

# MANIPULATIVE STRATEGIES, INTELLIGENT AND INTERPERSONAL RELATIONSHIP AS CORRELATES OF WOMEN PERSONALITIES

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**Abstract-** The study examined Manipulative strategies, Intelligent and Interpersonal relationship as correlates of women personalities within Ikenne Local government of Ogun state, Nigeria. It made use of random sampling of 300 participants. The age range of the respondents was between 18 years and 60 years with the mean age of 36.5 and standard deviation of 3.413. The ex-post factor research design was used. Twenty –one questions named Belief about Women Scale (BAS) by Snell (1997) was adapted with three sub scales were used in generating the data for the study. Data analysis involved the use of Analysis of Variance (Step Wise), multiple regressions (Step wise) and Pearson moment product correlation. The results indicated that women strength is positively correlated related to the three variables. Women personalities is positively correlated to intelligent ( $r=.493$ ;  $p < .05$ ); manipulative strategies ( $r=.473$ ,  $p < .05$ ) and interpersonal relationship ( $r=.569$ ,  $p < .05$ ); but intelligent is not found with correlation with interpersonal relationship ( $r=.021$ ;  $p > .05$ ), but a correlation with manipulative strategies ( $r = .467$ ,  $p < .05$ ). Also a manipulative strategy was found with no correlation. Also, there is a significant difference in the analysis of variance of the independent variables. Also, the three variables contribute 58.8% to the personality of Women strength. On the basis of this following, It is then suggested that:

1. Nigerian women are intelligent and sociable; hence they should be given opportunity to serve more.
2. Government should come out with plans to protect women right, so that they would not be abuse by men folks, but rather respect them for these attributes.

**Key words:** Manipulative strategies, Intelligent, Interpersonal relationship and women personalities.

## 1. Introduction

Over the past couple of decades, a considerable body of work has emerged that has found systematic differences in behavioral characteristics across gender. The basic hypothesis proposed by this literature is that men are more individually oriented (selfish) than women. (David, Raymond & Roberta, 1999). This has been demonstrated to be the case in a wide range of institutional contexts, through both experimental and survey-based studies. For example, women are more likely to exhibit 'helping' behavior (Eagly and Crowley, 1986); vote based on social issues (Goertzel, 1983); score more highly on 'integrity tests' (Ones and Viswesvaran, 1998); take stronger stances on ethical behavior (Glover et al, 1997; Reiss & Mitra, 1998); and behave more generously when faced with economic decisions (Eckel & Grossman, 1998).

Brems (1995) indicated three main groups or factors that could make women more vulnerable than men: biological, social, and psychosocial. The biological factors include: genes, reproductive-related events that clearly differentiate women and men such as premenstrual syndrome, menopause, climacteric, and postpartum syndromes. The social factors include: socioeconomic condition, social roles and social support, as well as the effects of discrimination. Finally, psychosocial factors are comprised of socialization and personality development, interpersonal violence, sexual harassment, rape, spousal abuse, and a history of childhood sexual abuse. These groups could be used to outline risk factors that make women more vulnerable to depression than men. There are studies which demonstrate that people expect physically attractive others to be more intelligent than physically less attractive others (Jackson, Hunter, & Hodge, 1995; Zebrowitz, Hall, Murphy, & Rhodes, 2002). Studies also show that people perceive beautiful others to possess a host of other desirable qualities (Eagly, Ashmore, Makhijani, & Longo, 1991; Feingold, 1992; Langlois et al., 2000). The concept of interpersonal power can be defined as the ability to influence another person to do or to believe something she or he would not have necessarily done or believed spontaneously (Johnson, 1978). Women have long been seen as using more indirect, that is devious, strategies to get their

way than have men. It is said that men debate and women manipulate. Support for this observation, however, cannot be based solely on a demonstrated sex difference because the issue of gender differences in power strategies is confounded with power inequality between the sexes (Adeoye & Raheem, 2010). Miller, 1976). Differences in the strategies women and men use to exert interpersonal influence, particularly with each other, may be more a function of power or status inequality than gender per se.

There has been divergent views about woman from the religious angle; Holy bible made it clear that women are created equal to men. Gen. 1:27 made it clear that “And God created man in His own image in the image of God He created him; Male and Female he created them”. With this it implies that both are equal, although the Eve (Female) was made from Adam ribs. Eve was given to Adam (male) as a helpmate. But God adds “Adam shall rule over her. History thus attested to the ongoing struggle between husband and wives. Outside the Bible, Hindus sees woman as being lower than men in the totem pole of reincarnation, Islam teaches that men stand superior to women (Sura 4:8) while Radical feminism undermines the basis for women right. It does not have absolute for believing in the equality of women.

Two cases of themes, biological and social psychological have tried to explain these gender difference in personality traits. The biological theories consider sex related differences are arising from innate temperament difference between the sexes. Buss (1995) opinioned that personality different will differ in domains in which they have faced different adaptive problems throughout evolutionary history. Examples of each include child birth experience pregnancy, lactations. It was concluded that all these basis something to contributes to women personality (Bernn baum, 1999) .Bererbain & Resnick (1992) suggest that sex difference in androgen during early development also affect interest, activities and aggressive. Social psychologists argued that most gender differences result from the adoption of gender role, which define appropriate conduct for men and women (Early, 1987).

However, men and women may have different experiences of giving and receiving support in social relationships. Social norms stipulate that women should give emotional support (Barbee, et al., 1993) and care for other family members who are ill or ageing (Braithwaite, 1990). Women’s emotional responsibility and care of their children is viewed as ‘natural’ to women and central to children's well-being in a way that men's care is not (eg. Bowlby, 1965; Kellerman & Katz, 1978) and demands for emotional work may be particularly high when children are young. This is also a time when gender divisions in housework and childcare are most marked (Belsky & Pensky, 1988). Our first hypothesis, then, is that in families with young children there is a gender division of emotional work and women do more than men.

The purpose of this study is, therefore, to build up on previous empirical research on women especially to analyzed some of their ability in terms of intelligent ,manipulative tendencies and inter personal relationship among women in the local government in Ogun state, Nigeria. Also, to established their combined and individual contribution to women personalities. Hence the following hypotheses were tested.

- A. There is no significant relationship between Manipulative strategies, Intelligent, Interpersonal relationship and women personalities
- B. There is no significant combine contribution of manipulative strategies, Intelligent and interpersonal relationship to women personality in Ogun state.
- C. There is no significant contribution of Manipulative strategies, Intelligent, Interpersonal relationship and women personalities to women personality.

## **2. Method**

### **A. Design**

The study adopted a descriptive survey of ex-post facto type because the variables being studied had occurred and cannot be manipulated by the Researchers.

### **B. Sample**

The population of the study consists of men and women in the Ikenne Local Government, Ogun state. Nigeria. The sample of the study comprises of 300 randomly selected male and female comprises of different working class and educational attainment. The age of the correspondence was between 18-60years. The mean age was 36.5years while the standard deviation was 3.41.

### **C. Instrument**

A set of questionnaire was used for data collection. The questionnaire, belief about women (BAS) by Snell (1997) was adapted for the study. The BAS contain 21 items which subjects respond to a 5- point likert response rating scale which included strongly disagree (5points). Slightly disagree (4points), neither (3points), slightly agree (2points), strongly agree (1point). The questionnaires consist of two sections, that is, section A and B. Section A contains demographic information about the respondents such as Age, gender, religion and so on. Section B consists of structured questions in which has 3 subscales with seven questions each. Scores for each of subscale are determines by averaging which address each Beliefs about women. The researchers subjected the questionnaires to three weeks of pre and post test at 3 weeks interval. A co-efficient (r) of .7621 was recorded.

**D. Procedure**

The questionnaires were administered personally by the researcher. It was made clear to them on the instrument that their response would be treated with utmost confidentiality and the exercise was for research purpose.

**E. Analysis**

The data collected was analyzed using Analysis of Variance (Step Wise), multiple regressions (Step wise) and Pearson moment product correlation. The hypotheses were tested at 0.05 level of significance and the results are presented below.

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**H01:** There is no significant relationship between Manipulative strategies, Intelligent, Interpersonal relationship and women personalities.

	Mean	Standard Deviation	Interpersonal relationship	Intelligent	Manipulative strategies,	Women
Interpersonal relationship	17.5622	3.11315	—	.021	.467*	.569*
Intelligent	15.0870	4.69926	.021	—	.068	.493*
Manipulative strategies,	17.9130	4.52180	.467*	-.068	—	.473*
Women	28.4132	8.56174	.369*	.493	.478*	1

**Table 1: Means, Standard Deviation and Correlation Matrix between Manipulative strategies, Intelligent, Interpersonal relationship & women personalities**

\* Correlation is significant at the level of 0.05 levels (2 tailed)

Results indicated that women personalities is positively related to intelligent (r=.493; p< .05); mal strategies (r=.473, p < .05) and rel (r=.569, p<05); but intelligent is not found with correlation with interpersonal (r=.021; p>.05), but a correlation with manipulative strategies (r =.467, p<.05). Also manipulative strategies were found with no correlation.

**H02:** There is no significant combine contribution of manipulative strategies, intelligent and interpersonal relationship to women personality in Ogun state.

R=.803
R <sup>2</sup> = .644
Adjusted R <sup>2</sup> =.588
Std error of estimates= 6.53436

**Table 2: Multiple regression analysis (Backward) of manipulative strategies, intelligent and interpersonal relationship to women personality.**

Model	Sum of Square	Df	Mean Square	f	Significant
Regression	1468.74	3	489.580	11.466	.000 <sup>a</sup>
Residuals	12638.608	296	42.698		
Total	14107.348	299			

b. Dependant Variable – women personality

Table 2 shows that the multiple (manipulative strategies, intelligent and interpersonal relationship) on a dependent variable (Women Personalities) is .803. The R square equals .644, while adjusted R square is 588. This implies that three variables contributed 58.8% of the variance to women personality. Hence the hypothesis of no significant combined contribution is discarded.

**H<sub>03</sub>:** There is no significant contribution of manipulative strategies, Intelligent, Interpersonal relationship to women personality.

**Table 3: Relative contribution of manipulative strategies, Intelligent, Interpersonal relationship to women personality.**

	Model	Unstandardized co-efficient β	Std error	β	t	Significant
1	Intelligent	1.644	.464	.503	3.540	.002
2	Interpersonal relationship	1.126	.297	.520	3.788	.001
3	manipulative strategies	1.222	.320	.543	3.815	.001

Table 3 presents the coefficient showing the proportion of contribution of each of the independent variables. Intelligent ( $\beta = .503$ ;  $t = 3.540$ ;  $p < 0.05$ ). Interpersonal relationship ( $\beta = 3.788$ ;  $t = 3.788$ ;  $p < .05$ ) and manipulative strategies. ( $\beta = .543$ ;  $t = 3.788$ ;  $p < .05$ ) to the women personality. The above table shows that the three independent variables made significant contribution to the prediction of women personality. In terms of magnitude of contribution, manipulative strategies made the most significant follows by Interpersonal relationship & Intelligent respectively.

### 3. Discussion

The finding of this study as revealed in Table 1 showed that there is a relationship between interpersonal social, intelligent, manipulative strategies as related to women personalities. This is evident in that they are all significant at 0.05 level of alpha. This affirms that the potential of the women should not be underrated as the result reveals that women possess intelligent power that can hold home, country and other areas of life endeavor together. This is also buttressed by a popular saying that “behind any successful man, there is a woman”. Also, manipulative strategy is also a strength a woman holds. This has been supported by the researches around the globe. Adeoye & Raheem. (2010) and Zebrowitz, Hall, Murphy & Rhodes (2002) opined that this personality trait is inborn among most women and that’s is the reason why they are able to tame men. Lastly, women are more sociable than men in view of the fact that women engage more in partying and other social functions than men. This might be the reason for interpersonal social.

Result of the Analyses of variance calculated on the multiple regressions in Table 2 indicated that F ratio of 11.466. This was found to be significant at 0.05 alpha levels. With the adjusted R to .588 which is translated into 58.8% at the total variance. This implies that 41.2% is due to chance factor, that is, other factors not considered are responsible for this. That is there is significant relationship between the predicting variables and women personalities. The result of this study laid ascendancy to the earlier findings that most African women are very intelligent if given the chance and possess a lot of manipulative strategies.

Also in table 3, the finding obtained revealed that all the three independent are significant in predicting women personalities. However, manipulative strategies seem to have the highest  $\beta$ -co-efficient of .543 and t-value of 3.788; follows

by intelligent, at  $\beta$ -co-efficient of .520 and t-value at 3.788 and lastly by interpersonal social of  $\beta$ -coefficient at 503 and t-value at 3.540. This proof beyond reasonable doubt that these three variables are strong determinant of women strength.

#### 4. Conclusion/ recommendation

Finding in this study cannot be overlooked since it is established that women personalities are affected by these variables. It is then recommended that: - Nigerian women are intelligent and sociable and possessed the strategies to move the society forward. Hence, they should be given opportunity to serve more. Also, government should come out with plans to protect women right, so that they would not be abuse by men folks, but rather respect them.

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