GLOBAL HISTORY AND GEOGRAPHY  THE RENAISSANCE: MACHIAVELLI

For each of the following statements check the response that best describes your own reaction. After you have finished, use the directions to rate yourself.

a. AGREE  b. UNDECIDED  c. DISAGREE

1. Most people are honest
2. Most people think first about their pocketbooks and later about right and wrong.
3. To get someone to like you, tell that person what they want to hear.
4. The best way to earn someone's respect is to be kind and honest.
5. The best way to earn someone's loyalty is to show them your power.
6. There are no absolute rights and wrongs. "Right" is what works—the end justifies the means.
7. A good president reads the polls to find out what people want and makes those things his or her policies.
8. Most people are extremely selfish.
9. A promise is a sacred trust.
10. Nice guys finish last.

HOW TO SCORE YOUR SURVEY:

1. a. 1  b. 3  c. 5  3. a. 5  b. 3  c. 1  5. a. 5  b. 3  c. 1  7. a. 1  b. 3  c. 5  9. a. 1
2. a. 5  b. 3  c. 1  4. a. 1  b. 3  c. 5  6. a. 5  b. 3  c. 1  8. a. 5  b. 3  c. 1

Add the points to determine your "Machiavellian Score."

**10-23 (type A)** You are not at all Machiavellian. Some would say you are an idealist and an optimist about human nature. You have strong ideas about right and wrong.

**24-36 (type B)** You are more cautious about trusting human nature and less idealistic than those above. You know that selfishness can sometimes get in the way of lofty ideals.

**37-50 (type C)** You are extremely Machiavellian, practical to the point of being a hard-headed cynic, not very trusting about human nature, and ready to deal with what is, rather than what ought to be.