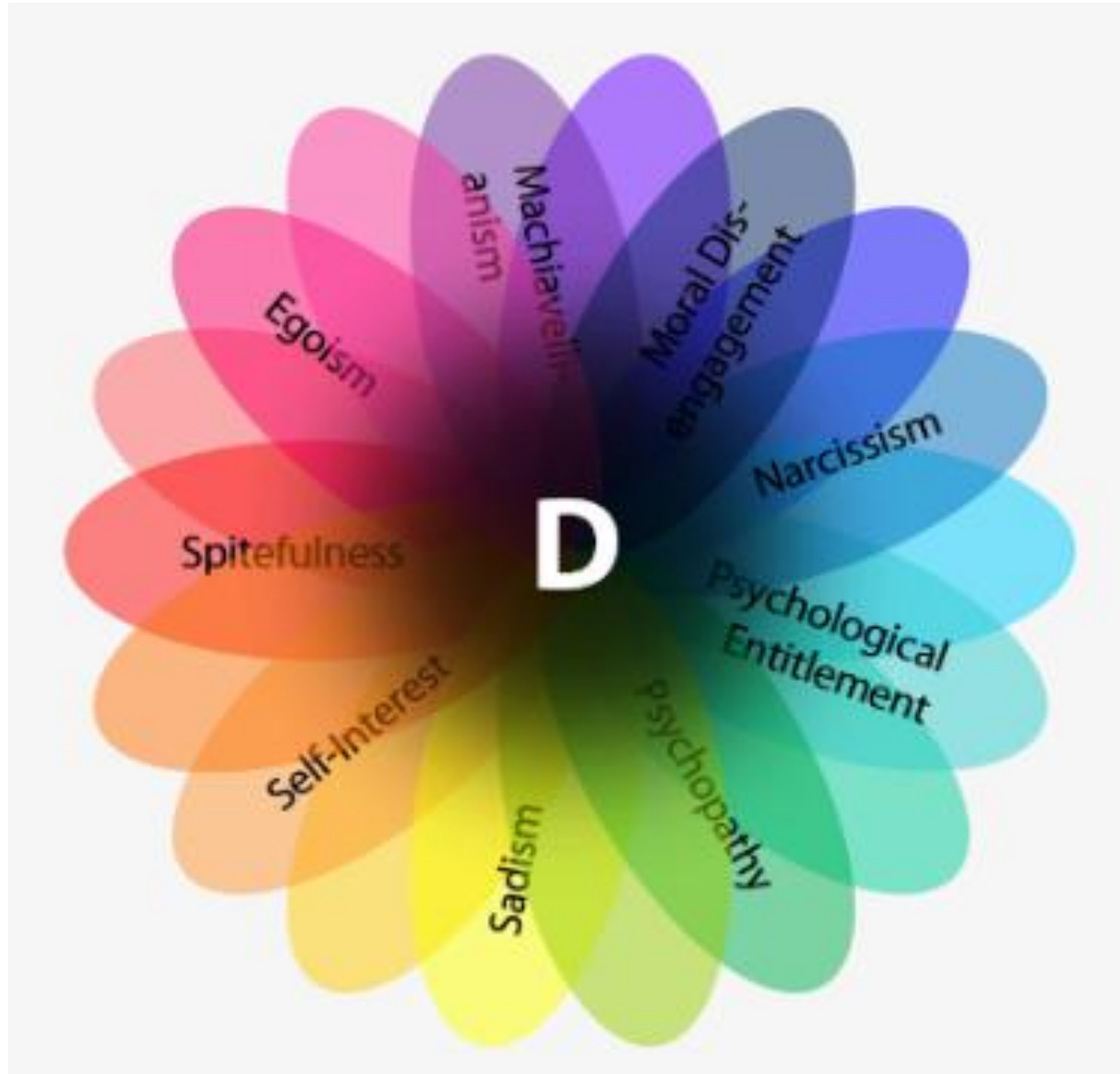


SADISM

Taking pleasure in inflicting pain or suffering on others to assert power or dominance

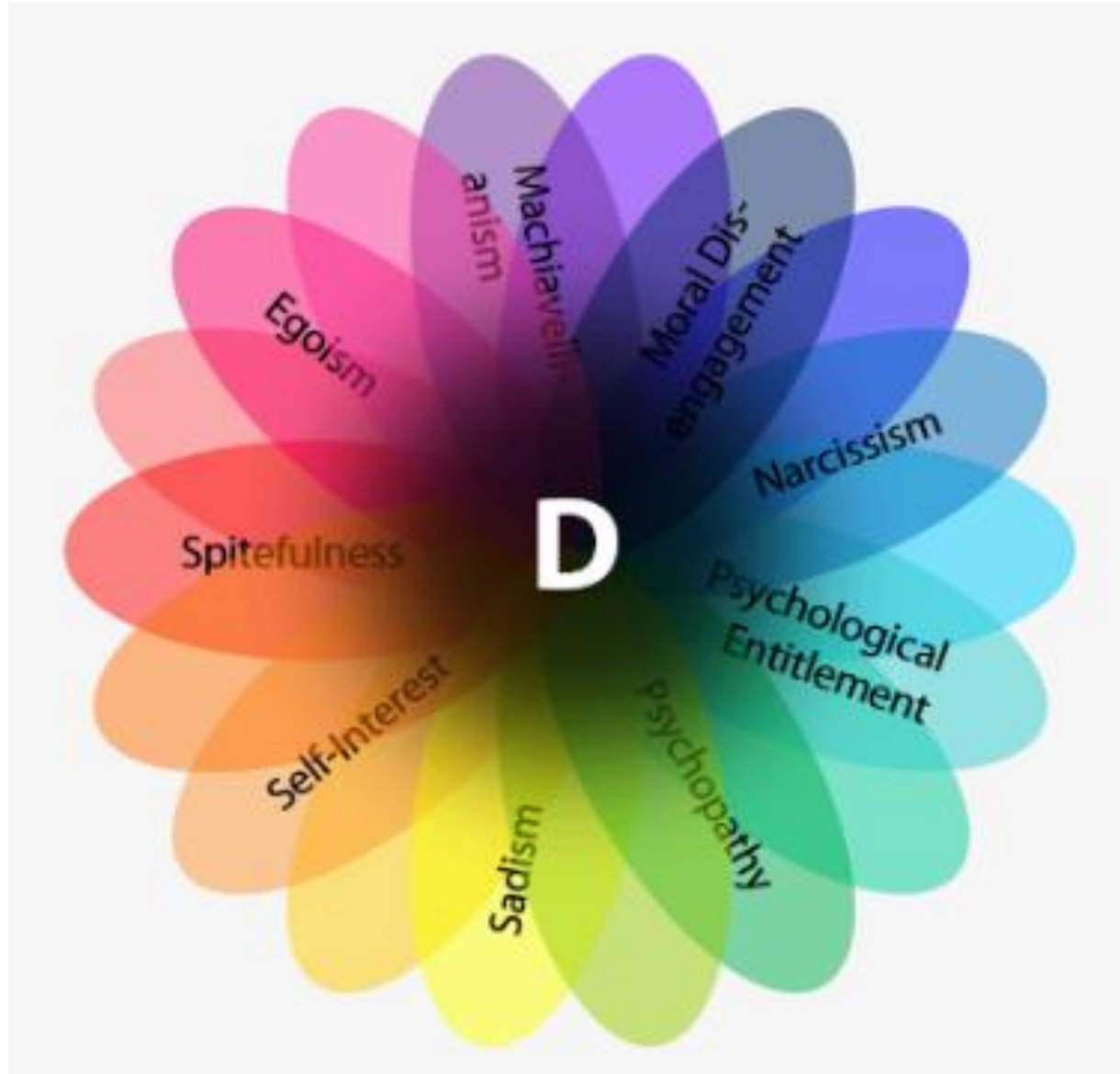
Dark Tetrad...

Međedović & Petrović, 2015



SELF-INTEREST

Pursuit of gains that are socially-valuable (material goods, social status, academic or occupational recognition, etc)



SPITEFULNESS

**Willingness to cause harm to others,
even if harm comes to oneself in the
process**

**(harm = physical, financial, social,
inconvenience, psychological, etc)**

THE PROPOSED D-FACTOR

So, *D* is proposed to represent the one basic general dispositional tendency from which specific aversive traits arise as manifestations

- *D* represents the common core of all of the traits noted

D has been shown to predict a multitude of criteria related to ethically, morally, and sociably questionable behaviour

- *Exploitation, abuse, insulting, deceiving, stealing, taunting, threatening, bullying*

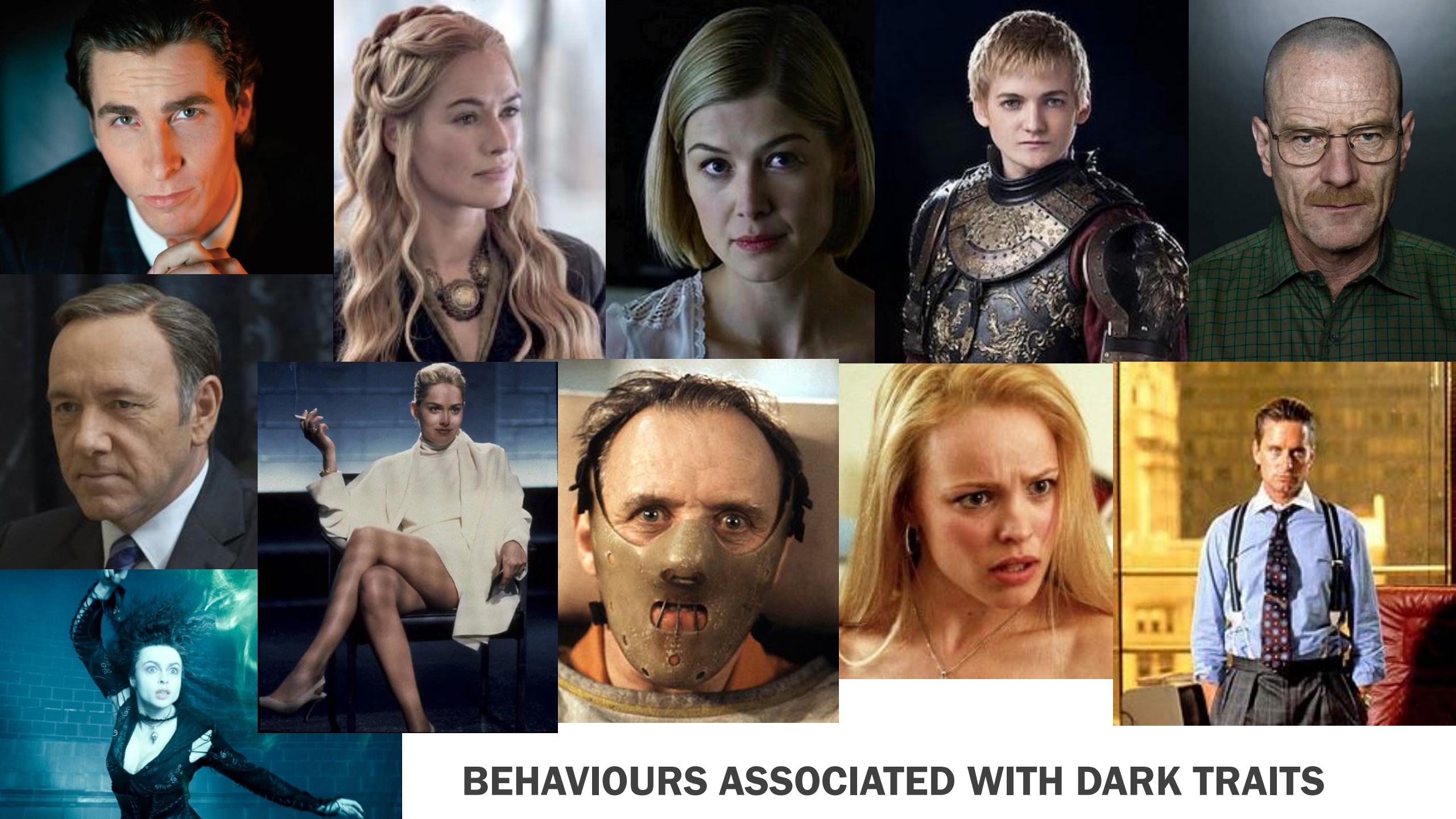
Moshagen, Hilbig, &
Zettler (2018 onwards)

MEASURING DARK TRIAD TRAITS

- Short Dark Triad (SD3)
 - [Jones and Paulhus \(2014\)](#)
- The Dirty Dozen
 - [Jonason and Webster \(2010\)](#)
- The Dark Core
 - [Moshagen et al. \(2020\)](#)

In groups, engage with one of the development papers linked and look through the questions asked in each of the measures.

Feedback information to class



BEHAVIOURS ASSOCIATED WITH DARK TRAITS