

The Dark Triad and Nascent Entrepreneurship: An Examination of Unproductive versus Productive Entrepreneurial Motives

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Resumen

This study examined relationships of the dark triad personality characteristics (i.e., narcissism, psychopathy, and Machiavellianism) with entrepreneurial intentions and motives. Results from samples of business undergraduates (N=508) and MBA students (N=234) found narcissism to be positively related to entrepreneurial intentions. In addition, results from subgroups of business undergraduates and MBA students high in entrepreneurial intentions (i.e., early-stage nascent entrepreneurs) indicated differences in motives for engaging in the startup process. Specifically, we found all facets of the dark triad to be positively associated with unproductive entrepreneurial motives, and observed differential associations of the dark triad characteristics with productive entrepreneurial motives.

Palabras clave

KeyWords Plus: DISPOSITIONAL POSITIVE AFFECT; LIFE-HISTORY THEORY; VENTURE PERFORMANCE; PERSONALITY-TRAITS; SOCIAL-EXCHANGE; DIRTY DOZEN; INDIVIDUAL-DIFFERENCES; STATISTICAL CONTROL; CONTROL VARIABLES; FIRM PERFORMANCE