

## عنوان مقاله:

Prediction of manipulation as a core part of social intelligence through selected personality traits in the context of businessarea

## محل انتشار:

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## خلاصه مقاله:

The current research paper aimed to analyze the manipulation which is a core part of social intelligence through verification of predictive power personality traits, namely extraversion, agreeableness, conscientiousness, neuroticism, and openness to experience. The research sample consisted of 172 respondents, 84 men and 88 women of age between 23 to 57 (average age was 32, 47 and standard deviation was 8,197) working in business area. The aim of the study was to analyze the predictive power of selected personality traits to manipulation. The research data were collected through NEO- Five Factor Inventory which measured the level of extraversion, agreeableness, aonscientiousness, neuroticism, and openness to experience by Costa and McCrae in Slovak translation by Hřebíčková and Urbánek (2001) and MESI questionnaire which measured the level of manipulation by Frankovský and Birknerová (2014). Based on the confirmed aspects it was concluded that extraversion, openness to experience, and agreeableness have significant predictive power in predicting manipulation. Conscientiousness and neuroticism do not have significant predictive power in predicting manipulation

## کلمات کلیدی:

Manipulation, Personality Traits, Business Area

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