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Social and Individual-Psychological Factors of an Individual’s Propensity for Corrupt Behavior

Соціальні та індивідуально-психологічні чинники схильності особистості до корупційної поведінки

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Abstract
The article presents the results of a study of social and psychological elements associated with corrupt behavior. The aim of the study is to analyze the social and individual-psychological factors associated with corrupt actions and to investigate the relationship between the Dark Triad traits and an individual’s propensity for corrupt behavior. Methods: The Short Dark Triad questionnaire by D. Paulhus and K. Williams (2002), A. Furnham “Money Attitude and Behaviour Scale” (modified version by M. Simkiv (2012) “Money Perceptions and Behavior Scale”). Results: Power, the characteristics

Анотація

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of a corrupt person (egocentrism, lack of guilt), moral traits (manipulativeness, tendency to use others to further one’s own goals), self-esteem traits (negative self-esteem or guilt), and a variety of individual personality traits (such as Machiavellianism, narcissism, and psychopathy) are all proven to be causes of corrupt behavior. Empirical research has demonstrated a relationship between the Dark Triad qualities and various money attitudes, which in turn enables the prediction of corrupt conduct proclivity. The Dark Triad characteristics have been shown to be predictive of financial manipulation and anxiety.

Keywords: corrupt behavior, the Dark Triad, Machiavellianism, narcissism, psychopathy, money attitudes.

Introduction

According to the latest available data from Transparency International (2022), an international anti-corruption organization and researches of the level of corruption, every fourth person in the world admits to having given a bribe to a public official at least once in their life. Ukraine is ranked among the forty countries with the highest corruption risks. This hinders its economic and social development.

Large amounts of money are being directed to Ukraine to implement various institutional measures to reduce corruption, but the results of these efforts are less than expected. Reducing corruption is an urgent task for many countries, especially considering its negative impact on economic growth, trust in government, quality of public service, environmental impact, investment and trade, as well as on the progression of inequality.

Discussion and conclusions: It is clarified that maladaptive moral dysfunction, a lack of empathy, the pursuit of profit, an urge for control and power, a low degree of fear of punishment, and the impacts of group influence are the social, psychological, and individual components of corrupt behavior. These variables, together with cultural, social, and economic variables, influence how likely it is for someone to engage in corrupt activity. A tendency toward corrupt behavior is also linked to aspects of money behavior and the Dark Triad qualities. Research indicates that persons with a strong Machiavellian streak are more likely to employ financial tactics and behaviors that include manipulating or taking advantage of others. Narcissists frequently use enrichment to increase their sense of self-worth. Psychopaths’ lack of empathy and capacity for taking advantage of others makes them more likely to make hazardous financial judgments and to manipulate money.

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Results. Obviated, that corruptioninduced financial dysfunction causes a factor of traits (such as states of guilt), abnormal attributes (relative self-esteem or guilt), and a variety of individual personality traits (such as narcissism, psychopathy) are all proven to be causes of corrupt behavior. Empirical research has demonstrated a relationship between the Dark Triad qualities and various money attitudes, which in turn enables the prediction of corrupt conduct proclivity. The Dark Triad characteristics have been shown to be predictive of financial manipulation and anxiety.

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Corruption undermines trust, weakens democracy, hinders the country’s economic development, and further exacerbates poverty and social stratification of the population. At the same time, stereotypes of tolerance towards corruption are becoming stronger in society. It has been found that certain segments of the population choose corrupt ways to solve everyday problems. For a person who knows that a bribe is given in a particular situation it is psychologically very difficult to overcome conformist inclinations and act differently. At the rational level, a person may well understand that giving a bribe is humiliating, immoral, and even illegal, but at the level of psychological factors that determine their behavior, they succumb to "tradition".

The prevalence of corruption and the tolerance towards it within the population, especially in specific spheres of public life, acts on an individual as a cultural norm (Zarichanskyi, 2022). The more a person perceives their colleagues as corrupt, the more likely they are to commit a corrupt action in the future (Dong et al., 2012). If a person feels that they are in a corrupt environment, they are more likely to be unaware of the consequences of their exposure and increasingly uncertain about their own beliefs about what constitutes dishonesty. Thus, social distrust arises, perceptions of social norms are distorted, and an environment favorable to illegal and/or dishonest actions is created (Gino et al., 2009).

In the research of the impact of situational variables on corrupt behavior in organizations, researcher T. Rabl (2011) emphasized the importance of considering the interdependence of various factors to understand corrupt behavior. Such behavior is the result of a complex interaction between psychological constructs of emotions, cognitions, or volition, which influence the decision-making process of individuals.

Researchers X. Tan et al. (2016) demonstrated that the justification of the system in which a person lives is associated with a tolerant perception of corruption. It was shown that trust in institutions mediates this connection. System justification was defined as the motivation to consciously or unconsciously maintain social stability, even when someone’s interests are restricted. In a similar study, X. Tan et al. (2016)
noted that authoritarianism, characterized by perceiving the world as a dangerous and threatening place, tends to legitimize traditional norms and authority, also being linked to a greater propensity for corruption. Undoubtedly, people’s worldview determines their emotions, thoughts, and actions. In the study by V. Bai et al. (2016), it was demonstrated that belief in a just world contributes to the reduction of corruption, which in turn leads to a decrease in intentions to engage in corrupt actions. Thus, if the environment is perceived as highly corrupt, the inclination towards such behavior will rapidly increase. Similarly, when giving bribes, people exhibit another aspect of their behavior closely linked to their perception of the norms and rules by which they live (Guerrero et al., 2008). If there is a low level of respect for the law, the benefits of corrupt behavior will be greater. Awareness that others behave dishonestly contributes to the further spread of such behavior.

Social factors of corrupt behavior lie in certain traditions and values that may contribute to the emergence of corruption or create a favorable ground for corrupt practices. Among these factors are personal connections and clan mentality, mutual benefit of corrupt practices, societal tolerance for legal violations, perception of corruption as a norm, and distrust in the justice system. Among the psychological factors of corrupt behavior, M. Kikalishvili (2023) identifies distribution of responsibilities, guilt, fear of punishment, disappointment, the desire for success, as well as attitudes and values. From the psychologists’ perspective, corrupt behavior as a phenomenon may result from the combined influence of factors that, in a certain quantity and strength, create a critical mindset. There is empirical evidence that the “moral scale of values” in society is distorted, simultaneously distorting the sense of justice. Psychologist D. Myers (1994), in his research, emphasizes that “decent” people may become corrupt due to excessive social pressure. People always want to be wealthy and try to obtain money and other valuables in various ways. Therefore, family members often exert pressure on individuals working in government structures or related to them, aiming to acquire money, valuables, privileges by any means.

Social and Individual-Psychological Factors of an Individual’s Propensity for Corrupt Behavior
Such forms of daily pressure can disrupt mental balance, and this can provoke corrupt behavior.

Studying corrupt behavior, K. Pillay (2013) identified motives that drive individuals towards criminal conduct and highlighted characteristics associated with corruption, such as the desire for thrills, low social responsibility, the need for instant gratification, risky behavior, and a strong inclination to violate norms. Cognitive psychology researchers (Dupuy et al., 2018) assert the influence of social status (power) on corrupt behavior, as well as characteristics such as personal gain and self-control, aversion to losses, acceptance of risk, rationalization, and guilt.

In the psychoanalytic approach, corrupt motives of behavior in certain individuals are often stimulated by unconscious inclinations, such as phobias, manias (money mania, kleptomania), fears, a gambling addiction, a desire for emotional release, an attempt to boost self-esteem, and a need for a sense of security. Money (appropriation, embezzlement, hiding in offshore banks) plays a psychorelaxing role for corrupt individuals. The specifics of economic attitudes in certain types of people (such as "spender", "trader", "miser", "moneybag" – in the financial typology of N. Forman (1987) drive them towards corrupt financial abuses. Supporters of the trait theory explain the tendency towards corruption as a manifestation of innate or acquired individual psychological predispositions towards criminal behavior, character traits of corrupt individuals, or their accomplices. In the research by O. Lozinsky (2017), it is noted that individual-psychological factors contributing to citizens’ tolerance towards corruption include psychological immaturity, low self-esteem, motivational conflicts, and ambivalence towards corruption, incompetence, manipulative influence on emotional and motivational-volitional spheres. Individual-psychological factors of corruption initiators encompass destructive socialization, lack of moral self-control (moral-ethical responsibility), greed, lust for power and money, Machiavellianism, defence mechanisms of the psyche such as regression, rationalization, repression, etc.

Regarding personal characteristics, according to Transparency International (2022), the typical
individual exhibiting corrupt behavior is a man with high financial income and higher education. One of his characteristic traits is a tendency towards individualism, that is, the preference of personal interests over collective ones. Such an individual does not believe in a fair world and strives for meritocracy, where power and money are distributed based on effort and abilities. They do not feel guilty and are inclined to justify their own corrupt behavior (Tan et al., 2017). These are just a few of the characteristics associated with a person with corrupt tendencies. Analyzing scientific sources, one can identify such psychological factors of corrupt behavior as the power factor, personal traits of a corrupt individual, moral qualities, and finally, self-assessment characteristics.

We also draw attention to the research by B. Connelly and D. Ones (2008), which highlights specific personality traits that have repeatedly indicated that corrupt behavior is most commonly associated with individuals with high levels of extraversion and neuroticism. In a psychological context, this combination signifies a general tendency to intensely experience negative emotions such as anger, disappointment, jealousy, etc. Simultaneously, it reflects internal vulnerability and a sense of inadequacy, leading to a higher likelihood of corrupt behavior. Internal insecurity or inadequacy is often compensated by a desire for power and success. As the need for power in such individuals is extremely high and crucial for maintaining self-esteem, they are more willing to overcome moral boundaries and exhibit corrupt behavior. The research by Y. Liang et al. (2016) has shown that a person’s low self-esteem leads to a higher level of materialism, which, in turn, increases corrupt tendencies.

There are also some specific characteristics of individuals with corrupt behavior; the most significant of which are described by the term “Dark Triad” (Zhao et al., 2016). This term encompasses three antisocial traits closely related to exceeding social norms. Specifically, these traits include Machiavellianism, narcissism, and psychopathy. Machiavellianism is manifested in the manipulativeness and cunning of an individual. Narcissism indicates egocentrism or a desire for superiority. Psychopathy is
characterized by high impulsivity, callousness, and coldness. Similar personality traits have been identified in other studies as well.

Individuals with a high level of manifestation of the Dark Triad traits, according to D. Linton and J. Power (2013), use cunning means to achieve personal goals, showing little concern for the interests of others. D. Jones and A. Figueredo (2013), as well as E. O’Boyle et al. (2012), demonstrate that general traits of the Dark Triad, such as manipulation, callousness, and egoism, positively predict intentional toxic behavior.

In the studies by V. Egan et al. (2015), N. Azizli et al. (2016), and K. Roesser et al. (2016), the Dark Triad traits of personality (namely, Machiavellianism, narcissism, and psychopathy) are associated with unethical and corrupt behavior. These research findings indicate that Machiavellians often manipulate others for personal gain, neglecting the well-being of others, while narcissists can be relentless and toxic in positions of power. People with psychopathy, according to M. Sobhani and A. Bechara (2011), have many behavioral characteristics that are observed in patients with damage to the ventromedial prefrontal cortex and amygdala. This conclusion serves as neuroscientific evidence explaining why psychopaths engage in corrupt and amoral behavior. Therefore, considering the generally antisocial and socially undesirable nature of the Dark Triad traits, it is hypothesized that Machiavellianism, narcissism, and psychopathy predict a propensity for corrupt behavior.

The Dark Triad traits are characterized by social aversion, manipulative behavior, and other manifestations of unethical behavior, and are associated with anxiety (Fang et al., 2021). While according to these studies, Machiavellianism, narcissism, and psychopathy are related to anxiety in different ways, it can be argued that financial anxiety or concerns about one’s financial situation are another dimension that may be associated with the Dark Triad. A desperate desire for money may drive individuals to have corrupt intentions if the opportunity arises, and among them there are many individuals with a dark side of personality. Thus, the Dark Triad traits are positively correlated with financial anxiety.
Individuals with specific financial mindsets, such as high financial involvement agility, may have a greater propensity for corrupt behavior, such as bribery or using their official position for personal enrichment. Research in psychology and sociology indicates certain connections between an obsession with money, a desire for power, inappropriate money-related behavior, and corrupt intentions (Shapiro et al., 2012).

Individuals with money obsession may demonstrate an intensified interest in material possessions, a high social status, and a desire for enrichment. Those who aspire to power may have a wish to control others and enjoy privileges associated with acquiring authority. Inappropriate money-related behavior can include various aspects such as spending, excessive risk, or inability to manage finances. Money obsession and the desire for power may contribute to corrupt intentions, especially in cases where an individual has low moral sensitivity and lacks ethical constraints. However, it is important to note that these are general tendencies, and not every person with money obsession or the desire for power will automatically exhibit corrupt tendencies. Individual differences, socio-cultural context, and other factors can also influence these connections.

Financial anxiety can act as a gateway through which the Dark Triad traits influence corrupt behavior.

Machiavellians have a low level of emotional intelligence (Tsirimokou et al., 2021), and individuals with low emotional intelligence are unable to express emotions, and therefore, are unable to effectively manage stressful situations (Schutte et al., 2001). This suggests that Machiavellians may be prone to anxiety. Narcissists have a sense of grandiosity and seek attention. Thus, they experience a gap between their undesirable “Self” and their actual “Self” (Hajhoseiny et al., 2019). Therefore, narcissists struggle with self-esteem issues, which, as has been shown, are linked to anxiety (Bajaj et al., 2016). Psychopaths lack remorse and guilt. However, studies have shown that psychopaths experience anxiety due to their antisocial behavior and the risks associated with it (Sandvik et al., 2015). Anxiety can lead to the mobilization of various psychological and physiological
resources to escape or avoid danger (Rachman, 2004). Thus, individuals seeking to alleviate their emotional distress may adopt ideas and behaviors that include corrupt intentions and actions.

**Hypothesis.** Based on the review of previous research, we hypothesize that the Dark Triad traits positively predict corrupt intentions.

**The aim.** To analyze social and individual-psychological factors associated with corrupt actions, and to investigate the relationship between the Dark Triad traits and the propensity for corrupt behavior.

**Methods**

**Participants.** The sample consisted of 124 media workers aged from 19 to 42 (M = 24.9; SD = .26), with a gender distribution of 68.00% women and 32.00% men. Journalists, bloggers, and other media representatives shape public opinion on the most important events in societal life. Therefore, studying their propensity for corrupt behavior represents a distinct scientific interest.

**Variables.** The formation of the variable system considered the following: the independent subjective variable – the Dark Triad traits (Machiavellianism, narcissism, and psychopathy), the dependent variables – components of the Money Attitude and Behavior Scale ("Money Obsession", "Power", "Thrift", "Inappropriate Money Behavior"), which reflect different attitudes towards money, including those associated with corrupt actions.

**Organization of Research.** The survey was conducted using the Google Forms service. The inventory consisted of questionnaires that included the Short Dark Triad scale and Money Attitude and Behavior Scale, along with demographic information, including gender and age. Participant anonymity was ensured to reduce social desirability bias.

**Procedures and Instruments.** We used an adapted version of the "Short Dark Triad" questionnaire by D. Paulhus and K. Williams (2002) which assesses three traits: Machiavellianism, narcissism, and psychopathy. Additionally, the methodology of A. Furnham "Money Attitude and Behavior Scale" (modified version of M. Simkiv "Money Attitude and Behavior Scale"洼, автоматично виявлять корупційні тенденції. Індивідуальні відмінності, соціо-культурний контекст та інші чинники також можуть впливати на ці зв’язки. Фінансова тривога може діяти як шлюз, через який риси темної тріади впливають на корупційну поведінку.

Макіавеллісти мають низький рівень емоційного інтелекту (Tsirimokou et al., 2021), а особи з низьким емоційним інтелектом незадатні виражати емоції, а отже, незадатні ефективно управляти стресовими ситуаціями (Schutte, et al., 2001). Це свідчить про те, що макіавеллісти можуть бути схильні до тривоги. Нарциси мають почаття грандіозності та шукають уваги. Отже, вони відчувають розвив між своїм небажаним "Я" і фактичним "Я" (Hajhoseiny et al., 2019). Тому нарциси страждають від проблем із самооцінкою, а це, як було показано, пов'язано з тривогою (Bajaj et al., 2016). У психопатів відсутні докорі сумління та почуття провини. Проте дослідження показали, що психопати переживають занепокоєння через їхню антисоціальну поведінку та ризики, які з цим пов'язані (Sandvik et al., 2015). Тривога може призвести до мобілізації різних видів психологічних і фізіологічних ресурсів, щоб вткти або уникнути небезпеки (Rachman, 2004). Таким чином, особи що прагнуть послабити свої емоційні страждання, можуть приймати ідеї та поведінку, які включають корупційні наміри й дії.

**Гіпотеза.** На основі огляду попередніх досліджень ми висунули гіпотезу: риси темної тріади позитивно передбачають корупційні наміри.

**Мета.** Проаналізувати соціальні та індивідуально-психологічні чинники, що пов’язані з корупційними діями, й дослідити зв’язок між рисами темної тріади та схильністю до корупційної поведінки.

**Методи**

**Учасники.** Вибірку склали працівники засобів масової інформації в кількості 124 особи віком від 19 до 42 років (вік M = 24.9; SD = .26), розподіл за статтю - 68.00% жінки та 32.00% чоловіків. Журналісти, блогери та інші представники мас-медіа формують громадянську думку щодо найбільш важливих подій.
(Simkiv, 2012) was employed. This scale allows the exploration of four types of money attitudes and behaviors: money obsession, power, thrift, and inappropriate money behavior.

**Statistical Analysis.** Quantitative data processing was conducted using the statistical package IBM SPSS Statistics 20, correlation and multiple regression analysis.

**Results**

The results of the analysis using the Short Dark Triad Scale and the Money Attitude and Behavior Scale are presented in Tabl. 1.

Considering the mean values according to the indicators of the “Money Attitude and Behavior Scale” method, it can be stated that the indicators of money obsession and power are more pronounced. This is an indicator of anxiety and worry about one's financial situation, suggesting that money is seen as the only reliable resource and the solution to all problems. It serves as a means to influence others and achieve personal goals through such behavior. Among the Dark Triad indicators, Machiavellianism has the highest values, as it was previously determined, Machiavellians often manipulate others for personal gain, neglecting the well-being of others.

To determine the relationship between the characteristics of the Dark Triad and social life, it is of particular interest to study their susceptibility to corrupt behavior.

**Organizational procedure.** The survey was conducted using the Google Forms service. The developed questionnaire included a survey that included the Short Dark Triad scale and the Money Attitude and Behavior Scale (modified version by M. Simkiv), as well as demographic information, including gender and age. Anonymity was guaranteed to reduce social desirability.

**Procedure and instruments.** The adapted version of the questionnaire “Short Dark Triad” by D. Paulhus and K. Williams (2002), which assesses three traits: machiavellism, narcissism, and psychopathy; and the scale by A. Ferren “Money Obsession and Behavior Scale” (MBBS) (modified version by M. Simkiv) were used.

Table 1. Means and Standard Deviations of the Dark Triad Indicators and Money Attitude and Behavior Scale

<table>
<thead>
<tr>
<th>Scales Шкали</th>
<th>Indicators Показники</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Machiavellianism Макіавеллізм</strong></td>
<td>3.41</td>
</tr>
<tr>
<td><strong>Narcissism Нарцисизм</strong></td>
<td>3.07</td>
</tr>
<tr>
<td><strong>Psychopathy Психопатія</strong></td>
<td>2.78</td>
</tr>
<tr>
<td><strong>Money Obsession Грошова одержимість</strong></td>
<td>2.93</td>
</tr>
<tr>
<td><strong>Power Влада</strong></td>
<td>3.05</td>
</tr>
<tr>
<td><strong>Thrift Економність</strong></td>
<td>2.16</td>
</tr>
<tr>
<td><strong>Inappropriate Money Behavior Недекларативна поведінка з грошима</strong></td>
<td>2.86</td>
</tr>
</tbody>
</table>

Note: M – Arithmetic Mean; SD – Standard Deviation.

Примітка: М – середнє арифметичне; SD – середнє квадратичне відхилення.
and the indicators of the Money Attitude and Behavior Scale, Spearman’s correlation analysis ($r_s$) was conducted (Tabl. 2).

It was established that not all Dark Triad traits are interrelated (there are no significant correlations between narcissism and psychopathy). This somewhat contradicts the idea of a triad, but correlation coefficients vary in many studies (Furnham et al., 2013). Based on the correlation analysis table, Machiavellianism scores correlate with indicators on the “Power” scale at $p < .01$ level and “Money Obsession” ($p < .05$). For representatives of the “Dark Triad” with psychopathy traits, there is a significant correlation with the “Power” and “Inappropriate Money Behavior” scales ($p < .05$).

To establish correlations between the “Dark Triad” indicators and the Money Attitude and Behavior Scale, a stepwise regression analysis was conducted. The Dark Triad traits were considered as independent variables, and the indicators of the money attitude and behavior scale were considered as dependent variables. Four regression models were obtained, three of which were significant at $p < .05$. The obtained models explain a very small percentage of the variance, ranging from 1 to 12%. Tolerance ($> .8$) and variance inflation factor ($<1.0$) are within an acceptable range, and the data are presented in Tabl. 3.

Table 2. Results of correlation analysis between the indicators of the Money Attitude and Behavior Scale and the Dark Triad scale

<table>
<thead>
<tr>
<th>Scales Шкали</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
</tr>
</thead>
<tbody>
<tr>
<td>Machiavellianism (1) Макіавеллізм (1)</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Narcissism (2) Нарцисизм (2)</td>
<td>.272**</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Psychopathy (3) Психопатія (3)</td>
<td>.461**</td>
<td>.112</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Money Obsession (4) Грошова одержимість (4)</td>
<td>.203*</td>
<td>.234**</td>
<td>.162</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Power (5) Власть (5)</td>
<td>.646**</td>
<td>.201*</td>
<td>.199*</td>
<td>.212*</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thrift (6) Економність (6)</td>
<td>-.089</td>
<td>-.313**</td>
<td>-.78</td>
<td>.058</td>
<td>-.083</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Inappropriate Money Behavior (7) Недекватна поведінка з грошима (7)</td>
<td>-.178</td>
<td>.269**</td>
<td>.232*</td>
<td>.494**</td>
<td>-.386**</td>
<td>.103</td>
<td>1</td>
</tr>
</tbody>
</table>

Note. * $p < .05$; ** $p < .01$.

Примітки. * $p < .05$; ** $p < .01$. 

Oleh Zarichanskyi

(ШГУП) (Сімків, 2012), яка дає можливість дослідити чотири типи грошових переконань та поведінки: грошова одержимість, влада, економність, неадекватна поведінка з грошима.

Статистичне аналізування. Кількісна обробка даних здійснена із застосуванням статистичного пакету IBM SPSS Statistics 20, кореляційного та множинного регресійного аналізу.

Результати

Результати аналізу за короткою шкалою “темної тріади” та шкали грошових уявлень та поведінки наведено в табл. 1.

Розглядаючи середні значення за показниками методики "Шкала грошових переконань та поведінки", можна констатувати, що показники грошової одержимості та влади більш виражені. Це показник тривоги та хвилювання про своє фінансове становище, що гроші – це єдине, на що можна розраховувати, і вони можуть вирішити всі проблеми. Це засіб, за допомогою якого можна впливати на інших людей та досягати такою поведінкою власних цілей. Серед показників “темної тріади” найбільш значення має макіавеллізм, як раніше було визначено, макіавеллісти часто маніпулюють іншими заради особистої вигоди, нехтуючи благополуччям інших.
According to the results of the multiple regression analysis, the most frequent predictor of the components of monetary attitude and monetary behavior is narcissism. At the same time, higher narcissism leads to an increase in money obsession and the use of power/force to manipulate others.

The indicator “Power” and “Inappropriate Money Behavior” has psychopathy as a predictor. The characteristics of psychopathy – impulsivity, irresponsibility and recklessness exacerbate inadequate behavior, which is reflected in an individual’s attitude to money as a means of gaining control over others. Money also provides them with a sense of personal superiority and significance. Simultaneously, the propensity of psychopaths for uncontrolled spending or making purchases solely because they are fashionable or prestigious provokes an irresponsible attitude towards others. Narcissism and Machiavellianism

| Scales | Money Obsession | | | Power | | |
|--------|-----------------|-----------------|-----------------|-----------------|
|        | Грошова одержимість | | | Влада | | |
| Machiavellianism | .181 | 2.031 | .04 | .278 | 3.264 | .001 |
| Narcissism | .201 | 2.385 | .04 | .249 | 2.495 | .04 |
| Psychopathy | -.139 | -1.561 | .121 | -.266 | -3.115 | .002 |

| R² | .03 | 0.12 |
| F | 4.126; p=.44 | 9.182; p=.001 |

Note: β – Standardized regression coefficient; t – Student’s t-test; p – Significance level; R² – Coefficient of multiple determination; F – Fisher’s test.

are predictors of "Money obsession" and "Power". Traits of narcissism and Machiavellianism reinforce the egocentrism and manipulativeness of an individual for the achievement of personal goals using cunning means (including corruption schemes) and without considering the interests of others.

Discussion

There is a lack of research on the psychological mechanisms linking the "Dark Triad" traits to financial anxiety and the propensity for corrupt behavior. Therefore, in our opinion, among the factors capable of predicting corrupt intentions, the following can be identified: the factor of power, personality traits of a corrupt individual (egocentrism, lack of guilt, etc.), moral traits (manipulativeness, propensity to use others to achieve personal goals), and characteristics of self-esteem (negative self-esteem or a sense of guilt).

It should be noted that there are statistically significant correlations of Machiavellianism with the indicators of the "Power" scale at the level of p < .01 and "Money Obsession" (p < .05) (see Table 2). This can be explained by the fact that for Machiavellians, money is a means to influence others and thereby achieve their own goals. Machiavellians may use money as a tool of influence to control others, intimidate, and/or "buy" favor. This aligns with the findings of N. Schutte et al. (2001) regarding the inability of Machiavellians to effectively cope with stressful situations. This coincides with the findings of N. Schutte et al. (2001) regarding the inability of Machiavellians to effectively cope with stressful situations. Therefore, in our opinion, in order to reduce the pressure of a stressful situation, they tend to use money to calm anxious manifestations.

The narcissism indicator is significantly related to all indicators of the "Money Attitude and Behavior" scale with the "Money Obsession", "Thrift", and "Inappropriate Money Behavior" scales at the level of p < .01, and with the "Power" scale at the level of p < .05 (see Tabl. 2). Apparently, this suggests that narcissists use money to enhance their self-esteem by accumulating material wealth, luxury items, and status symbols. Money gives narcissists a sense of superiority.

regresiійний аналіз, покроковий (stepwise) метод. Як незалежні змінні розглядалися властию, що становлять "темну тріаду", а як залежні – показники шкали грошових переконань та поведінки. Було отримано чотири моделі регресії, три з яких були значущі при р < .05. Отримані моделі визначають дуже невеликий відсоток дисперсії від 1 до 12%. Тolerantність (>.8) та фактор інфляції дисперсії (<1.0) знаходяться в допустимому діапазоні, дані представлено у табл. 3.

За результатами множинного регресійного аналізу найчастішим предиктором складових грошових переконань та грошової поведінки є нарцисізм. При цьому більш високий нарцисізм призводить до підвищення грошової одержимості та застосування влади/сили задля маніпуляції іншими.

Показник "Влада" та "Ненадекватна поведінка з грошима" має за предиктора психопатію. Характеристики психопатії – імпульсивність, безвідповідальність та безрозсудність – посилюють нездатність поведінку, що відображається у ставленні людини до грошей як до засобу отримання контролю над іншими людьми. Гроші також забезпечують їм відчуття власної переваги та значущості. Водночас схильність психопа- тів до неконтрольованих витрат або покупок лише тому, що вони є модними чи статусними, проковує безвідповідальні ставлення до ото- чуючих. Нарцисізм і макіавеллізм є предик- торами "одержимості грошима" та "владою". Риси нарцисізму та макіавеллізму посилюють егоцентризм та маніпулятивність особистості для досягнення особистих цілей з використан- ниців з балованих засобів (у тому числі корупційних схем) та без урахування інтересів інших.

Дискусія

Дослідження психологічних механізмів, що пов’язують риси "темної тріади" з фінансовою тривогою та схильністю до корупційної поведінки, обмаль. Тож на нашу думку, серед чинників, що здатні передбачати корупційні наміри, можна використати фактор влади (сили), особистісні риси корумпованої особи- стості (egoцентризм, відсутність почуття провини та ін.), моральні риси (маніпулятивність, схильність використовувати інших для досягнення власних цілей) та характеристики самооцінки (негативної самооцінки чи відчуття провини).
over those who have less. It is interesting that the indicator “Thrift” has an inverse correlation (p < .01) with the narcissism traits; in our opinion, this indicates that money and material wealth reinforce their self-image. Therefore, it can be assumed that money for narcissists is a tool to appease the internal conflict between their real self and idealized self-conceptions, as noted by S. Hajhoseiny et al. (2019). It can be assumed that individuals with psychopathic traits may be more inclined towards impulsive, risky financial spending or even use others in financial manipulations, which confirms their propensity for antisocial behavior. In summary, power leads to self-assurance, resulting in enhanced self-esteem and a sense of inviolability. People may start ignoring objectively existing risks and moral principles, which allows them to commit a corrupt action with less resistance. Thus, power itself can significantly encourage corrupt behavior.

The absence of correlations between the indicators of the "Dark Triad" and "Thrift" (see Tabl. 3) is likely related to the fact that this type of financial behavior is based on self-control, the ability to rely on oneself, a sense of duty to oneself and others. A person with characteristics of the "Dark Triad" is more likely to orient towards their own desires rather than to consider the opinions of others. Economical behavior would be atypical for an individual with high narcissism, focused on oneself and one’s interests, as well as for a person with high Machiavellianism, who uses others to achieve their goals. Similarly, psychopathic traits such as impulsivity and irresponsibility do not contribute to economical behavior. It should be noted that within specific personality characteristics, studies by B. Connelly and D. Ones (2008) have repeatedly shown that corrupt behavior is most commonly found in individuals with higher levels of extraversion and neuroticism. In psychological terms, this indicates a general tendency to intensely experience negative emotions (such as anger, disappointment, jealousy, etc.), internal vulnerability, and a sense of personal inferiority, leading to more frequent manifestations of corrupt behavior. Inner insecurity or inferiority, as argued by E. Fromm (1976), is often compensated by a desire for power and success. Since the need
for power is extremely high (stemming from neuroticism) and crucial for maintaining self-esteem, individuals are more willing to overstep moral boundaries and exhibit corrupt behavior.

All these factors come together in specific characteristics described by the term “Dark Triad”, which, as mentioned earlier, includes three antisocial symptoms closely related to exceeding social norms. As other studies (Vranka et al., 2018) indicate, individuals prone to bribery are characterized by a desire to manipulate others, deceive them for personal gain, and perceive a sense of superiority over others. If a person lacks internal moral restraint, they may more easily violate laws and ethical norms. If corruption is perceived in the environment as acceptable or even normal, it can encourage an individual to adhere to such a collective "standard". The aforementioned factors may interact with cultural, social, and economic components, determining to what extent a specific person may be inclined to corrupt behavior. Counteracting corruption includes raising ethical standards, strengthening the justice system, and increasing accountability for corrupt actions.

Each trait of the Dark Triad may have a unique set of features, but all three traits also have something in common. As D. Jones demonstrated (2013) in his research, all three traits are associated with a desire to gain profit at the expense of others. Thus, the Dark Triad can provoke or amplify manifestations of corrupt behavior. For example, H. Goldberg et al. (1978), studying monetary behavior, indicate that individuals for whom money symbolizes power believe that they can buy people's favor and control them. These individuals can be categorized into three types: "manipulators" (manipulating people allows them to feel less helpless and frustrated, not to worry about deceiving people), "empire builders" (who deny their dependence on others and seek to make others dependent on them), and "godfathers" (use money for bribes and control, ensuring their own satisfaction). This typology, in our opinion, aligns with the characteristics of the Dark Triad. Machiavellianism is defined by a strategic and cunning approach to achieving goals, even if it involves using manipulation and deceptive methods. Narcissism is characterized by...
egocentrism, a need for recognition, and inflated self-esteem. Psychopathy includes high impulsivity, indifference, a lack of empathy, and the potential display of antisocial behavioral traits.

Thus, aspects of financial behavior and traits of the Dark Triad are associated, to some extent, with a propensity for corrupt behavior. Specifically, individuals with pronounced Machiavellianism are more inclined towards financial strategies and actions that allow them to achieve their material goals, even if it involves manipulation or using others. Narcissists have ambitious aspirations for material well-being and spend money on items that enhance their self-image. Psychopaths are more prone to risky financial decisions, impulsive spending, or even financial manipulation, also due to a lack of empathy and the ability to exploit others. It is important to consider that these characteristics may manifest themselves to varying degrees in specific individuals, and not everyone will exhibit such behavior. Additionally, other factors, such as environment and upbringing, as convincingly demonstrated in a series of studies (Popovych et al., 2022a; 2022b), also influence personality formation and behavior.

Conclusions

The social, psychological, and personality factors influencing corrupt behavior create a complex mosaic. Our research has allowed us to outline a range of factors associated with corrupt behavior. Maladaptive moral disorder, where individuals with lower levels of moral norms and a lack of internal constraints may be more prone to corrupt actions. Individuals with a strong need for control over others may be inclined to exploit their position for personal gain and additional control.

Empirical research has enabled analysis of the psychological mechanism underlying the correlation between Dark Triad traits and types of money attitudes associated with financial anxiety and susceptibility to corrupt behavior.

Correlational analysis revealed that for Machiavellians, money serves as a tool for manipulation, control, and influence over others, enabling them to achieve their own goals.
Narcissists tend to use money as a means to boost their self-esteem through accumulation, which gives a sense of power and status. Individuals with psychopathic traits show a propensity for antisocial behavior, which may manifest itself in financial games and the exploitation of others in financial manipulations.

The conducted analysis has established the correlation between the traits of Machiavellianism, narcissism, psychopathy, and financial behavior. Specifically, narcissism and Machiavellianism predict a tendency towards financial enrichment and the use of power. These traits obviously reinforce egocentrism and manipulative behavior, allowing individuals to disregard moral principles and engage in corrupt schemes. It is noteworthy that the research focuses on a propensity for corrupt behavior. This underscores the fact that sociocultural, economic, and situational variables can interact with psychological variables, creating conditions under which any individual may choose a different behavioral direction.

The conducted research reveals only a small part of the broad spectrum of psychological mechanisms influencing the propensity for corrupt behavior. It appears promising to identify the psychological processes underlying different types of corrupt behavior and developing a psychodiagnostic complex to determine the processes that motivate individuals to engage in corrupt actions.

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інших. Важливо враховувати, що ці особливості можуть виявлятися в різній мірі у конкретних людей, і не всі вони будуть демонструвати таку поведінку. Також слід зазначити, що інші чинники, такі як сексуальне насильство та виковання, як переконливо показано у низці праць (Poropatych et al., 2022a; 2022b), теж впливають на формування особистості та поведінки.

Висновки
Соціальні, психологічні та особистісні чинники, що впливають на корупційну поведінку, створюють складну мозаїку. Наše дослідження дозволило оцінити низку чинників, які пов’язані з корупційною поведінкою. Дезадаптований моральний розлад, при якому особи зі зниженим рівнем моральних норм і відсутністю внутрішніх обмежень можуть бути більше схильними до корупційних дій. Особи, які мають велику потребу в контролі над оточуючими, можуть бути схильні використовувати своє становище для особистої вигоди та здобуття додаткового контролю.

Емпіричне дослідження дозволило проаналізувати психологічний механізм, який лежить в основі зв‘язку між рисами темної тріади та типами грошових настанов, що пов’язані з фінансовою тривогою та схильністю до корупційної поведінки. Кореляційним аналізом з’ясовано, що для макіавеллістів гроші – це інструмент маніпулювання, керування та впливу на інших, який дозволяє досягати власної мети. Нарциси схильні використовувати гроші як засіб для підвищення власної самооцінки, через накопичення, що дає відчуття влади та статусності. В осіб з рисами психопатії присутня схильність до антисоціальної поведінки, що може проявлятися у фінансових іграх та використанні інших у фінансових маніпуляціях.

Проведене аналізування дозволило встановити відношення між рисами макіавеллізму, нарцисму і психопатії та грошової поведінки. Так, нарцисизм і макіавеллізм дозволяють прогнозувати схильність до грошового збагачення та використання влади. Ці риси, вочевидь, посилюють егоцензм і маніпулятивну поведінку, що дозволяє нехтувати моральними настановами та використовувати корупційні схеми. Наявність виражених рис психопатії дозволяє прогнозувати схильність до ризикованих фінансових рішень або фінансових маніпуляцій із використанням


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