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we learn about le	eadership and hum	an psychology?	

Have you ever heard of the term Machiavellianism? It refers to an attitude that justifies any means to achieve its ends with cynical indifference to morality or ethics. It is also counted as one of the "Dark Triad" traits, alongside narcissism and psychopathy. This term comes from Niccoló Machiavelli, a 16th-Century Florentine political philosopher. His bad reputation is largely attributed to one of his books called *The Prince*, a political treatise on how a ruler can effectively acquire and maintain political power. Let us have a look at some of the notorious quotes. "To maintain the state, it is often necessary to carry out actions against faith, humanity, and religion." "Whether or not a ruler can maintain his state comes from cruelties badly used or well used." "A prince can be more merciful with a few examples of cruelty than those with too much mercy that allow disorder to continue." The Prince contains a lot of such remarks that appear to lack morality, and some people may immediately find them disgusting. At the same time, his thought marked a pivotal turning point in the history of political philosophy that influenced later thinkers, and even today, his words are often cited in discussions of leadership. To what extent should we accept his opinions? How did he describe the world and humans in what context? What can we learn about leadership and human psychology?

Machiavellianism	マキャベリズム	attribute	~に帰する、~のせいにする
cynical	冷笑的な、皮肉な	treatise	論文、専門書
indifference	無関心、無頓着	notorious	悪名高い
ethics	倫理、倫理観	pivotal	重要な、転機となる
narcissism	自己愛		
psychopathy	サイコパス性		

In the 17th chapter of The Prince, it says, "Is it better for the prince to be <u>loved than feared</u>, or the reverse? <u>One would</u> want to be <u>both</u>, but because it is difficult to <u>put them</u> together, it is much safer to be feared than loved." He <u>meant that</u> a ruler who is loved but not feared cannot have an enough <u>grip on</u> power to maintain it. In times of peace, citizens express their loyalty to a <u>beloved</u> and respected ruler. However, Machiavelli wrote, "Generally, people are ungrateful, <u>fickle</u>, <u>pretenders</u> and <u>dissemblers</u>, <u>evaders</u> of danger, and <u>eager for gain</u>. People have less hesitation to <u>offend one</u> who they love than one who makes themselves feared. People are essentially wicked. Since love is <u>held</u> by a <u>chain of obligation</u>, it is broken at every opportunity <u>for its own utility</u>, but fear is held by a <u>dread of punishment that never forsakes you."</u> In short, a ruler has to <u>seize concrete control</u> over the citizens, and fear provides a more effective grip than love. Machiavelli <u>adds</u>, <u>though</u>, that the prince should not <u>earn</u> a <u>grudge from</u> people. "Being feared and not being hated can go together very well." When harm is necessary to <u>preserve</u> the state, a ruler <u>must act decisively</u> without fear of a bad reputation, and have to do it <u>all at once</u> so as not to repeat it and earn <u>hatred</u>. On the other hand, benefits should be done continuously and little by little since people easily <u>forget</u> a favor. "Anyway, the Prince doesn't have to acquire love, but should make himself feared and <u>avoid hatred</u>."

fickle	気まぐれな、移り気な	forsake	見捨てる、手放す
pretender	偽善者、ふりをする人	grudge	恨み、遺恨
dissembler	偽善者、取り繕う人	decisively	決断力を持って、きっぱりと
evader	回避する人	reputation	評判、名声
obligation	義務、責任	acquire	得る、習得する
dread	恐怖、強い不安	continuously	絶えず、継続的に

Machiavelli wrote, "It is not necessary for a prince	the good qualities
, necessary to appear to ha	ave them." He listed 5 qualities that
were generally considered virtues; merciful, faithful,	, honest, and religious. He
you have to be seen to have these qualities	es by the public, but you have to be
able to change to the r	necessary to maintain your power. "A
cannot faith, nor should he, wl	hen such observance
him, and the that made him promise	" A new prince, in
particular, sometimes has to exercise because h	nis, is unstable,,
a ruler has to appear virtuous, so he should take great care	e that nothing comes
that is against those five qualities	medieval Europe was a devout
Christian society, a ruler particularly had to appear pious,	he was always ready to
religious norms necessary. "Peo	ople in general judge more by their
eyes than by their hands." The number of people	a ruler interacts and speaks
directly is very small. Therefore, the public judges their le	eader only by the appearance and the
consequences. When the majority has established their	of the ruler, a
the truth have little room to Also, po	tential rebels will hesitate if they know
that killing the prince	As long as a ruler is
virtuous and maintains the state, the people will praise his	m,
character.	

Machiavelli wrote, "It is not necessary for a prince to have all the good qualities in fact, but it is indeed necessary to appear to have them." He listed 5 qualities that were generally considered virtues; merciful, faithful, humane, honest, and religious. He claimed that you have to be seen to have these qualities by the public, but you have to be able to change to the contrary whenever it is necessary to maintain your power. "A prudent lord cannot observe faith, nor should he, when such observance turns against him, and the causes that made him promise have been eliminated." A new prince, in particular, sometimes has to exercise cruelties because his rule is unstable. But, again, a ruler has to appear virtuous, so he should take great care that nothing comes out from his mouth that is against those five qualities. Given that medieval Europe was a devout Christian society, a ruler particularly had to appear pious, even though he was always ready to act against religious norms when necessary. "People in general judge more by their eyes than by their hands." The number of people with whom a ruler interacts and speaks directly is very small. Therefore, the public judges their leader only by the appearance and the consequences. When the majority has established their impression of the ruler, a few who know the truth have little room to intervene. Also, potential rebels will hesitate if they know that killing the prince would provoke public outrage. As long as a ruler is seen as virtuous and maintains the state, the people will praise him, regardless of his true character.

virtue	美徳、徳	devout	敬虔な、熱心な
contrary	反対の、逆の	pious	敬虔な、信心深い
observance	遵守、守ること	impression	印象
prudent	慎重な、用心深い	consequence	結果、影響
eliminate	取り除く、排除する	intervene	介入する、干渉する
unstable	不安定な、確固でない	outrage	憤慨、激怒

Machiavelli is often regarded as the	and	for his staten	nents in <i>the</i>
Prince, but does he really this	reputation? To	this question, v	ve need to
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the of him	this context.	, Machiavel	li
Marcus Aurelius, the 16th Roman Empe	eror	of Meditations,	Marcus
loved peace and philosophy, embraced _		d humility, and sincerely	·
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The Prince. Marcus the		_ father at the peak of t	he Roman
Empire. Machiavelli claims that Marcus	Aurelius is a e	xample to	to a
state that is already established and	_, but a new prince in a n	ew principality cannot _	
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to maintain control of a	conditions	isis	and the
ruler cannot expect			
human nature in the book is not a reflect			
of the political realities in which he was			

Machiavelli is often regarded as the <u>inventor of plots</u> and <u>conspiracies</u> for his statements in *the Prince*, but does he really deserve this notorious reputation? To examine this question, we need to take into account the context in which the book was written. Considering the backgrounds and the intentions of the text is important in reading any classics. Machiavelli wrote The Prince with a clear audience in mind: the Medici family, who had newly seized control of Florence. More generally, it was written for a new ruler who took territory and power from the existing lord. In other words, Machiavelli is discussing how to maintain control over a territory where the previous ruler's influence still lingers and the loyalty of the people has not been fully established. In some chapters of the Prince, he suggests the use of violence and cruelty, but we might get the wrong impression of him if we ignore this context. Conversely, Machiavelli praises Marcus Aurelius, the 16th Roman Emperor. Known as the author of Meditations, Marcus loved peace and philosophy, embraced generosity, integrity, and humility, and sincerely dealt with a series of political challenges. Simply put, he was exactly the opposite to the style of leadership in *The Prince*. Marcus <u>inherited</u> the <u>throne from his adoptive</u> father at the peak of the Roman Empire. Machiavelli claims that Marcus Aurelius is a glorious example to learn how to govern a state that is already established and firm, but a new prince in a new principality cannot imitate Marcus's actions. Different situations require different styles of leadership. The Prince explores how to maintain control of a state under unstable conditions where rebellion is imminent and the ruler cannot expect voluntary obedience of the public. If that is the case, the evil view of human nature in the book is not a reflection of Machiavelli's own pessimism, but rather a product of the political realities in which he was writing.

conspiracy	陰謀、共謀	humility	謙遜、謙虚さ
seize	奪取する、掌握する	sincerity	誠実さ、偽りのないこと
territory	領土、地域	imitate	模倣する、まねる
linger	残る、長引く	rebellion	反乱、反逆
loyalty	忠誠、忠義	imminent	差し迫った、すぐに起こりそうな
integrity	誠実、完全さ	pessimism	悲観主義、悲観的見方

Niccolò Machia	avelli is one of the	_ thinkers of the Renaissa	ance. The Renaissance was a cultural	L
movement that	no	t to God, but to human be	ings and the world itself. Previously	in
Europe,	knowledge	interpreting the B	Bible. However, people gradually	
then	mselves from the Bible and	for many reasor	ns, such as philosophy	_
from the Byzan	ntine Empire, the rise of ration	alism and realism through	n, and the	;
declining	of the Christian Churc	ch	Instead, they began to	
the	world through direct observat	tion and human reason, an	nd to	_
religious dogma	a. Geniuses like Machiavelli a	and Da Vinci were the	of such historical backgrou	ınds.
Political philose	ophy before Machiavelli discu	issed o	f states and rulers that actually didn'	t
exist. However,	, Machiavelli wrote, "My inte	ntion is to write something	g useful to	,
	more appropriate to go d	lirectly to the	of the thing than to the	
imagination of	it. Many have discussed gover	rnments that have never b	een exist	in
truth. However,	, how one actually lives is far	from how one should live	e, so those who only see the ideal and	l
	to the reality	no choice but to b	be" Thus, it is not that	
Machiavelli	aa	of human nat	ture; he simply tried to find out and	
accept the reali	ty, and offer techniques for	In oth	er words, a man of honesty and insig	;ht
just observed th	nings and humans as they were	e, and he only wrote	observed. He pol	itical
philosophy	religion and morality, and	d illusions abo	out governments and rulers. The Prin	ce
an imp	ortant milestone in the	of hu	mankind, leaving a significant influent	ence
on later philoso	ophers including Hobbes, John	Locke, and Jean-Jacques	s Rousseau.	

Niccolò Machiavelli is one of the representative thinkers of the Renaissance. The Renaissance was a cultural movement that <u>turned</u> its <u>attention</u> not to God, but to human beings and the world itself. Previously in Europe, <u>pursuit</u> of knowledge had long meant interpreting the Bible. However, people gradually distanced themselves from the Bible and theology for many reasons, such as Greek philosophy reimported from the Byzantine Empire, the rise of rationalism and realism through <u>commercial</u> <u>development</u>, and the declining <u>authority</u> of the Christian Church <u>due to plague and corruption</u>. Instead, they began to explore the world through direct observation and human reason, and ceased to expect answers from religious dogma. Geniuses like Machiavelli and Da Vinci were the products of such historical backgrounds. Political philosophy before Machiavelli discussed ideal portrayals of states and rulers that actually didn't exist. However, Machiavelli wrote, "My intention is to write something useful to whoever reads it, so it seems more appropriate to go directly to the effectual truth of the thing than to the imagination of it. Many have discussed governments that have never been seen or known to exist in truth. However, how one actually lives is far from how one should live, so those who only see the ideal and <u>turn a blind eye</u> to the reality <u>will have</u> no choice but to be <u>ruined</u>." Thus, it is not that Machiavelli preferred to promote a cruel view of human nature; he simply tried to find out and accept the reality, and offer techniques for <u>navigating it</u>. In other words, a man of honesty and insight just observed things and humans as they were, and he only wrote as he observed. He separated political philosophy from religion and morality, and shattered illusions about governments and rulers. The Prince marked an important milestone in the intellectual development of humankind, leaving a significant influence on later philosophers including Hobbes, John Locke, and Jean-Jacques Rousseau.

Renaissance	ルネサンス、文芸復興	effectual	実効的な、効果的な
theology	神学	imagination	想像力、空想
rationalism	合理主義	blind eye	見て見ぬふり
realism	現実主義	shatter	打ち砕く、壊す
dogma	教義、ドグマ	milestone	画期的な出来事、節目
portrayal	描写、描き出し		