

Power motivations and risk sensitivity and tolerance.

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Abstract

In the present research, we sought to examine through two experiments the interaction between power motives (dominance, prestige, and leadership) and risk taking behaviors. In study 1 we discovered that individuals high in dominance power motive were more likely to engage in financial, ethical and health and safety based risk situations.

Keywords: keywords

Table 1

*Fixed Effects: DoPL * General Risk*

Parameter	Estimate	Est.Error	CI (95%)
Intercept	0.26	0.12	0.02 - 0.5
Dominance	0.26	0.10	0.07 - 0.46
Gender	-0.55	0.16	-0.87 - -0.23

Note. The above represents fixed effects, confidence intervals low and high for a basic bayesian model of Dominance, Prestige, and Leadership predicting general risk preference. Matching signs for confidence intervals is displayed in the table.

The authors made the following contributions. Ithurburn, Andrew: ; Moore, Adam: Writing - Review & Editing, Supervision.

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Table 2*DOSPERT and DoPL Interaction: Experiment 1*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Recreation Preference * Intercept	0.33	0.12	0.11 - 0.56
DOSPERT Ethical Preference * Dominance	0.42	0.08	0.26 - 0.58
DOSPERT Financial Preference * Dominance	0.22	0.08	0.06 - 0.38
DOSPERT Social Preference * Dominance	0.24	0.08	0.07 - 0.4
DOSPERT Social Preference * Gender	-0.39	0.18	-0.75 - -0.03
DOSPERT Health And Safety Preference * Dominance	0.37	0.08	0.21 - 0.53
DOSPERT Recreation Preference * Dominance	0.47	0.08	0.32 - 0.62
DOSPERT Recreation Preference * Gender	-0.70	0.17	-1.03 - -0.38
DOSPERT Recreation Preference * Age	0.22	0.09	0.06 - 0.39

Note. Fixed effect results of Dominance, Prestige, and Leadership with gender interactions predicting each of the individual Domain Specific Risk Taking (DOSPERT) domains.

Table 3*DOSPERT Benefit and Perception: Experiment 1*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Risk Likelihood * Intercept	0.25	0.11	0.03 - 0.47
DOSPERT Risk Perception * Intercept	-0.25	0.13	-0.5 - -0.01
DOSPERT Risk Benefit * Intercept	0.26	0.12	0.01 - 0.5
DOSPERT Risk Likelihood * Dominance	0.41	0.09	0.23 - 0.59
DOSPERT Risk Likelihood * Gender	-0.50	0.15	-0.8 - -0.21
DOSPERT Risk Perception * Dominance	-0.28	0.10	-0.49 - -0.08
DOSPERT Risk Perception * Gender	0.45	0.17	0.12 - 0.77
DOSPERT Risk Benefit * Dominance	0.26	0.10	0.08 - 0.46
DOSPERT Risk Benefit * Gender	-0.57	0.16	-0.88 - -0.27

Note. Fixed effect results of Dominance, Prestige, and Leadership with gender interactions predicting the perceptions and benefits of risk.

Table 4*DOSPERT Benefit and Perception: Experiment 1*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Risk Likelihood * Dominance	0.65	0.13	0.39 - 0.91
DOSPERT Risk Likelihood * Gender	-0.48	0.15	-0.77 - -0.19
DOSPERT Risk Likelihood * Dominance : Gender	-0.49	0.18	-0.84 - -0.14
DOSPERT Risk Perception * Dominance	-0.30	0.15	-0.6 - -0.02
DOSPERT Risk Perception * Gender	0.44	0.16	0.12 - 0.77
DOSPERT Risk Benefit * Dominance	0.40	0.14	0.13 - 0.68
DOSPERT Risk Benefit * Gender	-0.56	0.16	-0.88 - -0.25

Note. Fixed effect results of Dominance, Prestige, and Leadership with gender interactions predicting the perceptions and benefits of risk.

Table 5*General Risk * DoPL: Experiment 2*

Parameter	Estimate	Est.Error	CI (95%)
Intercept	0.75	0.19	0.38 - 1.11
Dominance	0.33	0.08	0.17 - 0.49
Age	-0.02	0.01	-0.04 - -0.01

Note. Fixed effect results of Dominance, Prestige, and Leadership with gender interactions predicting general risk preference.

Table 6*DOSPERT Risk Likelihood and Benefit Mediation: Experiment 2*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Risk Likelihood * DOSPERT Risk Benefit	0.54	0.05	0.44 - 0.63
DOSPERT Risk Likelihood * PNI	0.16	0.04	0.07 - 0.24
DOSPERT Risk Benefit * PNI	0.21	0.05	0.11 - 0.31

Note. Fixed effect results of Narcisism as a mediation in a model predicting risk likelihood through risk benefit.

Table 7*DOSPERT Risk Likelihood and Benefit Mediation: Experiment 2*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Risk Likelihood * DOSPERT Risk Benefit	0.50	0.05	0.4 - 0.6
DOSPERT Risk Likelihood * PNI	0.11	0.05	0.02 - 0.2
DOSPERT Risk Likelihood * Dominance	0.16	0.05	0.05 - 0.26
DOSPERT Risk Benefit * PNI	0.12	0.05	0.02 - 0.23
DOSPERT Risk Benefit * Dominance	0.24	0.06	0.12 - 0.36

Note. Fixed effect results of Narcisism and Dominance as a mediation in a model predicting risk likelihood through risk benefit.

Table 8*DOSPERT Risk Likelihood and Benefit Mediation: Experiment 2*

Parameter	Estimate	Est.Error	CI (95%)
DOSPERT Risk Likelihood * DOSPERT Risk Benefit	0.50	0.05	0.41 - 0.6
DOSPERT Risk Likelihood * Dominance	0.16	0.05	0.06 - 0.27
DOSPERT Risk Likelihood * PNI	0.10	0.05	0.02 - 0.19
DOSPERT Risk Benefit * PNI	0.12	0.05	0.02 - 0.23
DOSPERT Risk Benefit * Dominance	0.24	0.05	0.13 - 0.35
Dominance * PNI	0.48	0.05	0.37 - 0.58

Note. Fixed effect results of Narcisism and Dominance as a mediation in a model predicting risk likelihood through risk benefit.

Table 9

General Correlation Matrix / Experiment 2

Parameter	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
DoPL	0.26**	0.20*	0.21*	0.27**	0.19*	0.27**	0.27**	2.51E-03	0.41***	0.38***	0.24**	0.38***	0.73***	0.73***	0.73***	1
Dominance	0.26**	0.31***	0.23**	0.20*	0.14	0.29***	0.25**	-0.12	0.42***	0.18	5.10E-03	0.13	0.27**	0.37***	1	
Prestige	0.22**	0.07	0.16	0.26**	0.20*	0.18*	0.22**	0.13	0.31***	0.38***	0.43***	0.45***	0.36***	1		
Leadership	0.13	0.05	0.08	0.17	0.09	0.14	0.12	0.02	0.19*	0.31**	0.16	0.29**	1			
UMS	0.15	-3.31E-03	0.14	0.17	0.22**	0.05	0.16	0.23**	0.23**	0.95***	0.76***	1				
UMS Intimacy	0.06	-0.07	0.06	0.1	0.11	-0.04	0.07	0.26**	0.06	0.53***	1					
UMS Affiliation	0.17	0.03	0.15	0.18*	0.24**	0.09	0.18*	0.19*	0.28**	1						
DOSPRT Risk Likelihood	0.59***	0.49***	0.55***	0.55***	0.46***	0.55***	0.58***	-0.17	1							
DOSPRT Risk Perception	-0.09	-0.34***	-0.19*	-0.01	8.61E-04	-0.16	-0.05	1								
DOSPRT Risk Benefit	1.00***	0.82***	0.86***	0.84***	0.88***	0.87***	1									
DOSPRT Ethical Preference	0.88***	0.75***	0.77***	0.65***	0.69***	1										
DOSPRT Financial Preference	0.87***	0.67***	0.68***	0.67***	1											
DOSPRT Social Preference	0.84***	0.59***	0.69***	1												
DOSPRT Health/Safety Preference	0.87***	0.69***	1													
DOSPRT Recreation Preference	0.83***	1														
DOSPRT General Preference	1															

Note. * denotes significance level. 1 = DOSPRT General Preference, 2 = DOSPRT Recreation Preference, 3 = DOSPRT Health/Safety Preference, 4 = DOSPRT Social Preference, 5 = DOSPRT Financial Preference, 6 = DOSPRT Ethical Preference, 7 = DOSPRT Risk Benefit, 8 = DOSPRT Risk Perception, 9 = DOSPRT Risk Likelihood, 10 = UMS Affiliation, 11 = UMS Intimacy, 12 = UMS, 13 = Leadership, 14 = Prestige, 15 = Dominance, 16 = DoPL

Table 10

General Correlation Matrix / Experiment 2

Parameter	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
DoPL	0.27**	0.20*	0.21*	0.27***	0.19*	0.27**	-2.47E-03	-9.78E-03	0.03	0.03	-0.04	0.27**	0.22*	0.22**	0.19*	0.28
Dominance	0.26**	0.31***	0.23**	0.20*	0.14	0.29**	-0.02	-0.13	-0.08	-0.1	-0.20*	0.20*	0.30***	0.22**	0.15	0.27
Prestige	0.21*	0.07	0.16	0.26**	0.21*	0.17*	0.05	0.14	0.11	0.11	0.12	0.27**	0.13	0.18*	0.19*	0.20
Leadership	0.12	0.05	0.08	0.17	0.1	0.14	-0.03	-6.41E-03	0.06	0.08	8.96E-03	0.16	0.06	0.09	0.09	0.15
UMS	0.16	-2.16E-03	0.14	0.17	0.22*	0.06	0.11	0.23*	0.18*	0.22**	0.28**	0.17*	0.07	0.17	0.20*	0.1
UMS Intimacy	0.06	-0.07	0.07	0.09	0.11	-0.04	0.13	0.28**	0.17	0.22*	0.32***	0.11	0.02	0.09	0.09	8.10
UMS Affiliation	0.17*	0.03	0.15	0.17	0.24**	0.09	0.08	0.16	0.16	0.19*	0.21*	0.18*	0.08	0.18*	0.22*	0.13
DOSPERS Risk Likelihood	0.59***	0.48***	0.55***	0.55***	0.46***	0.54***	-0.22*	-0.17	-0.13	-0.06	-0.14	0.54***	0.48***	0.55***	0.47***	0.54
DOSPERS Risk Perception	-0.1	-0.34***	-0.19*	-8.90E-03	-1.32E-03	-0.16	0.81***	0.85***	0.88***	0.83***	0.88***	0.06	-0.1	-0.07	-0.07	-0.0
DOSPERS Risk Benefit	1.00***	0.82***	0.86***	0.84***	0.88***	0.87***	-0.12	-0.09	-0.07	0.09	-0.02	0.84***	0.88***	0.87***	0.88***	0.89
DOSPERS Ethical Likelihood	0.47***	0.40***	0.42***	0.39***	0.40***	0.47***	-0.06	-0.1	-0.05	0.02	-0.12	0.39***	0.40***	0.42***	0.40***	0.47
DOSPERS Financial Likelihood	0.59***	0.44***	0.48***	0.54***	0.49***	0.56***	-0.09	-0.06	-3.35E-03	-0.08	-0.03	0.54***	0.47***	0.49***	0.50***	0.58
DOSPERS HS Likelihood	0.51***	0.40***	0.59***	0.42***	0.43***	0.46***	-0.26**	-0.15	-0.24**	-0.08	-0.20*	0.40***	0.40***	0.56***	0.44***	0.44
DOSPERS Recreation Likelihood	0.45***	0.49***	0.43***	0.37***	0.30**	0.43***	-0.1	-0.24**	-0.1	-0.13	-0.14	0.37***	0.46***	0.43***	0.31***	0.42
DOSPERS Social Likelihood	0.84***	0.58***	0.68***	1.00***	0.67***	0.65***	-0.11	0.05	0.04	0.18	0.1	1.00***	0.66***	0.70***	0.66***	0.68
DOSPERS Ethical Benefit	0.89***	0.72***	0.76***	0.67***	0.72***	0.99***	-0.03	-0.09	-0.03	0.09	-0.09	0.68***	0.77***	0.78***	0.71***	1
DOSPERS Financial Benefit	0.88***	0.70***	0.69***	0.66***	1.00***	0.69***	-0.15	-0.08	-0.11	0.04	0.01	0.66***	0.75***	0.69***		
DOSPERS HS Benefit	0.88***	0.66***	0.99***	0.70***	0.70***	0.76***	-0.13	-0.11	-0.09	0.06	-0.04	0.70***	0.70***	1		
DOSPERS Recreation Benefit	0.88***	0.95***	0.69***	0.66***	0.75***	0.76***	-0.1	-0.16	-0.09	1.22E-04	-0.08	0.66***	1			
DOSPERS Social Benefit	0.84***	0.58***	0.68***	1.00***	0.67***	0.65***	-0.11	0.05	0.04	0.18*	0.1	1				
DOSPERS Ethical Perception	-0.06	-0.29**	-0.14	0.05	0.07	-0.23**	0.62***	0.73***	0.73***	0.67***	1					
DOSPERS Financial Perception	0.05	-0.19*	-0.03	0.12	0.12	-0.01	0.57***	0.66***	0.69***	1						
DOSPERS HS Perception	-0.1	-0.28***	-0.23**	-0.02	-0.05	-0.14	0.70***	0.67***	1							
DOSPERS Recreation Perception	-0.12	-0.44***	-0.20*	-7.75E-04	-0.03	-0.19*	0.60***	1								
DOSPERS Social Perception	-0.16	-0.27**	-0.22**	-0.20*	-0.1	-0.12	1									
DOSPERS Ethical Preference	0.88***	0.75***	0.77***	0.65***	0.69***	1										
DOSPERS Financial Preference	0.88***	0.68***	0.69***	0.67***	1											
DOSPERS Social Preference	0.84***	0.59***	0.69***	1												
DOSPERS HS Preference	0.87***	0.69***	1													
DOSPERS Recreation Preference	0.83***	1														
DOSPERS General Risk Preference	1															

Note. * denotes significance level. 1 = DOSPERS General Risk Preference, 2 = DOSPERS Recreation Preference, 3 = DOSPERS HS Preference, 4 = DOSPERS Financial Preference, 5 = DOSPERS Social Preference, 6 = DOSPERS Recreation Perception, 7 = DOSPERS Social Perception, 8 = DOSPERS Recreation Perception, 9 = DOSPERS HS Perception, 10 = DOSPERS Financial Perception, 11 = DOSPERS Recreation Benefit, 12 = DOSPERS HS Benefit, 13 = DOSPERS Financial Benefit, 14 = DOSPERS HS Benefit, 15 = DOSPERS Financial Benefit, 16 = DOSPERS Ethical Benefit, 17 = DOSPERS Social Benefit, 18 = DOSPERS Ethical Likelihood, 19 = DOSPERS Financial Likelihood, 20 = DOSPERS HS Likelihood, 21 = DOSPERS Ethical Likelihood, 22 = DOSPERS Risk Benefit, 23 = DOSPERS Risk Perception, 24 = DOSPERS Social Perception, 25 = Dominance, 26 = DoPL

Table 11

General Correlation Matrix / Experiment 2

Parameter	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Ethical Preference	0.68***	0.67***	0.42***	0.68***	-0.30***	0.18**	-0.05	-0.02	-0.14*	-0.1	0.02	0.33***	0.08	0.28***	0.56***	0.38***	1
Financial Preference	0.60***	0.68***	0.37***	0.68***	-0.09	0.05	0.02	0.06	-0.08	0.1	0.06	0.14*	0.23***	0.27***	0.25***	1	
Health and Safety Preference	0.71***	0.74***	0.44***	0.74***	-0.24***	0.15**	-0.02	0.02	-0.12*	0.01	-0.07	0.27***	0.28***	0.50***	1		
Recreational Preference	0.68***	0.70***	0.43***	0.70***	-0.23***	0.13*	0.05	0.09	-0.07	0.12*	-0.01	0.21***	0.38***	1			
Social Preference	0.43***	0.56***	0.22***	0.56***	0.08	0.27***	0.28***	0.27***	0.24***	0.32***	0.22***	0.09	1				
Dominance	0.33***	0.30***	0.35***	0.30***	-0.19***	0.47***	0.11*	0.13*	0.01	0.29***	0.30***	1					
Prestige	0.03	0.06	0.17**	0.06	0.05	0.45***	0.66***	0.62***	0.55***	0.46***	1						
Leadership	0.08	0.13*	0.14*	0.13*	0.07	0.29***	0.42***	0.40***	0.35***	1							
UMS Affiliation	-0.12*	-0.06	-0.09	-0.06	0.19***	0.34***	0.74***	0.56***	1								
UMS Intimacy	0.09	0.12*	0.21***	0.12*	0.03	0.27***	0.97***	1									
UMS Sum	0.04	0.08	0.14**	0.08	0.07	0.31***	1										
B-PNI	0.17**	0.22***	0.26***	0.22***	0.04	1											
Risk Perception	-0.58	-0.23***	-0.39***	-0.23***	1												
Risk Benefit	0.92***	1.00***	0.56***	1													
Risk Sum	0.62***	0.56***	1														
General Expected Benefits	0.92***	1															
General Risk Preference	1																

Note. * denotes significance level. 1 = General Risk Preference, 2 = General Expected Benefits, 3 = Risk Sum, 4 = Risk Benefit, 5 = Risk Perception, 6 = B-PNI, 7 = UMS Sum, 8 = UMS Intimacy, 9 = UMS Affiliation, 10 = Leadership, 11 = Prestige, 12 = Dominance, 13 = Social Preference, 14 = Recreational Preference, 15 = Health and Safety Preference, 16 = Financial Preference, 17 = Ethical Preference

Table 12*General Correlation Matrix / Experiment 2*

Parameter	1	2	3	4	5	6	7	8	9	10	11	12	13
Dominance	0.18**	0.15*	0.49***	0.30***	0.52***	0.30***	0.34***	0.44***	0.36***	0.46***	0.29***	0.30***	1
Leadership	0.30***	0.26***	0.51***	0.07	0.22***	0.04	0.05	0.12	0.48***	0.29***	0.46***	1	
Prestige	0.46***	0.38***	0.34***	0.16*	0.40***	0.19**	0.32***	0.32***	0.53***	0.45***	1		
B-PNI	0.65***	0.63***	0.48***	0.76***	0.79***	0.73***	0.74***	0.92***	0.80***	1			
Grandiosity	0.75***	0.79***	0.66***	0.42***	0.50***	0.34***	0.43***	0.51***	1				
Vulnerability	0.45***	0.41***	0.28***	0.82***	0.82***	0.84***	0.79***	1					
Contingent Self-Esteem	0.42***	0.33***	0.19**	0.56***	0.57***	0.55***	1						
Devaluing	0.35***	0.28***	0.14	0.58***	0.63***	1							
Entitlement Rage	0.42***	0.35***	0.35***	0.50***	1								
Hiding the Self	0.33***	0.37***	0.23***	1									
Exploitativeness	0.26***	0.24***	1										
Grandiose Fantasy	0.45***	1											
Self-Sacrificing and Self-Enhancement	1												

Note. * denotes significance level. 1 = Self-Sacrificing and Self-Enhancement, 2 = Grandiose Fantasy, 3 = Exploitativeness, 4 = Hiding the Self, 5 = Entitlement Rage, 6 = Devaluing, 7 = Contingent Self-Esteem, 8 = Vulnerability, 9 = Grandiosity, 10 = B-PNI, 11 = Prestige, 12 = Leadership, 13 = Dominance