

CONTENTS

<i>Preface</i>	<i>vii</i>
1 What makes a Machiavellian?	1
2 Motives and consequences	16
3 Personality	30
4 Dark Triad	44
5 Development, socialisation, life history	53
6 Communication	68
7 Emotional coldness	75
8 Emotional intelligence and empathy	82
9 Mind reading	93
10 Flexibility	105

vi Contents

11	Decision rules and neural mechanisms	116
12	Evolutionary origins	127
	<i>Bibliography</i>	145
	<i>Index</i>	155