

Handbook Of Interpersonal Psychology: Theory, Research, Assessment And Therapeutic Interventions

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DIFFERENTIATING THE DARK TRIAD WITHIN THE INTERPERSONAL CIRCUMPLEX

Daniel N. Jones

Delroy L. Paulhus

INTRODUCTION

The Dark Triad of personality consists of three conceptually distinct, but empirically overlapping constructs: Machiavellianism, narcissism, and psychopathy (Paulhus & Williams, 2002). Psychopathy is a personality trait characterized by callousness, impulsive thrill-seeking, and criminal behavior. Narcissism, on the other hand, is associated with grandiosity, egocentrism, and a sense of personal entitlement. Machiavellianism is marked by strategic manipulation. Although conceptually distinct, all three project onto Quadrant 2 of the interpersonal circumplex. In this chapter, we investigate which aspects of the dark personalities can be captured within interpersonal space and which cannot. We conclude that additional moderating variables are necessary to elucidate the distinctive behavioral style of the Dark Triad members.

To begin, we examine and then refute the notion that these three personalities are the same construct. Our refutation draws on a review of recent empirical evidence showing key differences. To determine the fundamental roots of these differences,

we return to the seminal theorists of each construct and uncover two systematic moderators: temporal orientation and identity need. We go on to discuss in detail several new studies supporting the efficacy of these two moderators for differentiating the Dark Triad. We conclude with an attempt to integrate the two moderators within interpersonal theory.

If successful, this approach will permit us to predict the distinct behavioral patterns of the Dark Triad without losing sight of their overlapping nature. At a broader level, we seek to articulate what it may mean for personality variables to share similar interpersonal space while displaying different behavioral manifestations.

UNIFICATIONIST THEORIES

Not all researchers agree that it is worthwhile to discriminate the Dark Triad. Evidence for that unificationist position can be organized into three sources: circumplex research, trait research, and evolutionary arguments. In each of the three subsections below, we provide the strongest case for the unificationist position.

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