

ABSTRACT

This study aims to analyze the influence of machiavellian behavior, work experience and gender on ethical decision making. The object of the study was Account Representative (AR) in Directorate General Of Taxes .

This study was empirical in nature and use convenience sampling method in data collection. Data was obtained by distributing 70 questionnaires in tax office in south Jakarta. Sixty seven respondents (95%) give their responses. Data was analyzed by Multiple Regression Analysis by SPSS version 16 software package.

The results of hypothesis test indicate that machiavellian behavior significantly negatively affect ethical decision making and work experience significantly positively affect ethical decision making, while gender not affect ethical decision making.

Keywords: *Machiavellian Behavior, Work Experience, Gender, Ethical Decision Making*

