DoPL

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Author Note

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Introduction

Throughout political history tyrants and despots have influenced great power over large swaths of land and communities. One common thread amongst these individuals are how they wield their great power, often through dominant tactics such as threats and political subversions. Recent history has shown with individuals like Donald Trump, Jair Bolsonaro, and Rodrigo Duterte who display authoritarian traits often wield their power through fear and threats of violence.

Dominance, Prestige, and Leadership orientation

Research in power desire motives have focused on three sub-domains: dominance, leadership, and prestige (Suessenbach, Loughnan, Schönbrodt, & Moore, 2019). Each of these thre different power motives are explanations as to different ways or methods that individuals in power sought power or were bestowed upon them.

Dominance The dominance motive is one of the more researched methods and well depicted power motives. Individuals with a dominance orientation display the more primal of human behavior. These individuals will seek power through direct methods such as asserting dominance, control over resources, or physically assaulting someone (Johnson, Leedom, & Muhtadie, 2012; Winter, 1993). D

Prestige

Leadership

Risk

DOSPERT

The present study

The present study sought to further our understanding of dominance, prestige, and leadership motivations in human decision-making. Furthering this, we seek to bridge the connection between risk taking behaviors, from diverse domains, and the dominance, prestige, and leadership orientations. Following the literature we predicted that participants that were high in dominance orientation would be more likely to not only engage in risky behaviors but praise the benefits of participating in those behaviors. Individuals with a prestige or leadership orientation. # Methods Participants were a convenience sample of 111 individuals from Prolific Academic's crowdsourcing platform (www.prolific.io). Prolific Academic is an online crowdsourcing service that provides participants access to studies hosted on third party websites. Participants were required to be 18 years of age or older and be able to read and understand English. Participants received £4.00, which is above the current minimum wage pro-rata in the United Kingdom, as compensation for completing the survey. The Psychology Research Ethics Committee at the University of Edinburgh approved all study procedures [ref: ####]. The present study was pre-registered along with a copy of anonymized data and copy of R code is available at (https://osf.io/s4j7y).

Materials

Demographic Questionnaire. In a demographic questionnaire administered prior to the main survey, participants were invited to respond to questions about their self-identified demographic characteristics such as gender, ethnicity, and ethnic origin.

Dominance, Prestige, and Leadership Orientation. The 18-item Dominance, Prestige, and Leadership scale [DoPL; Suessenbach, Loughnan, Schönbrodt, and Moore (2019)], is used to measure dominance, prestige, and leadership orientation. Each question corresponds to one of the three domains. Each domain is scored across six unique items

related to those domains (e.g., "I relish opportunities in which I can lead others" for leadership) rated on a scale from 0 (Strongly disagree) to 5 (Strongly agree). Internal consistency reliability for the current sample is $\alpha = 0.86$.

Domain Specific Risk-taking Scale (DOSPERT; Weber, Blais, and Betz (2002)) is a scale assessing individuals' likelihood of engaging in risky behaviors within 5 domain specific risky situations: financial ("Gambling a week's income at a casino."), social ("Admitting that your tastes are different from those of your friends"), recreational ("Trying out bungeeing jumpng at least once"), health and safety ("Engaging in unprotected sex"), and ethical ("Cheating on an exam") situations. Each risky situation is then rated on a five-point Likert scale (1 being very unlikely and 5 being very likely). Two additional five-point Likert scales assess risk perception and expected benefits (1 being not at all risky and 5 being extremely risky; 1 being no benefits at all and 5 being great benefits) respectively. Example risky situations are "Admitting that your tastes are different from those of a friend" and "Drinking heavily at a social function." Internal consistency reliability for the current samples for the 3 sub-domains are $\alpha = 0.85$, $\alpha = 0.90$, $\alpha = 0.92$ respectively.

Procedure

Participants were recruited via a study landing page on Prolific's website or via a direct e-mail to eligible participants (Prolific FAQ, 2018). The study landing page included a brief description of the study including any risks and benefits along with expected compensation for successful completion. Participants accepted participation in the experiment and were directed to the main survey (Qualtrics, Inc; Provo, UT) where they were shown a brief message on study consent.

Once participants consented to participate in the experiment they answered a series of demographic questions. Once completed, participants completed the Dominance,

Prestige, and Leadership Scale and the Domain Specific Risk-taking scale. The two scales were counterbalanced to account for order effects. After completion of the main survey, participants were shown a debriefing statement that briefly mentions the purpose of the experiment along with the contact information of the main researcher (AI). Participants were compensated £4.00 via Prolific Academic.

Data analysis

Demographic characteristics were analyzed using a multiple regression for continuous variables (age) and Chi-square tests for categorical variables (gender, race, ethnicity, ethnic origin, and education). Means and standard deviations were calculated for the relevant scales (i.e., DoPL and DOSPERT). All analyses were done using (R Core Team, 2021) along with (Stan Development Team, 2020) package.

*Note: discuss and explain the use of Bayesian Statistics

All relevant analyses were conducted in a Bayesian framework using the brms package (Bürkner, 2017) along with the rstan package (Stan Development Team, 2020)

Results

One hundred and eleven individuals completed the main survey. Of these individuals, 111 completed all sections without incomplete data and were therefore retained in most data analyses. In later analyses to account for outliers two participants had to be excluded from the dataset. Table 1 shows the demographic information for the participants. Average completion time for participants was 16M 49S($SD = 43.79$).

Preregistered Analyses

We first investigated DoPL orientation on general risk preference (Figure 1). General risk preference was anecdotally explained by dominance orientation, participant gender,

and participant age (see table 2).

Demographic and DoPL

All participants completed the dominance, leadership, and prestige scale (Suessenbach, Loughnan, Schönbrodt, and Moore (2019)). Empirically, men have generally been more dominance oriented in their behavior (citation). Following the literature, men tended to be more dominant oriented than women. The marginal posterior distribution of each parameter is summarized in Table #. Interestingly, older individuals tended to be more dominant oriented than younger individuals.

Domain Specific Risk-Taking

Interactions

When investigating dominance, prestige, and leadership motivations with domain specific risk-taking findings supported the common expectations in the literature. Table 5 shows the interactions with like CI values. Dominance overall explained the relationship of DoPL orientation and preference, specifically for ethical, financial, social, health and safety, and recreational preference. Participant age and gender also appeared to affect recreational preference.

Following these findings we investigated the effect of DoPL on general risk preference and found that dominance overall affected risk preference along with gender and age of the participant (Table 5). # Discussion

Limitations

Future Implications

References

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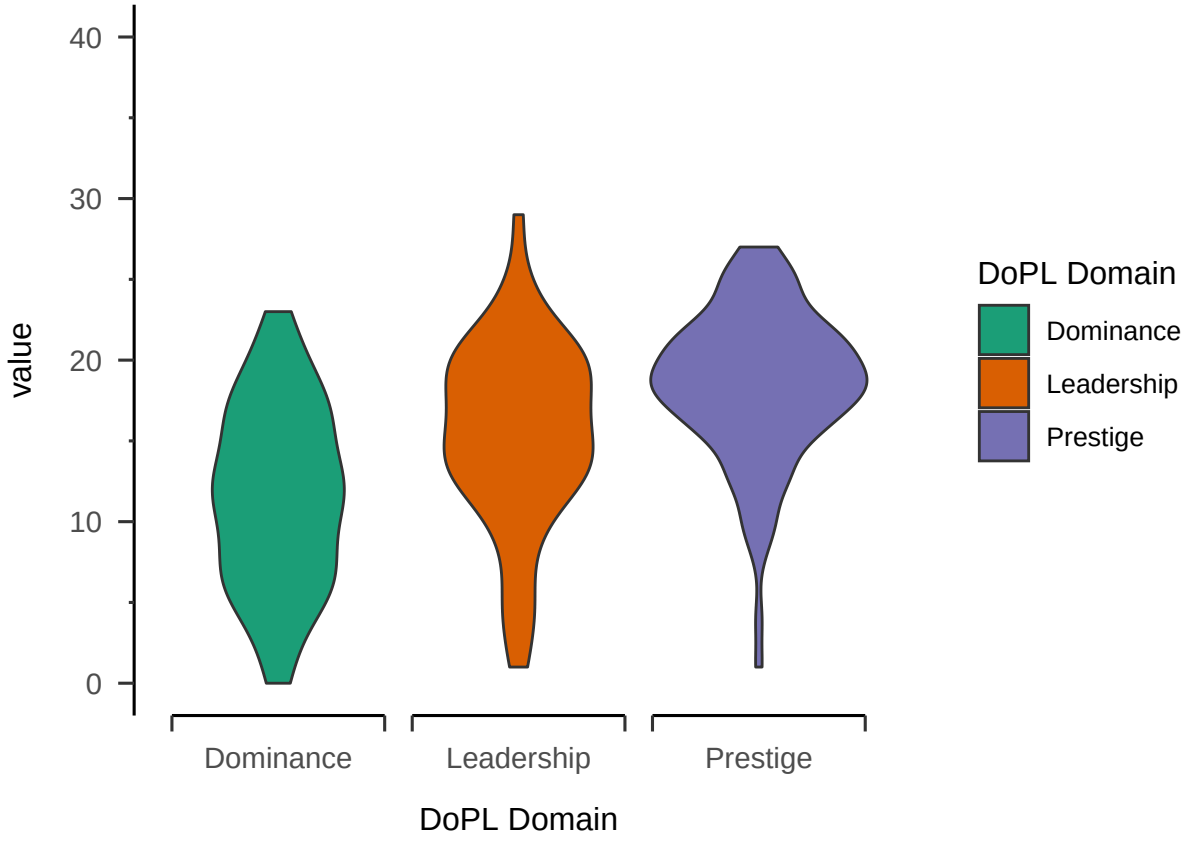
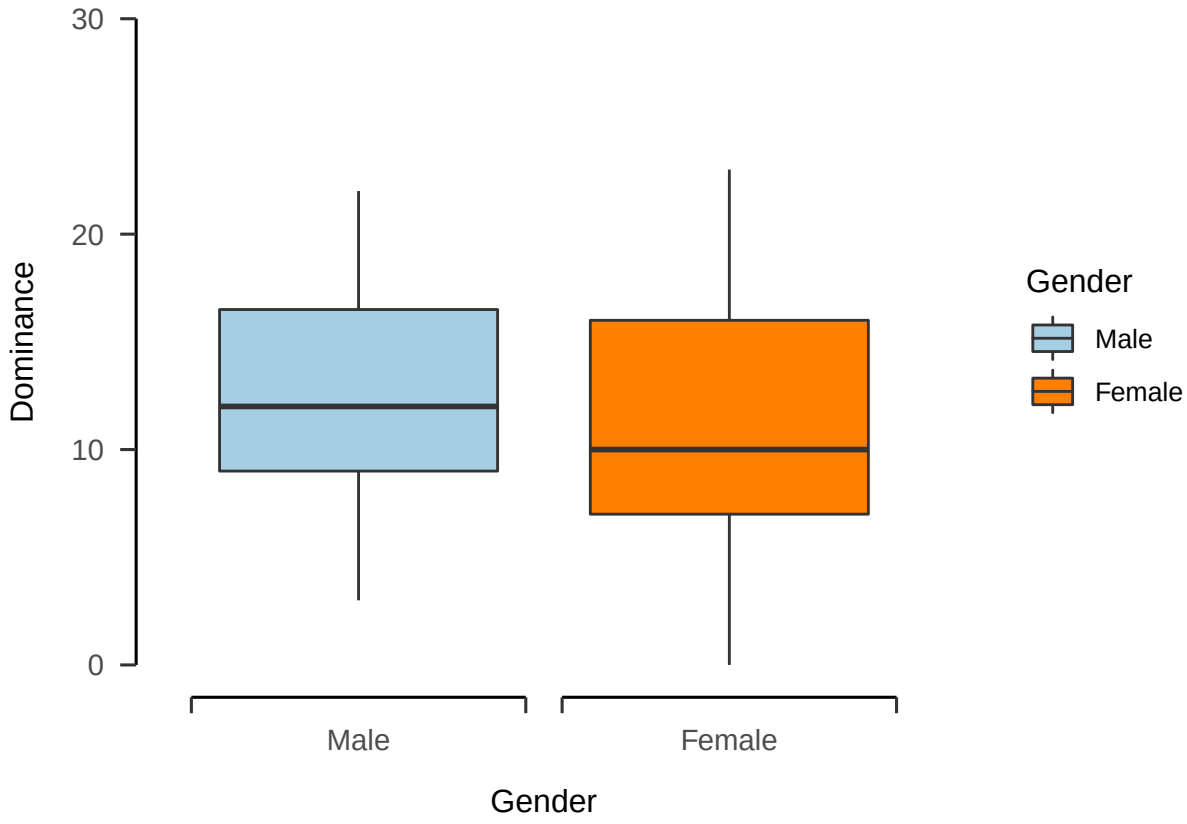
Figures and Tables





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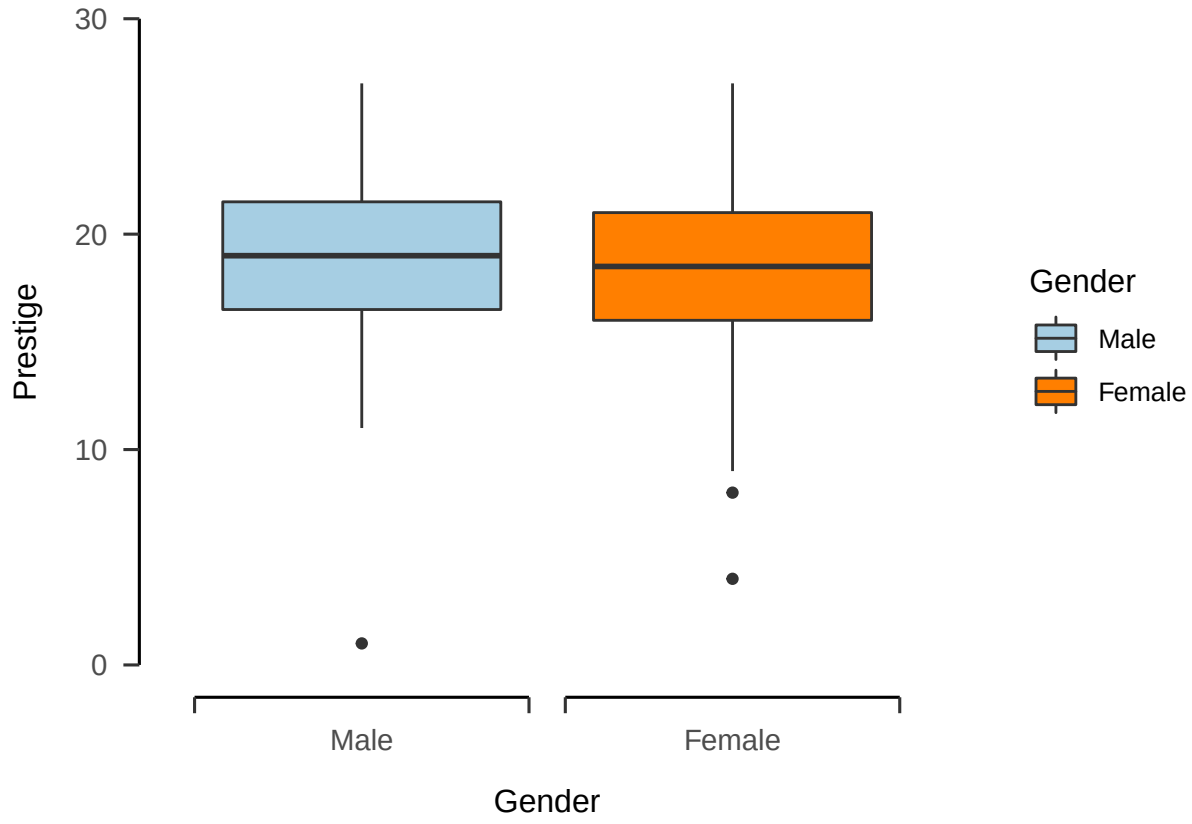

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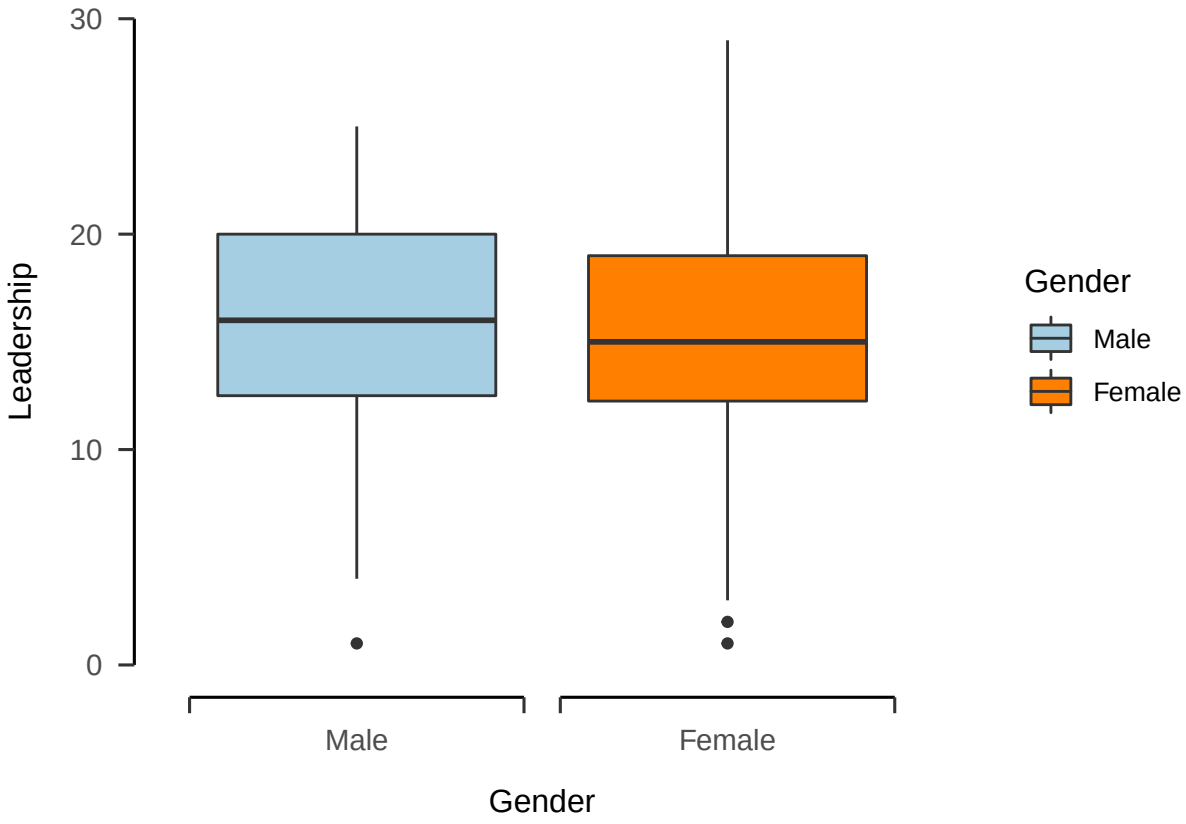

152

Table 1

Variables	
NA	n = 111
Age	
Mean (SD)	26.8 (9.2)
Median [Min, Max]	24 [18, 61]
Gender	
Female	54 (48.6%)
Gender Non-Binary	2 (1.8%)
Male	55 (49.5%)
Ethnicity	
Scottish	2 (1.8%)
English	10 (9.0%)
European	77 (69.4%)
Latin American	2 (1.8%)
Asian	6 (5.4%)
Arab	0 (0.0%)
African	8 (7.2%)
Other	6 (5.4%)
Prefer not to respond	0 (0.0%)
Education	
Primary School	4 (3.6%)
GCSes or Equivalent	8 (7.2%)
A-Levels or Equivalent	32 (28.8%)
University Undergraduate Program	44 (39.6%)
University Postgraduate Program	21 (18.9%)
Doctoral Degree	1 (0.9%)

Table 2

Parameter	CI	CI_low	CI_high
b_Intercept	0.95	1.37	5.81
b_dominanceSum	0.95	1.07	4.91
b_leadershipSum	0.95	-3.88	-0.02
b_Gender1	0.95	-4.95	-1.09
b_Age	0.95	-4.80	-0.96

Table 3

	Estimate	Est.Error	Q2.5	Q97.5
Intercept	3.62	1.13	1.41	5.86
dominanceSum	3.00	0.99	1.08	4.93
prestigeSum	0.09	0.99	-1.84	2.02
leadershipSum	-1.91	0.98	-3.85	0.02
Gender1	-3.02	0.99	-4.95	-1.08
Age	-2.86	0.99	-4.78	-0.93

Table 4

Parameter	CI	CI_low	CI_high
b_ethicalPreference_Intercept	0.95	2.85	4.42
b_ethicalPreference_dominanceSum	0.95	0.61	1.71
b_financialPreference_Intercept	0.95	7.50	9.67
b_financialPreference_dominanceSum	0.95	0.14	1.59
b_socialPreference_Intercept	0.95	8.34	11.67
b_socialPreference_dominanceSum	0.95	0.60	2.87
b_healthAndSafetyPreference_Intercept	0.95	4.65	6.59
b_healthAndSafetyPreference_dominanceSum	0.95	0.41	1.77
b_recreationalPreference_Intercept	0.95	0.95	2.48
b_recreationalPreference_dominanceSum	0.95	0.66	1.74
b_recreationalPreference_Gender1	0.95	-1.83	-0.47
b_recreationalPreference_Age	0.95	0.06	0.87