



PEOPLE'S UNDERSTANDING OF PERSONALITY AND THEIR EVERYDAY BEHAVIOR

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Background

- ❖ One goal of good psychological assessment is to understand and explain people's behaviors by assessing their key mental attributes and outer expressions of personality (Hall, Lindzey, & Campbell, 1998).
- ❖ The goal of this research is to understand an inner mental ability called personal intelligence – the capacity to understand personality in oneself and others – and its relation to exhibition of maladaptive traits that result from an individual's misunderstanding of self and of others (Mayer, Panter, & Caruso, 2017).

Personal Intelligence

- ❖ Some people are better at understanding their own and others' personalities than other people are (Mayer et al., 2017).
- ❖ Personality is defined along these lines:
 - ❖ “the specific mental organization and processes that produce an individual's characteristic patterns of behavior and experience,” and it helps organize a person's motives, emotions, knowledge, intelligences, awareness and self-control (DeYoung, 2015, p. 37).
- ❖ The purpose of personal intelligence is having a better understanding of self and of others which can yield positive results in day to day life.
 - ❖ Personal intelligence has seen real life usage – for example, college students who were higher in PI had higher GPAs on average (Mayer et al, 2017).

The Dark Triad

- ❖ We are specifically looking at the behavioral traits within the **Dark Triad**: *Machiavellianism*, *Narcissism*, and *Psychopathy* (Paulhus & Williams, 2002).
- ❖ **Machiavellianism** is defined as someone who is manipulating, controlling, but careful with their decisions to maintain the favor of others (Christie & Geis, 1970).
- ❖ **Narcissism** is defined as someone who is self-absorbed and manipulates others into providing them with gratification (Dhawan, Kunik, Oldham, & Coverdale, 2010).
- ❖ **Psychopathy** is defined as an impulsive trait where a person can disregard the well being of others to get what they want (Patrick, Fowles, & Krueger, 2009).
 - ❖ The three, subclinical traits are studied together due to the similarity of disregarding others for one's own purposes (Paulhus & Williams, 2002).

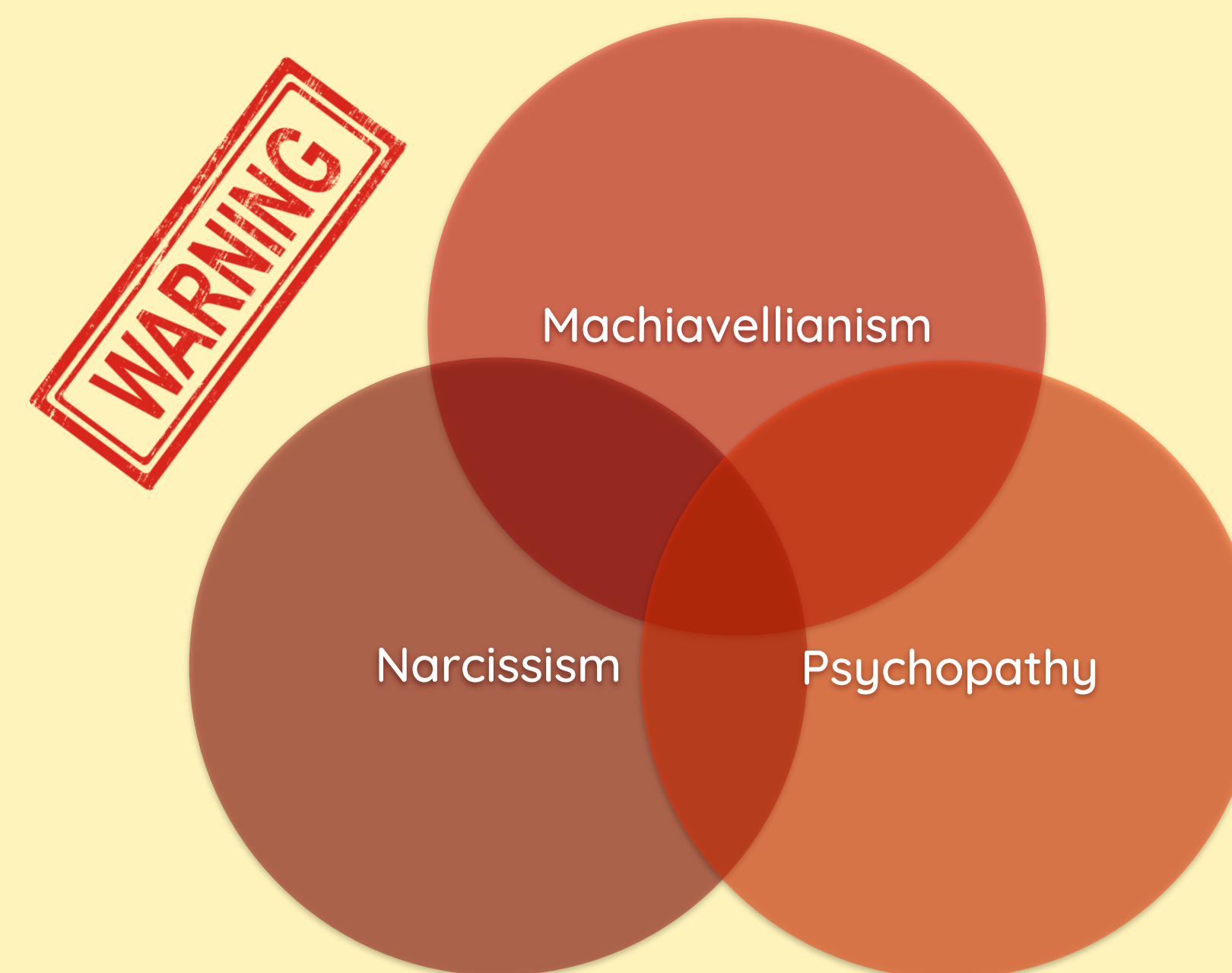


Figure 1. The Dark Triad of personality encompasses three traits: **Machiavellianism**, **narcissism**, and **psychopathy** (Paulhus & Williams, 2002).

Introduction to the Study

Hypothesis 1: We are expecting that low personal intelligence could explain a person's maladaptive behavior and exhibition of dark triad traits.

Hypothesis 2: Socially desirable responding and the dark triad scales will have scores that will correlate with one another, as well as correlate with Honesty/Humility in the HEXACO-PI-R.

Hypothesis 3: Socially desirable responding will correlate with the dark triad scales, but not with the Test of Personal Intelligence (TOPI) we use (Version 5G).

Hypothesis 4: The TOPI 5G will correlate with the dark triad traits even after controlling for verbal intelligence and social desirability.

Methods

Participant Criteria: Participants will all be adults living in the United States, Canada, United Kingdom, India, and Australia who are fluent English speakers.

Measures:

- ❖ Test of Personal Intelligence (TOPI)
- ❖ Short Dark Triad (SD3)
- ❖ Dirty Dozen (DTDD)
- ❖ Balanced Inventory of Desirable Responding Short Form (BIDR-16)
- ❖ Workplace Deviance Acts
 - ❖ Schooltime Deviance Acts
- ❖ Calculating Acts
- ❖ WordsumpluS
- ❖ HEXACO-PI-R

Procedure: IRB approval was sought out from UNH before coding a survey with the scales on Qualtrics. The survey is then administered through Amazon MTurk. After the data is gathered, it will be de-identified and stored in UNH Box before being analyzed using SPSS.

Results (Forthcoming)

Data Analysis: To understand our results, we will perform different sets of data analysis. Firstly, we will take the descriptive statistics of the sample. Afterwards, we will find correlations between the scales and see whether our hypotheses are supported or not. We will also perform some regression analysis of the data.

Discussion

- ❖ Depending on what we find, based on what was discussed on the above box, we could find more ways to measure negative traits using personal intelligence as a predicting variable.
- ❖ By adding to the understanding of behavior and personality, we hope to eventually provide a wider impact in society by providing better methods of therapy and of tools for people to understand themselves and others.
- ❖ For future research, it may serve a purpose to study whether people are able to change their personality upon being made aware of their issues.

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