

## Dark Triad Personality Traits And Theory Of Mind Among

This book from the acclaimed management writer Adrian Furnham, explores the dark side of leadership and how and why leaders can have a negative impact upon their companies and organisations. It asks why too often people do not speak out but instead ignore the problems they are causing.

'Advances in Psychology Research' presents original research results on the leading edge of psychology. Each chapter has been carefully selected in an attempt to present substantial advances across a broad spectrum.

Some difficult people aren't just hard to deal with—they're dangerous. Do you know someone whose moods swing wildly? Do they act unreasonably suspicious or antagonistic? Do they blame others for their own problems? When a high-conflict person has one of five common personality disorders—borderline, narcissistic, paranoid, antisocial, or histrionic—they can lash out in risky extremes of emotion and aggression. And once an HCP decides to target you, they're hard to shake. But there are ways to protect yourself. Using empathy-driven conflict management techniques, Bill Eddy, a lawyer and therapist with extensive mediation experience, will teach you to: - Spot warning signs of the five high-conflict personalities in others and in yourself. - Manage relationships with HCPs at work and in your private life. - Safely avoid or end dangerous and stressful interactions with HCPs. Filled with expert advice and real-life anecdotes, *5 Types of People Who Can Ruin Your Life* is an essential guide to helping you escape negative relationships, build healthy connections, and safeguard your reputation and personal life in the process. And if you have a high-conflict personality, this book will help you help yourself.

A story of fear and hope, loneliness and friendship -- full of the heart, engaging characters, and propulsive, page-turning mystery that made *The Goldfish Boy* so beloved.

Leadership and associated power issues lie at the core of group life in a variety of contexts. Even the most informal of groups typically have some form of leadership in their organization, and the understanding of leadership and power from a psychological standpoint can inform a greater understanding of group dynamics both inside and outside of the workplace. *Leadership and Power* is a synthesis of contributions from eminent social psychologists and organizational scientists that addresses these issues from a fresh perspective. In recent years, these themes have been re-examined through the lens of social categorization approaches that highlight people's social identity and social roles as group members, as well as the processes that influence perceptions of and expectations about people and groups. The book is wide-ranging; chapters cover such diverse issues as: interpersonal versus group-oriented styles of leadership; leadership of totalist groups; political leadership; and gender and leadership. It represents a state-of-the-art overview of this burgeoning field that will be important to a host of disciplines. Elements of cross-referencing to highlight thematic links as well as effective chapter conclusions will make the text appealing to advanced students taking courses in social and organizational psychology, management and organization studies, not just scholars interested in these themes.

Child prodigies. Gifted and Talented Programs. Perfect 2400s on the SAT. Sometimes it feels like the world is conspiring to make the rest of us feel inadequate. Those children tapped as possessing special abilities will go on to achieve great things, while the rest of us have little chance of realizing our dreams. Right? In *Ungifted*, cognitive psychologist Scott Barry Kaufman—who was relegated to special education as a child—sets out to show that the way we interpret traditional metrics of intelligence is misguided. Kaufman explores the latest research in genetics and neuroscience, as well as evolutionary, developmental, social, positive, and cognitive psychology, to challenge the conventional wisdom about the childhood predictors of adult success. He reveals that there are many paths to greatness, and argues for a more

holistic approach to achievement that takes into account each young person's personal goals, individual psychology, and developmental trajectory. In so doing, he increases our appreciation for the intelligence and diverse strengths of prodigies, savants, and late bloomers, as well as those with dyslexia, autism, schizophrenia, and ADHD. Combining original research, anecdotes, and a singular compassion, *Ungifted* proves that anyone—even those without readily observable gifts at any single moment in time—can become great.

In this dark and compelling futurist tale of power lust, betrayal, and obsession, *Dark Triads*, a malevolent group of humans born with DNA that makes them dangerous, have wreaked havoc for centuries on Earth and nearly destroyed it. Its rulers tried to purify the human race by removing these genes from future generations. But the civilization faltered without the creative fire of the Dark Triads. Earth recruited an elite group known as Headhunters to recruit Dark Triads from throughout its colonies back to Earth. Nick, the best of the Headhunters, on a routine mission, becomes entangled with a secret conspiracy that could change the human race forever. Fighting forces on two planets, he risks his life to prevent disaster and save the woman he loves.

The “H” in the H factor stands for “Honesty-Humility,” one of the six basic dimensions of the human personality. People who have high levels of H are sincere and modest; people who have low levels are deceitful and pretentious. It isn’t intuitively obvious that traits of honesty and humility go hand in hand, and until very recently the H factor hadn’t been recognized as a basic dimension of personality. But scientific evidence shows that traits of honesty and humility form a unified group of personality traits, separate from those of the other five groups identified several decades ago. This book, written by the discoverers of the H factor, explores the scientific findings that show the importance of this personality dimension in various aspects of people’s lives: their approaches to money, power, and sex; their inclination to commit crimes or obey the law; their attitudes about society, politics, and religion; and their choice of friends and spouse. Finally, the book provides ways of identifying people who are low in the H factor, as well as advice on how to raise one’s own level of H.

*The Handbook of Narcissism and Narcissistic Personality Disorder* is the definitive resource for empirically sound information on narcissism for researchers, students, and clinicians at a time when this personality disorder has become a particularly relevant area of interest. This unique work deepens understanding of how narcissistic behavior influences behavior and impedes progress in the worlds of work, relationships, and politics.!--EndFragment--

*Studies in Machiavellianism* covers the various aspects of Machiavellian personality and characteristics. Traditionally, the “Machiavellian” is someone who views and manipulates others for his own purposes. This 17-chapter text discusses the empirical findings on approved canons of social psychological reporting concerning Machiavellianism. The introductory chapters examine the relationships between Machiavellianism and measures of ability, opinion, and personality, as well as the visual interaction in relation to Machiavellianism and an unethical act. The succeeding chapters discuss the results and implications of the Machiavel study, with a particular emphasis on the measure of success of attempts to manipulate others. Other chapters deal with the results of the Con and Ten Dollar Games along with their interpretation. The remaining chapters discuss the laboratory and field research studies of Machiavellianism, as well as its social correlation. This book will prove useful to social psychologist, behaviorists, historians, and researchers.

*Antagonism as a Personality Trait* looks at the theoretical and empirical underpinnings of antagonism, highlighting the consequences of the trait, its role in a number of

problem behaviors and psychiatric disorders, and how it exerts itself on externalizing behaviors. Covering the biological and evolutionary roots of antagonism, the book additionally provides clinical insight on assessment strategies while also outlining a number of treatment techniques, including motivational interviewing, cognitive behavioral therapy, interpersonal psychology, and psychodynamic treatment approaches. The book looks at the development of antagonism across childhood and adolescence, discussing the societal consequences of the trait, as well as its role in a number of problem behaviors, such as aggression, violence, crime, and substance use. Provides an overview on the development, assessment and treatment of antagonism Looks at antagonism's role in work, romantic relationships and other domains Outlines self-report and non-self-report assessment approaches Studies the links between antagonism, psychopathy, narcissism and antisocial personality Approaches antagonism from a dimensional trait model Analyzes the role antagonism plays in several prominent psychiatric disorders

How do individual differences interact with situational factors to shape social behavior? Are people with certain traits more likely to form lasting marriages; experience test-taking anxiety; break the law; feel optimistic about the future? This handbook provides a comprehensive, authoritative examination of the full range of personality variables associated with interpersonal judgment, behavior, and emotion. The contributors are acknowledged experts who have conducted influential research on the constructs they address. Chapters discuss how each personality attribute is conceptualized and assessed, review the strengths and limitations of available measures (including child and adolescent measures, when available), present important findings related to social behavior, and identify directions for future study.

The first in-depth book on the personality assessment used by millions of people worldwide, revealing the underlying needs that drive and inspire you Whether you're wondering if you are in the right career, looking to change job roles, or trying to reduce conflict and improve relationships at work and at home, you must begin by fully understanding your own interests and needs, and how they drive your ultimate happiness as well as unleash your stress points. Used by millions of people worldwide, The Birkman Method is the only personality-assessment tool that reaches beyond self-described behavior and situational analysis to unravel the DNA underpinning workplace satisfaction and productivity. The Birkman Method reveals such aspects of your personality as your relationship with authority, communication style, response to incentives, ability to deal with change, and the triggers for stress that can derail you. By explaining how these factors fit together and work off each other, The Birkman Method becomes your guide to a deeper self-awareness that can help you attain more-inspiring leadership, better team harmony, and higher goals for you personally and throughout any organization.

Psychopaths are little understood outside of the criminal image. However, as the recent global financial crisis highlighted, the behavior of a small group of managers can potentially bring down the entire western system of business. This book investigates who they are, why they do what they do and what the consequences of their presence are.

Modern interpersonal psychology is now at a point where recent advances need to be organized so that researchers, practitioners, and students can understand what is new,

different, and state-of-the art. This field-defining volume examines the history of interpersonal psychology and explores influential theories of normal-abnormal behaviors, widely-used assessment measures, recent methodological advances, and current interpersonal strategies for changing problematic behaviors. Featuring original contributions from field luminaries including Aaron Pincus, John Clarkin, David Buss, Louis Castonguay, and Theodore Millon, this cutting-edge volume will appeal to academicians, professionals, and students interested in the study of normal and abnormal interpersonal behavior.

This is an annual research series devoted to the examination of occupational stress, health and well being, with particular emphasis on the multi-disciplinary nature of occupational stress. The intent is to pull together the various streams of research from a variety of disciplines to better capture the significant bodies of work in occupational stress and well being. We provide a multidisciplinary and international perspective that gives a thorough and critical assessment of issues in occupational stress and well being. The theme for this volume is: emotional and physiological processes and positive intervention strategies.

This book examines both academic and practical theories relating to leader development. It broadens the scope of this topic by including data-driven theory and proposals from diverse areas that are either not currently represented or are poorly addressed in existing literature. This 15th volume in the Annals of Theoretical Psychology series aims to propose, identify, and characterize new theoretical, educational, and practical gaps in leader development. The initial chapters explore concepts related to individual or internal aspects of leaders. Subsequent chapters deconstruct leader development by considering behaviors or skills and various environmental factors that affect development. The book also examines shortcomings of our current understanding of this topic that cuts across multiple disciplines. Topics featured in this book include: Cognition, readiness to lead, courage through dialogue, and relationship considerations Behavioral elements and approaches for developing followership, conflict management, creativity, virtue, and epistemic cognition in growing leaders for complex environments. Seven Steps to establish a Leader and Leadership Education and Development Program. The Dark Triad of personality, psychobiosocial perspectives, and mental ability in leaders Leader Development Deconstructed will be of interest to research scholars, academics, educators, and practitioners as well as executive coaches, college or university administrators, military leaders, philanthropic and non-profit organization leaders, and management consultants.

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"Despite the extensive body of knowledge associated with leader and leadership development, significant gaps still exist in our understanding of these processes. This book is a noteworthy effort to help fill in the blanks through empirical research and contextual application. It is worthy of perusal by anyone interested in becoming a more effective leader or leader developer."Bernard Banks, Ph.D., Associate Dean of Leadership Development, Northwestern University Kellogg School of Management "One of the most powerful ways leaders can have an impact on others and their mission is to manage for innovation... This book is a great step in moving towards exploring how you do that, and I'm thrilled to be a part of that conversation!"Frances Hesselbein, President and CEO, Frances Hesselbein Leadership Institute

In today's competitive job market, can employers afford to spend large sums on recruitment, and then simply let talented people go? High Potential provides a practical framework for managers to create a strong, strategic vision for a high-performing, high-potential workforce. Updated to reflect more recent research in the area, the book presents an accessible guide to clearly understanding and defining potential, and how to manage high-potential employees and

develop their career. New case studies show how businesses have used the concepts outlined in the book to nurture future talent in the workplace and gain a real competitive business advantage.

Traditionally, personality and psychopathology have been distinct areas of inquiry. This important volume reviews influential research programs that increasingly bridge the gap between the two areas. Presented are compelling perspectives on whether certain personality traits or structures confer risks for mental illness, how temperament interacts with other influences on psychological adaptation, links between personality disorders and mood and anxiety disorders, implications for effective intervention, and more.

Dark personality traits, and traits with dark features, are connected to destructive behaviors and interpersonal problems. Even moderate levels of these traits can cause significant issues. Understanding them will play an integral role in treating individuals who exhibit dark, unhealthy characteristics. Thus, a primary goal of this book is to unite personality psychology and clinical psychology. It synthesizes recent research that connects pathological personality features to the Big Five personality dimensions, creating an interdisciplinary taxonomy of dark personality traits. This volume brings together a diverse panel of experts who provide complex, nuanced perspectives on a variety of personality traits, including those that are readily accepted as dark (e.g., the Dark Triad of narcissism, psychopathy, and Machiavellianism), have been largely ignored by the broader psychological literature (e.g., spitefulness), have not been included in previous discussions of dark personality traits (e.g., authoritarianism), or appear to be at least somewhat positive on a superficial level (e.g., perfectionism and fearless dominance).

Chapters explore both maladaptive and adaptive features of these traits, including how to address them in clinical settings. The final chapter ties the entire volume together with a thorough review of common themes, clinical implications, and research goals across all traits. Capturing a scientific change in thinking about personality and individual differences that has been building over the past 15 years, and this volume stands at an important moment in the development of psychology as a discipline. It draws together theoretical inspiration from life history theory, evolutionary genetics, molecular genetics, developmental psychology, personality psychology, and evolutionary psychology.

Measures of Personality and Social Psychological Constructs assists researchers and practitioners by identifying and reviewing the best scales/measures for a variety of constructs. Each chapter discusses test validity, reliability, and utility. Authors have focused on the most often used and cited scales/measures, with a particular emphasis on those published in recent years. Each scale is identified and described, the sample on which it was developed is summarized, and reliability and validity data are presented, followed by presentation of the scale, in full or in part, where such permission has been obtained. Measures fall into five broad groups. The emotional disposition section reviews measures of general affective tendencies, and/or cognitive dispositions closely linked to emotion. These measures include hope and optimism, anger and hostility, life satisfaction, self-esteem, confidence, and affect dimensions. Emotion regulation scales go beyond general dispositions to measure factors that may contribute to understanding and managing emotions. These measures include alexithymia, empathy, resiliency, coping, sensation seeking, and ability and trait emotional intelligence. The interpersonal styles section introduces some traditional social-psychological themes in the context of personality assessment. These measures include adult attachment, concerns with public image and social evaluation, and forgiveness. The vices and virtues section reflects adherence to moral standards as an individual characteristic shaped by sociocultural influences and personality. These measures include values and moral personality, religiosity, dark personalities (Machiavellianism, narcissism, and subclinical psychopathy), and perfectionism. The sociocultural interaction and conflict section addresses relationships between different groups and associated attitudes. These measures include cross-cultural

values, personality and beliefs, intergroup contact, stereotyping and prejudice, attitudes towards sexual orientation, and personality across cultures. Encompasses 25 different areas of psychology research Each scale has validity, reliability info, info on test bias, etc Multiple scales discussed for each construct Discussion of which scales are appropriate in which circumstances and to what populations Examples of scales included

Revised and updated edition of graduate level overview, describing biological basis of behaviour and personality.

Managing human emotions plays a critical role in everyday functioning. After years of lively debate on the significance and validity of its construct, emotional intelligence (EI) has generated a robust body of theories, research studies, and measures. *Assessing Emotional Intelligence: Theory, Research, and Applications* strengthens this theoretical and evidence base by addressing the most recent advances and emerging possibilities in EI assessment, research, and applications. This volume demonstrates the study and application of EI across disciplines, ranging from psychometrics and neurobiology to education and industry. *Assessing Emotional Intelligence* carefully critiques the key measurement issues in EI, and leading experts present EI as eminently practical and thoroughly contemporary as they offer the latest findings on: EI instruments, including the EQ-I, MSCEIT, TEIQue, Genos Emotional Intelligence Inventory, and the Assessing Emotions Scale. The role of EI across clinical disorders. Training professionals and staff to apply EI in the workplace. Relationships between EI and educational outcomes. Uses of EI in sports psychology. The cross-cultural relevance of EI. As the contributors to this volume in the Springer Series on Human Exceptionality make clear, these insights and methods hold rich potential for professionals in such fields as social and personality psychology, industrial and organizational psychology, psychiatry, business, and education.

A high level of employee commitment holds particular value for organizations owing to its impact on organizational effectiveness and employee well-being. This Handbook provides an up-to-date review of theory and research pertaining to employee commitment in the workplace, outlining its value for both employers and employees and identifying key factors in its development, maintenance or decline. Including chapters from leading theorists and researchers from around the world, this Handbook presents cumulated and cutting-edge research exploring what commitment is, the different forms it can take, and how it is distinct from related concepts such as employee engagement, work motivation, embeddedness, the psychological contract, and organizational identification.

A fascinating exposé of office culture, in the style of the bestselling *Affluenza*, from popular psychologist Oliver James The modern working world is a dangerous place, where game-playing, duplicity and sheer malevolence are rife. Do talent and hard work count for nothing? Is politics everything? In this fascinating exposé, Oliver James reveals the murky underside of modern office life. With cutting-edge research and eye-opening interviews, he highlights the nasty practices that propel people to the top and shows how industries and cultures are fostering this behaviour. He then divulges strategies and techniques for not only surviving but thriving in these difficult environments. With the right mindset, you can distinguish and deal with toxic and overpromoted colleagues, charm your way through interviews and use office politics to your advantage. *Office Politics* will overthrow your perceptions of office life and set you on a new path to success. Oliver James trained and practised as a child clinical psychologist and, since 1988, has worked as a writer, journalist and television documentary producer and presenter. His books include *Juvenile Violence* in a Winner-

Loser Culture, the bestselling *They F\*\*\* You Up*, *Affluenza* and *Contented Dementia*. He is a trustee of two children's charities: the National Family and Parenting Institute and Homestart.

*Pinocchio, The Tale of a Puppet* follows the adventures of a talking wooden puppet whose nose grew longer whenever he told a lie and who wanted more than anything else to become a real boy. As carpenter Master Antonio begins to carve a block of pinewood into a leg for his table the log shouts out, "Don't strike me too hard!" Frightened by the talking log, Master Cherry does not know what to do until his neighbor Geppetto drops by looking for a piece of wood to build a marionette. Antonio gives the block to Geppetto. And thus begins the life of Pinocchio, the puppet that turns into a boy. *Pinocchio, The Tale of a Puppet* is a novel for children by Carlo Collodi is about the mischievous adventures of Pinocchio, an animated marionette, and his poor father and woodcarver Geppetto. It is considered a classic of children's literature and has spawned many derivative works of art. But this is not the story we've seen in film but the original version full of harrowing adventures faced by Pinocchio. It includes 40 illustrations.

The Dark Triad of Personality Narcissism, Machiavellianism, and Psychopathy in Everyday Life Academic Press

Is it possible to make sense of something as elusive as creativity? Based on psychologist Scott Barry Kaufman's groundbreaking research and Carolyn Gregoire's popular article in the Huffington Post, *Wired to Create* offers a glimpse inside the "messy minds" of highly creative people. Revealing the latest findings in neuroscience and psychology, along with engaging examples of artists and innovators throughout history, the book shines a light on the practices and habits of mind that promote creative thinking. Kaufman and Gregoire untangle a series of paradoxes— like mindfulness and daydreaming, seriousness and play, openness and sensitivity, and solitude and collaboration – to show that it is by embracing our own contradictions that we are able to tap into our deepest creativity. Each chapter explores one of the ten attributes and habits of highly creative people: Imaginative Play \* Passion \* Daydreaming \* Solitude \* Intuition \* Openness to Experience \* Mindfulness \* Sensitivity \* Turning Adversity into Advantage \* Thinking Differently With insights from the work and lives of Pablo Picasso, Frida Kahlo, Marcel Proust, David Foster Wallace, Thomas Edison, Josephine Baker, John Lennon, Michael Jackson, musician Thom Yorke, chess champion Josh Waitzkin, video-game designer Shigeru Miyamoto, and many other creative luminaries, *Wired to Create* helps us better understand creativity – and shows us how to enrich this essential aspect of our lives.

Look around your office. Turn on the TV. Incompetent leadership is everywhere, and there's no denying that most of these leaders are men. In this timely and provocative book, Tomas Chamorro-Premuzic asks two powerful questions: Why is it so easy for incompetent men to become leaders? And why is it so hard for competent people--especially competent women--to advance? Marshaling decades of rigorous research, Chamorro-Premuzic points out that although men make up a majority of leaders, they underperform when compared with female leaders. In fact, most organizations equate leadership potential with a handful of destructive personality traits, like overconfidence and narcissism. In other words, these traits may help someone get selected for a leadership role, but they backfire once the person has the job. When

competent women--and men who don't fit the stereotype--are unfairly overlooked, we all suffer the consequences. The result is a deeply flawed system that rewards arrogance rather than humility, and loudness rather than wisdom. There is a better way. With clarity and verve, Chamorro-Premuzic shows us what it really takes to lead and how new systems and processes can help us put the right people in charge.

**The Dark Triad of Personality: Narcissism, Machiavellianism, and Psychopathy in Everyday Life** summarizes the latest research on how these personality traits (psychopathy, narcissism, Machiavellianism) are defined and displayed, while also exploring the impact they have on individuals and society, the relationship between clinical conditions and personality traits, and their adaptivity. The book introduces the Dark Triad through the lens of existing clinical and personality literature, discussing shared and unique cognitive and empathetic profiles associated with each trait.

Antisocial, antagonistic, and criminal behaviors associated with the Dark Triad are also covered, as is the way these individuals compete socially and in the workplace.

Reviews the development, measurement and evolutionary origins of these traits

Explores how these traits may be adaptive Assesses the relationship between clinical conditions and Dark Triad personality traits Includes sections on manipulation, competition and cooperation

Psychologists studying cognitive processes and personality have increasingly benefited from the wealth of theory, methodology, and decision making paradigms used in economics and game theory. Similarly, for the economists, personality traits and basic cognitive processes offer a set of coherent explanatory constructs in economic behavior. Given the debate on preference invariance and behavioral consistency across contexts and domains, the papers in this topic shed light on the existence and effect of stable sets of idiosyncratic features on economic decision-making. While the effects of personality and cognition on economic decisions remain under-explored, the papers contributed in this topic offer more than a stimulus for further research. The general message could be that personality and cognitive processes offer the stable idiosyncratic ground on which individual decisions are made.

This volume brings together leading investigators who integrate two distinct research domains in social psychology--people's internal worlds and their close relationships. Contributors present compelling findings on the bidirectional interplay between internal processes, such as self-esteem and self-regulation, and relationship processes, such as how positively partners view each other, whether they are dependent on each other, and the level of excitement in the relationship. Methodological challenges inherent in studying these complex issues are described in depth, as are implications for understanding broader aspects of psychological functioning and well-being.

The General Factor of Personality improves our understanding of the personality structure and the relations between major personality dimensions, as well as major dimensions of the entire non-cognitive sphere of psychological variables. The results of the empirical testing and theoretical evaluations in this book contribute to the more comprehensive and precise theoretical framework of the General Factor of Personality (GFP) and that of the entire personality structure. Additionally, the book answers some unresolved questions concerning the nature of the GFP, including whether it is based more on correlations in real behavior or on other less substantial factors between lower-order dimensions of personality. This book is crucially important not only for theoretical reasons, but also for the tremendous practical and applied value of the assumed general dimension of personality. As a common denominator of all the most important fields of personality beyond cognition (Big Five, well-being, coping,



emotionality, motivation, self-concept, self-esteem, control, wisdom and others), the GFP represents an extremely strong single predictor of the quality of life, mental health and well-being, career, academic success, and the quality of family and interpersonal relations. Reviews the theoretical and methodological work on the General Factor of Personality (GFP) Presents major research results in the field of GFP and the dimensional structure of personality Provides a balanced and objective approach to the topic of GFP, addressing criticisms and controversies Considers the practical and applied aspects of this research Draws conclusions on the bioevolutionary model of GFP to give a more thorough understanding of biological bases of human personality

The world abounds with tricksters, swindlers, and impostors. Many of them may well be described with the term Machiavellian. Such individuals disrespect moral principles, deceive their fellow beings, and take advantage of others' frailty and gullibility. They have a penetrating, rational, and sober mind undisturbed by emotions. At times we cannot help but be enchanted by their talent even though we know they misuse it. Recent studies have revealed that Machiavellians possess a complex set of abilities and motivations. This insightful book examines the complexities of the Machiavellian trait, in relation to attitude, behaviour, and personality. By integrating results and experiences from social, personality, cognitive, and evolutionary psychology, Tamás Bereczkei explores the characteristics of Machiavellianism (such as social intelligence, deception, manipulation, and lack of empathy), and the causes and motives guiding Machiavellian behaviour. The author also demonstrates how Machiavellianism is related to strategic thinking and flexible long-term decisions rather than to a short-term perspective, as previously thought, and explores Machiavellianism in relation to the construct of the Dark Triad. The first comprehensive psychological book on Machiavellianism since Christie and Geis' pioneering work in 1970, Machiavellianism summarises the most important research findings over the last few decades. This book is fascinating reading for students and researchers of psychology and related courses, as well as professionals dealing with Machiavellians in their work and practice.

The first study in more than 30 years to investigate the broad significance of personality traits for mass political behavior.

A bold reimagining of Maslow's famous hierarchy of needs--and new insights for realizing your full potential and living your most creative, fulfilled, and connected life. When psychologist Scott Barry Kaufman first discovered Maslow's unfinished theory of transcendence, sprinkled throughout a cache of unpublished journals, lectures, and essays, he felt a deep resonance with his own work and life. In this groundbreaking book, Kaufman picks up where Maslow left off, unraveling the mysteries of his unfinished theory, and integrating these ideas with the latest research on attachment, connection, creativity, love, purpose and other building blocks of a life well lived. Kaufman's new hierarchy of needs provides a roadmap for finding purpose and fulfillment--not by striving for money, success, or "happiness," but by becoming the best version of ourselves, or what Maslow called self-actualization. While self-actualization is often thought of as a purely individual pursuit, Maslow believed that the full realization of potential requires a merging between self and the world. We don't have to choose either self-development or self-sacrifice, but at the highest level of human potential we show a deep integration of both. Transcend reveals this level of human potential that connects us not only to our highest creative potential, but also to one another. With never-before-published insights and new research findings, along with exercises and opportunities to gain insight into your own unique personality, this empowering book is a manual for self-analysis and nurturing a deeper connection not only with our highest potential but also with the rest of humanity.

Introduction / Maryanne L. Fisher -- Theory and overview -- Competition throughout women's lives / Bobbi Low -- Sexual competition among women : a review of the theory and supporting evidence / Steven Arnocky & Tracy Vaillancourt -- Female intrasexual competition in primates :

why human's aren't as progressive as we think / Nicole Scott -- Social status and aggression -- Feminist and evolutionary perspectives of female-female competition, status seeking, and social network formation / Laurette T. Liesen -- Adolescent peer aggression and female reproductive competition / Andrew C. Gallup -- Cooperation drives competition among Tsimane women in the Bolivian Amazon / Stacey L. Rucas -- Competition between female friends / Chenthila Nagamuthu & Elizabeth Page-Gould -- The element of surprise: women of the dark triad / P. Lynne Honey -- Communication and gossip -- Competitive communication among women : the pretty prevail by means of indirect aggression / Grace Anderson -- Gossip and competition among women : how "the gossip" became a woman and how "gossip" became her weapon of choice / Francis T. McAndrew -- Women's talk? : exploring the relationship between gossip, sex, mate competition, and mate poaching / Katelin Sutton & Megan J. Oaten -- Informational warfare : coalitional gossiping as a strategy for within-group aggression / Nicole H. Hess -- Mate availability and mating relationships -- Do women compete for mates when men are scarce? : sex ratio imbalances and women's mate competition cross-culturally / Emily Stone -- Operational sex ratio and female competition : scarcity breeds intensity / Haley M. Dillon, Lora E. Adair, & Gary L. Brase -- The influence of women's mate value on intrasexual competition / Maryanne L. Fisher & Ana María Fernández -- Single and partnered women : competing to obtain and retain high quality men / Gayle Brewer -- I'll have who she's having : mate copying, mate poaching and mate retention / Lora E. Adair, Haley M. Dillon, & Gary L. Brase -- Intrasexual mate competition and breakups : who really wins? / Craig Morris, Melanie L. Beaussart, Chris Reiber, & Linda S. Krajewski -- Endocrinology and psychobiological considerations -- Psychobiological responses to competition in women / Raquel Costa, Miguel A. Serrano, & Alicia Salvador -- The endocrinology of female competition / Kelly Cobey, & Amanda Hahn -- The effect of fertility on women's intrasexual competition / Lambrianos Nikiforidis, Ashley Rae Arsena, & Kristina M. Durante -- Health and aging -- Social aggression, sleep and wellbeing among Sidama women of rural southwestern Ethiopia / Alissa A. Miller & Stacey L. Rucas -- Is female competition at the heart of reproductive suppression and eating disorders? / Catherine Salmon -- Moderation of female-female competition for matings by competitors' age and parity / Melanie MacEacheron & Lorne Campbell -- Motherhood and family -- Competitive motherhood from a comparative perspective / Katherine A. Valentine, Norman P. Li, & Jose C. Yong -- Cooperative and competitive mothering : from bonding to rivalry in the service of childrearing / Rosemarie I. Sokol-Chang, Rebecca L. Burch & Maryanne L. Fisher -- Conflicting tastes : conflict between female family members in choice of romantic partners / Leif Edward Ottesen Kennair & Robert Biegler -- Darwinian perspectives on women's progenesis / Alita J. Cousins & Theresa Porter -- Physical appearance -- The causes and consequences of women's competitive beautification / Danielle J. DelPriore, Marjorie L. Prokosch, & Sarah E. Hill -- Ravishing rivals : female intrasexual competition and cosmetic surgery / Shelli L. Dubbs, Ashleigh J. Kelly, & Fiona Kate Barlow -- Intrasexual competition among beauty pageant contestants / Rebecca Shaiber, Laura Johnsen & Glenn Geher -- Fashion as a set of signals in female intrasexual competition / Laura Johnsen & Glenn Geher -- Competition in virtual contexts -- Female virtual intrasexual competition and its consequences / Jose C. Yong, Norman P. Li, Katherine A. Valentine, & April R. Smith -- Facebook frenemies and selfie-promotion : women and competition in the digital age / Amanda E. Guitar & Rachael A. Carmen -- Women's use of computer games to practice intrasexual competition / Tami M. Meredith -- Competition in applied settings -- The buzz on the queen bee and other characterizations of women's intrasexual competition at work / Lucie Kocum, Delphine S. Courvoisier, & Sandra Vernon -- Food as a means for female power struggles / Charlotte J. S. De Backer, Liselot Hudders, & Maryanne L. Fisher -- Evolution of artistic and aesthetic propensities through female competitive ornamentation / Marco A. C. Varella, Jaroslava Varella Valentová, & Ana María Fernández -- "Playing like a girl" : women in competition in

sport and physical activity / Hayley Russell, Julia Dutove, & Lori Dithurbide -- Conclusion --  
Conclusion / Gregory Carter & Maryanne L. Fisher  
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