



# Manipulative Personality Self-Assessment (MPSA) Questionnaire

## Instructions

Manipulative Personality Self-Assessment (MPSA) contains 20 items rated on a 5-point scale. Please answer each question honestly based on your typical thoughts, feelings, and experiences. There are no right or wrong answers.

#	Statement	Strongly Disagree (0)	Disagree (1)	Neutral (2)	Agree (3)	Strongly Agree (4)
1	I think carefully about what to say to get the reaction I want.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2	Before asking for something, I plan the best time or way to ask.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3	I like to be one step ahead in conversations or situations.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4	I think being persuasive is better than being pushy.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5	I can cheer someone up when I need them to agree with me.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6	I know how to make people feel guilty if I want them to help.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7	I sometimes use compliments to make people more cooperative.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8	I can show empathy when it helps me achieve something.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9	I sometimes hide what I really think to avoid problems.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

#	Statement	Strongly Disagree (0)	Disagree (1)	Neutral (2)	Agree (3)	Strongly Agree (4)
10	I exaggerate or twist details to make my point stronger.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
11	I behave differently with different people to fit in.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
12	I keep certain facts to myself if they could hurt my image.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
13	I believe a small lie is okay if it avoids hurting someone.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
14	I think breaking a rule is fine if no one gets hurt.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
15	I sometimes do what works, even if it's not completely honest.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
16	I believe results matter more than strict honesty.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
17	I usually have a good reason for what I do, even if others don't agree.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
18	I tell myself I'm helping others, even if I get something out of it too.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
19	I believe my intentions matter more than how others see my actions.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
20	When something goes wrong, I can usually explain why my actions made sense at the time.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## Scoring Instructions

Responses should be summed according to the scoring procedures of the assessment.

Higher scores generally indicate greater expression of the measured construct unless otherwise specified.

## Dimension Scoring Keys

Dimension	Items	Number of Items
Calculative	1, 2, 3, 4	4
Exploitative	5, 6, 7, 8	4
Deceptive	9, 10, 11, 12	4
Amoral	13, 14, 15, 16	4
Self-Justifying	17, 18, 19, 20	4

## Raw Score Ranges

Scale	Items	Possible Range
Calculative	4	0–16
Exploitative	4	0–16
Deceptive	4	0–16
Amoral	4	0–16
Self-Justifying	4	0–16
<b>Overall Score</b>	<b>20</b>	<b>0–80</b>

## Source

Manipulative Personality Self-Assessment (MPSA). Developed with reference to theoretical models of Machiavellianism and manipulative personality traits.

Prepared by [Drdeenz](#)

Interactive Version: [Manipulative Personality Self-Assessment \(MPSA\)](#)